

MARCO®

Productivity Improvement Experts

AN **ATS** COMPANY





150,000 MAN HOURS OF
SOFTWARE DEVELOPMENT

OVER **35** YEARS OF
TECHNOLOGY DEVELOPMENT

85,000 INDIVIDUALLY DESIGNED
COMPONENT PARTS

OVER **100** GLOBALLY
RECOGNISED APPROVALS

300+ PRODUCTS DEVELOPED

INSTALLATIONS IN OVER
45 DIFFERENT COUNTRIES

30%
INCREASE IN
PRODUCTIVITY

VIRTUAL
ELIMINATION
OF OVERPACK

12-MONTH
RETURN ON
INVESTMENT



PRODUCTIVITY IMPROVEMENT EXPERTS

MARCO delivers productivity improvement solutions by combining market leading software with high quality hardware across a wide range of industries including Fresh Produce, Food Manufacturing and Formulation Industries.

For any manufacturing and packing process, operational efficiency and productivity is key to a company's success. MARCO's tried and tested range of hardware and software solutions are proven to increase productivity by up to 30% and reduce

labour requirements, leading to improved productivity and profit for your industry.

MARCO's solutions are offered in the form of individual MARCO Trac-IT® modules, comprised of fit-for-purpose hardware and software applications, guaranteed to minimise overpack/giveaway, reduce waste and provide full traceability.

MARCO's range of operator-friendly Yield Control workstations deskill the packing process through the use of MARCO's language transparent 'one light=one fruit' weight indicators.

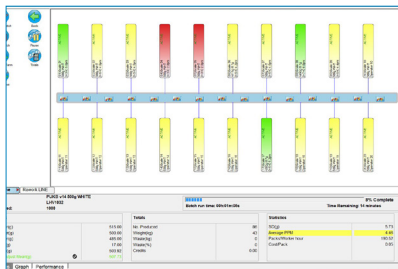
The simple-to-use traffic light system guides operators ensuring individual component target weights are kept within very close tolerances.

Established in 1985, MARCO today employs over 70 staff working mainly out of our head office in Edenbridge, Kent.

For over 35 years MARCO's continuous investment in employees and innovation, and our passion for improvement has made us one of the industry leading suppliers of productivity-enhancing solutions for manufacturing and packaging operations across a wide range of industries around the world.

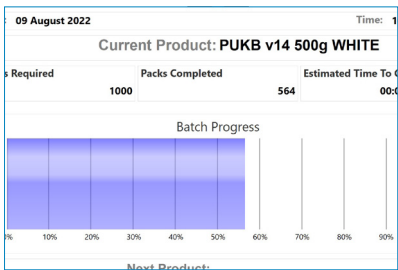
Acquisition by [ATS Automation](#) in 2019, one of the industry leaders in factory automation systems, allows MARCO to take advantage of the global reach, industry-leading technologies and after-market services platform that ATS offers, enabling us to adapt quickly to a rapidly changing world.

MARCO TRAC•IT® Software Modules



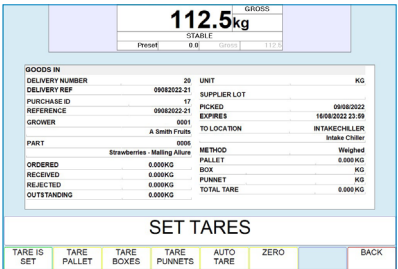
Yield Control

A comprehensive, effective, and reliable system that has proven to deliver productivity improvements of over 30%.



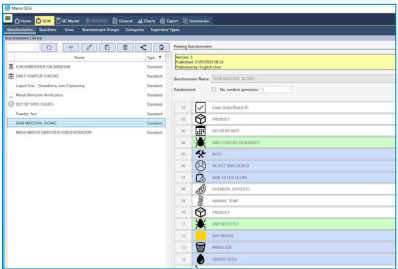
Production Data

PDD Module consists of HD factory wide display screens which act as a multi-functional, factory-wide, digital signage solution.



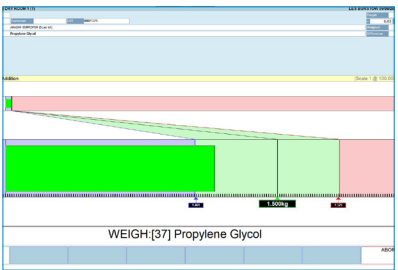
Goods Received

Designed to provide full traceability of raw material coming into the facility from goods intake to packaging.



Quality Control

Reduces time spent on administration tasks and eradicates the need to store paperwork.



Recipe Formulation

Easy to use, operator friendly workstations increase speed and precision of the ingredient mixing process, minimising costly waste.



