

Pandol Brothers Inc

As part of their strategic export expansion, UK based fruit packhouse profitability experts Marco have made further important inroads into the US market through the supply and installation of their Marco Trac-IT Yield Control System for leading Californian fruit packer Pandol Inc.

The Marco installation is at the heart of Pandol's latest major expansion of its cold storage and packing facility, which has now doubled in size to almost 2000m². With a history going back over 70 years, family owned Pandol is a major supplier of table grapes, blueberries, persimmons and other fruit and vegetable varieties for both domestic and export markets. To complement their own extensive grape harvest, the company has nurtured and developed strategic partnerships with fruit growers in Latin America, Asia, the Middle East, Europe and Australia. This approach allows Pandol to service their home market all year round and supply a diverse range of high quality fruit to their expanding export market.

Marco have 25 years' experience supplying the world's leading soft fruit brands and understand the dynamic challenges facing growers and packers. During consultative field trials carried out for Pandol, Marco identified significant double digit percentage pack giveaway, directly impacting their bottom line. However without adequate line control, ensuring consistent pack weight within legislative requirements, whilst maintaining line speeds and all-important product quality, can be a daunting task. The Marco system overcomes all these problems and is now an integral and essential part of the Pandol packhouse operation. The installation features Marco's innovative automatic optimisation software, which intuitively updates target weights at individual stations based on real time pack weight trends. This constant, yet operator transparent, tracking reduces pack giveaway to fractions of a percent.

According to Pandol, the expanded facility will employ over 100 people at its peak, with the largest packing room staying at a constant temperature to maintain the cold chain and enhance produce shelf-life.

"It's exciting because now our expanded facility features five separate packing lines with 12 to 36 packers per line," said Dave Bryan, Pandol's post-harvest operations manager. *"The expansion offers more flexibility and will also meet the growing demand for custom packing including custom labelling."*

Andrew Pandol is very pleased with the results so far and as he concludes: *"We have been impressed with Marco's knowledge and really appreciate that they took time to listen to us in order to understand the diverse challenges facing our highly competitive industry here in the US. The equipment is very easy to use and in addition to the significant savings in giveaway, we expect line speeds to increase. The calculated short term pay back time makes this a low risk investment for us and we are looking forward to rolling the system out in other areas of our operation."*



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For over 25 years Marco has delivered competitive advantage to market leaders through the installation of over 350 factory efficiency systems worldwide. From pharmaceuticals to foodstuffs Marco has made the difference between good and great performers.

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