

Increase profit & quality, & reduce farm operational costs

"Our business has increased food safety and quality management systems as a result of implementing ProducePak. The solution has allowed our business to improve operational efficiency and reduce operating costs through the softwares business management features; whilst ensuring our traceability and customer confidence in our product ... " **Olof Oscarsson, PRESIDENT, TORPS GARD, Sweden**

Client Torps Gard Farming Company
Country Sweden
Business Type Farming & Poultry

Client Profile: Torps Gard has several decades in the farming industry, with Poultry being a recent addition to the traditional crop farming activities. Torps Gard is an environmentally friendly producer using green energy and precision farming across the operation. Torps Gard produces fresh produce meeting European (EU) standards.

Challenges: Crop Farming: the farming operations were using paper and MS Excel based traceability which produced challenges during audits, duplication of data, and inaccuracy. Farming processes were difficult to budget for and up to date, real time reporting on production costs were unavailable or difficult to produce. Poultry: A rapid production process for hundreds of thousands of animals, involving continual inputs, close monitoring of waste, and precarious balances between profit and loss during the production process. Task management and ensuring quality of yield was a major challenge.

Requirements: Increased farming monitoring and control to reduce waste, staff control to increase response time and product quality, staff management to reduce costs.

Solution: ProducePak Farm ERP

Main Benefits from ProducePak Farm ERP:

Farm Activity Management: Farm Activities are managed and planned, providing standardised farming practices, with rapid management response to any potential issues during farming. Operational costs are now reduced due to automatic task scheduling and efficient use of labour resulting savings on labour costs. Waste created (due to losses of product or product quality) during the farming process has been reduced due to stricter employee activity control, resulting in further savings for the Torps Gard farming company.

Cost Control & Reporting: Instant cost reporting is now available for each farming area (or poultry house), providing management with up to date decision making information used in marketing, production management, and cash flow control.

Traceability: Farm inputs are now monitored automatically by ProducePak Farm ERP, creating an instant audit trail and traceability reporting conforming to international food safety standards, ensuring the security of the businesses quality certifications and customer base & confidence.

Summary: Torps Gard has increased profit and quality during its farming operations, with additional non tangible benefits including reduced management response time. Torps Gard clients are impressed and reassured with the new solutions in place; resulting in higher customer confidence and retention.

ProducePak Solutions

www.ProducePak.com



More Profit, Cost Control, Traceability

Increase traceability and Quality Control quickly and easily

"ProducePak has provided us with the seamless quality control & traceability our operation was looking for. Our customers are satisfied and confident with ProducePak traceability, and we are saving money using the excellent business analysis tools." **Ron Gleason, CEO of HILL SIDE GARDENS, Canada**



Solution: ProducePak Packhouse Management & Mobile PDA, Mobile Quality Control

Main Benefits from ProducePak Packhouse :

Packhouse Traceability & QC: Implementing high levels of traceability & Quality Control throughout the entire packhouse operation has been made easy for HillSide with ProducePak's management of produce from the moment it arrives to instant reporting on traceability after dispatch and sales. QC tests are defined for standard operations, as well as templates based on specific customer requirements. Staff performance versus QC can be analysed easily.

Cost Control & Reporting: Packing costs can now be accurately (and quickly) for produce packed based on not only grower (supplier) but also on different batches, varieties, and packing periods. Cost reporting and pack-out rates are rapidly reportable; this information makes determining purchase prices of produce more accurate and profitable as growers are paid on the merit their respective pack-out rates.

Inventory: HillSide inventory is now accurately managed for the extended life of the produce, with FIFO (First In-First Out) management being provided by ProducePak. This new facility gives reduced waste and shrinkage for the storage and dispatch operations.

Summary: HillSide has significantly improved traceability levels, reduced waste, increased accuracy of inventory, increased accuracy of raw produce purchases, made better sales decisions based on the cost of packing each specific type of traded unit (finished product).

Client HillSide Gardens Ltd
Country Canada
Business Type Farming, Packer, Marketer

Client Profile: HillSide Gardens has grown from a small family operation to large producer, packer, and exporter of quality produce to multiple regions. HillSide boasts its own farming operations producing multiple fruit and vegetable varieties, packs internally produced produce, packs for multiple regional growers, and provides produce marketing services in Canada and the United States. HillSide deals with some long life produce which is stored in state of the art facilities for months, and distributed during the non production seasons. HillSide prides its operations on being innovative with business operations, and maintaining the highest possible standards for product quality.

Challenges: Implement higher traceability standards without increasing costs; to cater for increasing requirements from clients and national regulation. Manage long term storage of perishable product inventory, and implement QC.

