

MART PRODUCE

VOLM VEST SUCCESS:

MART PRODUCE • RUPERT, IDAHO

The Volm Engineered Solutions Team (VEST) was formed to provide comprehensive solutions for growers, packers and processors. Whether building a new facility from the ground up, integrating new equipment into existing systems, or installing complete new lines within an existing facility, VEST's Iterative Refinement Design approach enables a smarter, more cost-effective design and implementation process.

VEST recently completed an extensive project with Mart Produce of Rupert, Idaho. We asked the company's President, Jeff Harper, to speak frankly about this project—and most importantly, its results.



Jeff Harper, President
Mart Produce

- Russet potato packing facility
- Rupert, Idaho
- 80,000 sq. ft. facility
- Currently 80 employees
- 3rd generation ownership

Q: How did you hear about Volm VEST and their capabilities for facility design?

A: We've had a long-standing, positive business relationship with Volm for years. They have always been professional and well informed regarding changes in the industry and up to date with the latest technology.

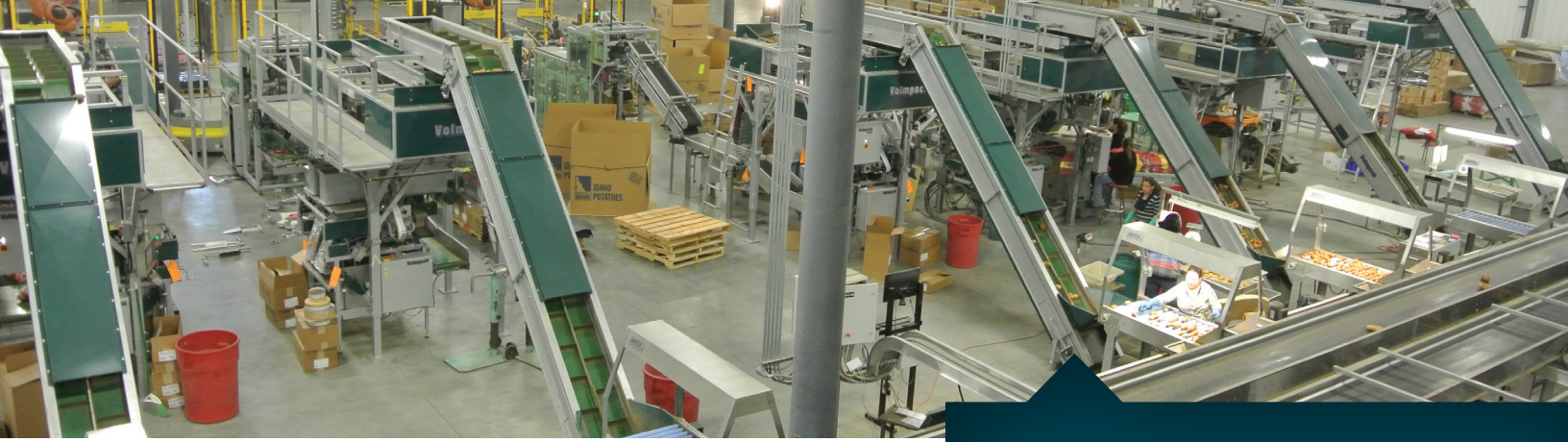
Q: What factors made you decide to build a state-of-the-art automated facility?

A: To improve the overall efficiency of the business, improve labor productivity, and address food safety concerns. We wanted to build a viable business for the future ownership.

Q: How many pounds flow through your operation annually?

A: The previous operation would pack about 2 million carton weight per season, and we expect when the new facility is up to full capacity, we will be up to 3 million. The new state-of-the-art packing facility increases production by 50%.

“**THE NEW STATE-OF-THE-ART PACKING FACILITY INCREASES PRODUCTION BY 50%.**”



Q: Do you have an estimate of your annual labor savings?

A: 20% during early start-up, and up to 30% eventually. At full capacity, we estimate labor savings up to 30% annually.

Q: Will you tell us about your Volm experience relating to design?

A: Overall the experience has been positive, and the vendors brought forth by Volm as part of their team have exceeded expectations.

Volm did a great job bringing stakeholders together with visits to existing customer sites. This helped to shore up the vision of what the future facility should be.

Q: Will you tell us about your Volm experience relating to installation?

A: Installation has been quite timely. Commissioning has proven lengthy, especially when it comes to the “first-off”, new model or custom pieces. In the future, I would likely stay with proven products to purchase.

Q: How would you grade post-installation support and service from Volm VEST?

A: Excellent. Volm and the key vendors have committed resources all the way through our start-up, and it has been appreciated.

Q: Would you recommend Volm as a ‘total solution’ partner to others?

A: Yes, I would recommend Volm.

Q: What advice would you give other packers who may be thinking about undertaking a similar project?

A: Every business needs to progress and there is no better time than the present to invest in new technology, and improve your cost position in the market.

“**AT FULL CAPACITY, WE ESTIMATE LABOR SAVINGS UP TO 30% ANNUALLY.**”

THE MANY BENEFITS OF VOLM VEST SOLUTIONS

- Reduce labor costs through automation
- Improve operator safety
- Increase throughput and productivity
- Enhance fresh produce traceability and consumer safety
- Lower rejection rates through gentle food handling and accurate weighing
- Streamline operation and production processes

LET US HELP YOU BUILD YOUR NEXT SUCCESS—
WITH VOLM VEST.

What can Volm VEST do to ensure the best return on your next major capital investment? Let us show you with a no-obligation Project Request assessment. Call 888.349.8656 for details.