

MARCO[®]
Productivity Improvement Experts



Food Automation
ENGINEERED FOR EXCELLENCE IN MACHINERY

PACKING EXCELLENCE



**A MINIMUM
30%
UPLIFT
IN PRODUCTIVITY**

MARCO
288
CHECKMASTER

THE PRODUCTIVITY IMPROVEMENT EXPERTS

Allow us to introduce ourselves... We're Marco, known throughout the world for providing the very best technology solutions for manufacturing and packing operations, using unique Marco-branded software and hardware.

We design, manufacture, install and maintain every system we produce. This means that you only have to deal with one company and that we have absolute control over quality, delivery times and performance.

With our design excellence, state-of-the-art technology and attention to detail, no matter what the size of your business you can count on improved yields, reduced waste and greater profitability.

THE GOOD NEWS DOESN'T STOP THERE:

The average improvement in productivity is 30%

In 98% of cases, full return on investment is achieved in just one year.

**THE RESULTS SPEAK FOR THEMSELVES -
READ ON TO FIND OUT MORE...**



THE PACKING CHALLENGE

We all know that when operators pack fresh produce there's a fine balance to be struck between speed and accuracy.

Individual fruits and vegetables vary in size and weight so that's a problem to start with. Too much in a pack affects profits and costs more to transport. Too little and you may breach pack weight legislations. Consistently packed produce is a must for retailers.

So, effective Yield Control - consistency and accuracy, combined with high levels of productivity - is vital to your business.

THIS IS WHERE WE CAN HELP.



THE MARCO TRAC-IT YIELD CONTROL MODULE SOLUTION

We provide you with a module that gives you comprehensive real time data so that you can measure and control the packing process minute-by-minute throughout the working day.

Operators find Marco YCM easy to use. Each operator has their own ID login, to ensure each packer is individually monitored. A simple traffic light system on our LineMaster workstation guides them as they work, ensuring target weights are reached every time.

The packing data that you can obtain is wide-ranging and immediately traceable.

IT INCLUDES:

The number of packs completed over time/per operator

The total quantity of produce allocated to each line

The actual amount packed at each workstation/line

Pack weight trends by operator/line

Yield data by batch run/total production



IMPROVED PACK HOUSE VISIBILITY

THE BENEFITS OF USING MARCO YCM

Individual operator monitoring

Reduced giveaway and waste

Improved quality and productivity

Lower transport costs

Increased profits

RETURN
ON INVESTMENT
WITHIN **ONE**
SEASON



CASE STUDY:

SAT MOYCA

SPAIN'S LEADING SUPPLIER OF TABLE GRAPES

THE CHALLENGE

To design, manufacture and install a Marco YCM multi-station system for SAT MOYCA's state-of-the-art grape pack houses in Totana, South East Spain.

MARCO'S SOLUTION

A unique blend of operator workstations and software. A visual light display prompts the operators to add or remove exactly the right number of grapes to ensure pack weight compliance. New developments for 2016 see the implementation of high definition efficiency screens displaying live production data and technical and quality control videos.

THE RESULT

Swift and effective installation. An optimisation of labour resources, significantly increasing line speeds. A massive improvement in productivity with pack-house-wide visibility. Consistent and accurate packing of punnets and boxes of table grapes. Virtual elimination of giveaway and over-pack.

"We are confident that Marco's YCM systems will play an important part in our goal to achieve excellence in global grape packing."

**ENRIQUE MOYA SALAS,
CEO OF SAT MOYCA**



OUR CREDENTIALS

All our scales are approved by weights and measures bodies across the globe. This means that you can legally declare the weights of packed produce secure in the knowledge that this will be accepted by your trading partners - no matter where in the world.



SPECIFICALLY, OUR SYSTEMS
HAVE THE FOLLOWING
CERTIFICATION:

NTEP for the USA

NAWI for Europe

CSA for Canada

OIML R76 for Europe,
South America and Africa

NMI S720 for Australia

IND/13/16/363 for India

**VIRTUAL
ELIMINATION
OF OVERPACK**



MARCO'S GLOBAL FOOTPRINT

Most of our clients were UK-based but we've now expanded our global footprint so that over 45% of our sales are to customers overseas.

Our technology has been adopted as the new standard by over 30 countries across six continents, with solutions installed worldwide in grape, tomato, soft fruit, salad, herb and fresh cut vegetable pack houses.

For example, six of the leading tomato producers in the USA and Canada have a Marco system, as do seven leading grape packers in South Africa.



OUR CLIENTS

Clients are at the heart of our business - the purpose of everything we do. We want happy customers and work hard to achieve this.

All our teams - from system support and production to our engineers on the road - will always do their utmost to ensure that every aspect of our customers' experience is second to none.

OUR HAPPY CUSTOMERS INCLUDE:

A. R Neaves & Sons

AAA Growers

ADB Cool Company

Agri SGJ

Agrícola Don Ricardo

Agrícola Santa Ana

Agrimessina

Alfred Pedersen & Søn

Allanhill Farming Company

Angon Fruit

Angus Soft Fruits

ASF Holland

B. H Savidge & Son

Backyard Farms

Barfoots of Botley

Beekers Berries

Berry Gardens

Capespan International

Cornerways

De Kruidenaer

Dippenaar Choice Fruit

DP Packaging

East African Growers

Eric Wall

Flavourfresh

Flamingo Produce

Freshtrop Fruits

Gaskains

George Charlton & Sons

Glinwell

Grape Alliance Marketing

Griffin & Brand

Grupo Alta

Grupo Siesa

Hall Hunter

Herdade Vale da Rosa

Hessing

Hortalizas Lomes

Houweling's Tomatoes

International Herbs

Jaquenoud

Keelings

KHE

Langmead Farms

Le Jardin de Rabelais

Léguomat

Madestein UK

Mansfields

Massai Agricultural Services

MMUK

Moyca

Mucci Farms

NatureSweet

Newmafruit Farms

Nicofruit

North Bay Produce

Prima Fruit

Prince de Bretagne

R & G Fresh Herbs

Richard Hochfeld

Rougeline

Sandfields Farm

Savéol

Solarenn

Soleco

Southern Farms

Special Fruit

Stewarts of Tayside

Stoll Frères

Thanet Earth

The Grape Company

The Karsten Group

Thinus Maritz

Tomate Jouno

Triple D Farms

VHB

VP Group

Wealmoor

Westlands

Windset Farms

Winterwood Farms

Wm Morrison Supermarkets

Woodbank Farm

Wye Fruit

HERE'S WHAT OUR CLIENTS SAY ABOUT US

"Our previous Marco pack house installation was a huge success, massively increasing our productivity whilst giving us control over the packing process. Signing with Marco for our new facility was an easy choice to make."

**ENRIQUE MOYA SALAS, CEO
MOYCA, SPAIN**

"Marco's technology addresses the key challenges that affect the manual packing environment. We will now have better control across the pack house and be able to measure the performance of individual operators."

**THOMAS LEÏCHLÉ,
GROUP SUPPLY CHAIN DIRECTOR
ROUGELINE, FRANCE**

"The multi-station system is already bringing significant improvements to the grape packing line, reducing overpack, improving productivity and reducing labour overheads."

**PIETER KARSTEN JNR, GROUP DIRECTOR
THE KARSTEN GROUP, UK AND SOUTH AFRICA**

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INTERNATIONAL TRADE
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