Line Control

Helps to prevent costly return-to-manufacturer (RTM) scenarios or emergency product withdrawals (EPWs), which can incur costly fines.

MARCO® Hardware Products



Tabletop Scales

High precision weighing units complete with industrial load cells and light bar system.



Side to the Line

High speed portion control for fresh produce and food manufacturing operations.



Across the Line

Designed to maximise the efficiency of the operators and the production line.



Workstations

Control stations for a range of operations designed to withstand the harshest factory environments.



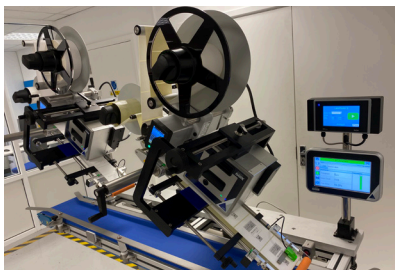
Case Packing

An innovative end of line solution for businesses in the fresh produce industry.



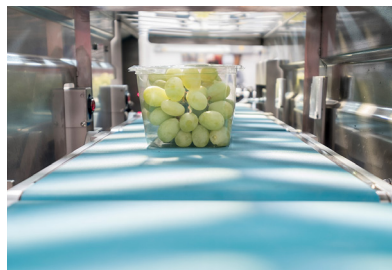
Combination Weigher

Semi-Automated combination weighing solutions ideally suited for the Fresh Produce industry.



Labelling

High speed adaptable labelling for pre-printed, thermal transfer & direct thermal printing labels.



Checkweigher

High precision check weighing and metal detector units designed to the highest engineering standard.



Conveyor Systems

MARCO design and manufacture a comprehensive range of 'fit for purpose' multi-tiered production lines.

MARCO® After Sales

MARCO® Academy

To compliment our tailored Service Level Agreement package MARCO have launched **MARCO Academy**, a comprehensive collection of training courses to enhance the performance and productivity output benefits of the MARCO TRAC-IT® Modules.

Better understanding of the MARCO systems will help to significantly improve profit margins whilst reducing overpack. Many customers see their overpack reduced to below 1%, whilst seeing a significant reduction in labour requirements.

Our first course to be launched is for our successful **Yield Control Module (YCM)** software application, with more courses following shortly.

For more information on our MARCO Academy courses, please contact academy@marco.co.uk



MARCO® Hi-Care

MARCO Hi-Care is a structured support program that helps to ensure that your business-critical production processes run as smoothly as possible. Each Service Level Agreement is tailored to suit every customer to reduce any risk that may arise in production.

With highly trained engineers and web-based telematics, MARCO's System Support Department have the skills required to ensure the customer has complete confidence. The MARCO Hi-Care support programme is offered with all our products to ensure that your MARCO system is fully supported in the most efficient and timely manner.

Key features of **MARCO Hi-Care** include:

- Reduced call-out and labour charges for unscheduled visits
- Reduced costs for spare parts
- Detailed technician reports following all site visits
- Software updates to promote continuous improvement
- Scheduled visits for regular calibrations
- Reduced costs of in-house or customer site training

For information on our **MARCO Hi-Care** please contact our After Sales Manager +44 (0) 1732 782 380

What our customers are saying about **MARCO**

"MARCO's engineers have worked closely with our in-house team to ensure a swift and effective installation that has integrated with our existing materials handling equipment. The systems are already bringing encouraging improvements to our pack houses and we are confident this will play an important part in our goal to achieve excellence in global grape packing".
MOYCA

"Our giveaway has dropped from over 5% to less than 0.5 g per pack. This significant reduction has resulted in important savings for Westlands. In parallel, the system has greatly improved product consistency, together with improved product flow and a significant increase in overall operational efficiency for our pack house".
WESTLANDS

"We have experienced significant year on year growth over the past five years and this has given us the confidence and justification to invest in the new plant. We recognised from the outset that we needed to harness the power of real time data from the factory floor and the MARCO system plays an integral role in this".
NUTRICIA
LIVERPOOL

"The MARCO systems have brought rapid and important improvements to our packing processes and we have had no hesitation in implementing this further investment. Operators find them very easy to use and the mobility of the stations means we can easily configure lines to meet rapidly changing order requirements. Our overpack has reduced to almost zero and this is now becoming evident in our reduced airfreight costs".
KHE

"The MARCO system exceeds our expectations and provides us with the complete packing flexibility we need to satisfy our ever-changing customers' demands. Speed, accuracy and live production data are of paramount importance, together with ensuring the product reaches the consumer in tip-top condition".
RICHARD HOCHFELD

"MARCO took the time to listen to what we wanted and then came up with positive and practical solutions. Their system not only carries out accurate ingredient weighing, but also provides us with important data relating to our process from goods-in to packaged product".
EUROCAPS



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