Requirements: Traceability improvements for export, packhouse analysis and reporting, improve cost analysis of packing costs, manage multiple growers product through packing, storage, and distribution processes, implement QC

ProducePak Solutions

www.ProducePak.com



More Profit, Cost Control, Traceability

"We have improved our inventory control because we now have real time data on what's happening in the field with our PDAs. This helps to reduce spoilage and waste." **Ron Gleason, CEO of HILL SIDE GARDENS, Canada**

Meet retail demand for strict and instant traceability and Q.C.

"Brenn-B Farms purchased ProducePak for the ability to meet the retail demand of strict and Instant traceability & quality protocols, but in the process realized impressive benefits from solid packhouse and farm management reporting. Equally as impressive as the software, their talented support team has customer service that is distinguished and extremely professional." **Shawn Brenn, OPERATIONS MANAGER of BRENN-B FARMS, Canada**



Client BrennB Farms
Country Canada
Business Type Food Processing, Packhouse, Farm

Client Profile: BrennB has evolved from farming operations which has grown into packing, and value adding with food manufacturing processes the service industries. BrennB participates in many traceability pioneering programs, and has a reputation for philanthropy and community support. Various government case studies and video documentaries have been produced based on the activities of BrennB.

Challenges: Increasing demands from customers has created the need for higher levels of traceability at all levels of the packing and processing operations; implementing the new levels of traceability and QC without having to replace staff or increase operational costs is a major requirement.

Requirements: Meet ever increasing demands from customers for high traceability, implement QC, minimise compliance costs

Solution: ProducePak Packhouse ERP

Main Benefits from ProducePak Packhouse ERP :

Quality Control: ProducePak has provided BrennB with a platform for Quality Control tests; these tests are configurable for both domestic and international quality control requirements and also special customer requirements.

Traceability: Instant traceability for all product produced (or handled) by BrennB is provided by ProducePak Packhouse ERP. Based on a simple Batch Number which is on all Traded Units (Final Products) that leave BrennB premises; BrennB now has instant recall of all traceability information such as: raw produce details, supplier (grower), origin of produce (land area, crop codes, plot codes, blocks etc), packaging materials traceability, transport companies, storage history of raw produce, and details of staff that packed the product.

Profit Enhancement: New facilities for business wide analysis and reporting has given BrennB enhanced profit from speeding up management response time, increased accuracy of sales decisions, and enhanced customer service through increased levels of understanding of customer purchasing trends.

Summary: BrennB has implemented QC and met strict traceability requirements with ease, whilst achieving operational savings and profit enhancement.

ProducePak Solutions

www.ProducePak.com



More Profit, Cost Control, Traceability

Increased food safety, reduced farm costs, quantifiable & consistent quality control

Client Farm Frites
Country Europe, Middle East, Africa
Business Type Farm, Food Processing, Packing,

Client Profile: Established in 1971, Farm Frites is a leading producer, researcher, packer, and processor of various fruit and vegetable products exported world wide. With offices in over 13 countries, and farming operations in multiple continents,, Farm Frites continues to develop new products, both fresh and processed, for markets in Europe, Middle East, and USA. The Farm Frites workforce comprises several thousand employees; many are experts in their respective fields.

Challenges: Product labelling wasn't always convenient to include batch traceability number, batch traceability throughout packhouse could be inaccurate at times. Management of fresh produce inventory was paper based and suffered from inaccuracies which on occasion caused losses due to product spoilage or waste. Management of PHI (Post Harvest Interval)/withholding periods during farming operations was time consuming. Instructing staff on their farming tasks and the planing of initial tasks for farming staff was time consuming and inaccurate on occasion. Monitoring and following up the status of farm tasks was time consuming and inaccurate. Quality Control testing was inconsistent and the data produced was not quantifiable or easily analysed. Farming inventory suffered from shrinkage and recording of cost centres where inventory used was non existent.

Requirements: increase accountability of farming inventory and consumption, implement labour planning and control & monitoring system, implement automated QC, implement product identification system, improve packhouse inventory management and traceability of all

ProducePak Solutions

www.ProducePak.com



More Profit, Cost Control, Traceability

Solution Implemented:

ProducePak Packhouse, Packhouse Mobile PDA with bar-code scanning, Quality Control, ProducePak Farm ERP

Main Benefits:

Product Identification : ProducePak provides the client with an array of labelling options which include batch numbers for all packed product.

Packhouse Inventory & Traceability: the solution reduces inventory waste, and enforces strict traceability via PC and PDA's throughout the entire packing and processing operation using bar-code scanning and assignment of all produce directly to batch numbers.

Quality & Control: Quality Control is now performed anywhere in the facilities using mobile PDA devices to scan product and enter quality control test results. The results are now useful for management to perform staff quality performance analysis, and product packing analysis for quality.

