



EXCELLENCE IN TOMATO PACKING

Setting the Standard in Tomato Packing

Global tomato production has soared beyond 190 million tonnes, driven by the rising demand for pre-packed tomatoes—a trend that presents unique challenges for pack house managers in their pursuit of optimised productivity, efficiency, and quality control. To remain competitive, growers and packers must embrace greater visibility and precision within their pack houses.

Cultivated tomatoes vary considerably in size, from petite toberberries, through to robust beefsteak varieties. This diversity in shape and size means that the manual packing process will continue to rely heavily on the skill and consistency of individual packer.

In order to increase productivity, pack houses need to strike a balance between maintaining target weights within legal requirements, whilst minimising product giveaway and preserving the presentation quality that consumers expect.



Tomatoes

Traditional tomato pack houses often rely on standalone digital bench scales to check pack weights, but these scales are slow and lack real-time data capabilities, making it impossible to accurately assess individual operator performance. As a result, minimizing underweight packs usually requires a trade-off in line speed, leading to excessive product giveaway.

"The improvements in productivity and reductions in giveaway since the installation are dramatic."

WINDSET FARMS, USA

MARCO's [Yield Control Systems](#) are transforming operations worldwide, with evidence showing that, without this technology, overpack rates can reach unsustainable levels of 8-15%, a significant profit drain for pack houses.



By implementing MARCO's advanced system, pack houses can reduce this costly giveaway, ensuring more accurate weights, improved productivity, and enhanced profitability without sacrificing speed or quality.

MARCO have extensive experience in the design and implementation of pack house productivity systems which have a proven track record in increasing productivity by 30% or more. These have been developed to deskill the manual packing process, providing an easy-to-use operator interface, together with the levels of data capture required for comprehensive pack house visibility and control.

"Line speeds have now increased significantly and our giveaway is below 1%. Operator training requirements have also reduced significantly."

TOMATE JOUNO, FRANCE

Key Features

Any yield control system must be easy to use by operators. Evidence shows that operators quickly respond to the [MARCO Yield Control Module \(YCM\)](#), which includes a simple traffic light system incorporated within the weighing scale. This is used to indicate whether pack weights are under, above or on target.

MARCO have taken this concept one major step further, whereby each light segment on the visual light display represents an individual tomato. Operators are simply prompted to add or remove one or more tomatoes to ensure weight compliance.

Security

Pack house operators can be paid on a productivity basis – the more product they pack in a given time, the more they get paid. However in some instances this can lead to operators trying to unfairly increase their productivity by weighing the same pack more than once or allowing out of tolerance packs to go through.

To prevent this, the YCM software records and compares each pack weight at individual packing stations. Bogus weighings (e.g. successive identical packs) are instantly detected and the operator is 'locked out' of their station.

Efficiency Screens

MARCO have also introduced their motivational efficiency screen technology, which can be incorporated into a YCM system. The large LCD screens, designed to be installed above the packing lines, use packing speed data from the yield control system to highlight the real-time performance of individual packers or groups of operators.

The screens feature a simple red-amber-green light array, constantly showing how each operator or group is performing via a packing line schematic. Green lights indicate above average performance graduating down to amber then to red for under-performers.



"MARCO 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."

ROUGELINE, FRANCE



The [MARCO Yield Control System](#) ensures fresh produce is consistently packed to within the target weight, virtually eradicating giveaway as well as ensuring optimum product presentation. [Typical returns on investment are within one growing season or less.](#)

"The MARCO system has brought significant improvements to our pack house productivity and giveaway has been reduced. Operator training is now very simple and we can monitor the performance of individual packers."

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