Post Harvest Interval Management: PHI and withholding periods on chemicals used during spray tasks now have automatic alerts for any potential breach of PHI and will disallow staff from harvesting produce that falls within a PHI withholding period.

Farm Task Planning, Instructing, Monitoring: managers can now plan and schedule tasks from ProducePak; quickly, and efficiently. Continual monitoring of farm tasks can be performed rapidly and quickly, highlighting any potential issues or incomplete or deviating tasks. Farm employees are instructed using tasks created in ProducePak, and labour consumption is assigned to each cost centre, increasing production cost reporting accuracy.

Farm Inventory Accountability, Waste, Accuracy: Farm inventory is now "check out" and "checked in" when being consumed from store rooms, this provides high accountability of all inventory consumed, and consumption is assigned to a cost centre and only authorised for "check out" if the employee has a corresponding farm task.

Summary: Savings in inventory shrinkage, management time, savings of product loss due to farm tasks not being performed (or performed at the correct time), extremely accurate and traceable product handling and inventory, quantifiable and useful Quality Control reporting, accurate and consistent Quality Control, and more...

Improve cash flow, accurate farming cost reporting, enhance inventory planning.

Client Soktas Group of Companies
Country Turkey
Business Type Farming

Client Profile: The Soktas group of companies includes a diverse range of enterprises based in Europe with export to multiple continents. Soktas farming specialises in citrus produce, with multiple areas of land under production.

Challenges: Reporting on production costs for each orchard was difficult and often no up to date or accurate information was available for production costs defined to accurate areas of land under production. Inventory planning was time consuming and inaccurate, resulting in potential losses due to materials not being available or poorly substituted. Inventory usage defined to areas of land was inaccurate and non existent at times.

Requirements: Implement solution to accurately capture location of inventory consumption (to cost centre), inventory planning, farming task recording.



More Profit, Cost Control, Traceability

Solution Implemented:

ProducePak Farm ERP, Farm PDA Mobile Solution

Main Benefits:

Production Cost Reporting: The Farm PDA mobile solution allows staff to capture the farming tasks performed on-site at multiple farms during the normal working process. This information is synchronised with ProducePak daily to collect new tasks and register completed tasks, allowing management instant cost reporting at any time. Farm managers are also now able to easily identify any potential problems with employee task performance.

Inventory Planning: The ProducePak Farm ERP solution provides the ability to predict required quantities of inventory and labour required during the farming process. Planning is performed by comparing a monthly materials analysis report to ensure just in time inventory delivery from suppliers and arrange labour resources.

Summary: The client obtained significant savings from improved response time for employee tasks. Inventory planning improved inventory availability and freed up cash flow due to better planning. Management now has access to new reporting tools allowing accurate analysis of costs for each orchard; this information is now used to make informed marketing decisions for sales of produce.

Packhouse computerisation brings great savings, improvements in accuracy and easy enforcement of EU quality & traceability

Client Zein El Din International
Country Egypt
Business Type Farming, Packing

Client Profile: Zein El Din is a long established producer, packer, and exporter of fruit and vegetables to Europe and Middle East regions. Zein El Din is a family established enterprise which produces a range of fruit and vegetable with a production schedule lasting almost all year round.

Challenges: Meet new traceability requirements for export to EU region. Enforce production staff to maintain higher levels of traceability for chemical applications to produce during spray tasks. Modernise packhouse operations which were paper based, and suffered from inaccuracies for inventory control, First In First Out (FIFO) management of produce, dispatch response time and accuracy was unacceptable, and difficulties knowing what produce is available for sale were experienced.

Requirements: Computerise packhouse operations for higher traceability and labour analysis, enforce traceability on farms, increase accuracy and handling of produce in packhouse to enhance quality and profit.

Solution Implemented:

ProducePak Packhouse , ProducePak Farm ERP

Main Benefits:

Packhouse Computerisation: Automation of the packhouse has proved drastic increases in traceability, accountability, and reporting. Management now has access to hundreds of packhouse reports which are used to gauge produce quality, staff performance, and packhouse costs. Labour use in the packhouse is now more efficient and information recording and reporting is significantly more accurate for the packhouse. Savings due to FIFO management of inventory (both raw and processed) has been achieved. Maintaining standards for exporting fruit and vegetables to EU and UK regions has been easily implemented and supported.

Management of Farming Activities: Farming activities now have a very high level of traceability for all chemical (and other inputs) applied to each area of land under production.

Summary: The solution has enforced EU traceability standards, savings from reduced waste of raw produce due to mishandling, greatly improved accuracy of packhouse and farming reporting, improved farm traceability for chemical applications, new reporting and analysis tools for management, reduced costs preparing reports manually.

ProducePak Solutions

www.ProducePak.com



More Profit, Cost Control, Traceability