

# CASE STUDY

## Fresno Produce Grows Its School Lunch Business with Faster Packaging Process

### Fruit and vegetable supplier was first to use FAS SPrint SidePouch® bagger.

Fresno Produce Inc. of Fresno, California, solved a huge food packaging problem by being the first in line to use the FAS SPrint bagger to package individual servings of fruits and vegetables for the Fresno Unified School District. The FAS SPrint enables the company to package up to 30,000 bags per day and has improved Fresno's efficiency so much that they have won contracts from two other school districts in the area.

### Previous Packaging Method

Fresno Produce supplies the school district with pre-packaged fruits and vegetables for their school lunch program. They originally bagged these items by hand using Ziploc® bags, an operation requiring up to 20 workers. Fresno knew that to maintain this business and possibly grow it, they needed to automate the process, and they initially purchased a rebuilt Autobag® H-100D bagger. They needed some help to get the bagger up and running, so they called our northern California salesman, Bart Johnson for help.

### New Packaging Method

Bart gladly supplied the needed assistance to get Fresno started. But when Bart reviewed Fresno's operations and requirements, he noticed that even with the H-100D, they would still have a tough time keeping up with the required volume. Only one operator could load the bagger, and the process was just too slow for their needs. He quickly realized that the FAS SPrint bagger, which was just coming onto the market, would be a perfect fit for this application and suggested the unit to Fresno's owner, David Miller. Because of the great service and support Bart had already supplied, Miller agreed to buy an FAS SPrint as soon as one was available.

The unit was installed in May 2006, and was an immediate success. After the initial start-up, Fresno has been able to pack up to 30,000 bags per day for next-day delivery. Only three operators are being used to run the machine – two to load bags and one to box filled packages – compared to the 20 needed for hand bagging. Because of the increased capacity, Fresno has gained contracts with two other school districts in the area and is bidding for more.

Products being bagged include portion packs of sliced oranges, cantaloupe, honeydew, grapes, strawberries, watermelon, tomatoes, cauliflower, broccoli, cucumbers, jicama, zucchini, carrots and celery. The bagger typically operates at 70 bags per minute, but it can pack up to 100 bags per minute. In 2006, Fresno packaged over two million bags of fruits and vegetables.

### Company Name

Fresno Produce Inc. - A supplier of pre-packaged fruits and vegetables for school lunch programs.

### Products Being Packaged

Portion packs of sliced oranges, cantaloupe, honeydew, grapes, cauliflower, broccoli, carrots and more.

### Equipment Used

FAS SPrint SidePouch bagger packing up to 30,000 bags per day.

### Custom Integration

The SPrint Revolution SidePouch did not require custom integration for this application.

### Materials Used

SidePouch bags for single serving fruit and vegetable packs.

### Return on Investment

Fresno Produce has seen rapid market growth of its line of packaged fruits and vegetables and expects sales to grow significantly because of the improved productivity provided by the FAS SPrint SidePouch bagger.



## Success Story

"The school districts are really interested in providing healthy alternatives to snack foods," said Fresno's owner, David Miller. "The FAS SPrint bagger gives a great deal of flexibility to change quickly from fruits to vegetables without hurting production." According to Miller, it also helps that the FAS SPrint can be washed down at the end of a shift to meet the sanitary requirements of the operation.

Says Production Manager, Bon Phouthavong, "The FAS SPrint bagger is very reliable, and Automated Packaging, especially Bart Johnson, has been very responsive. Bart has helped us solve every challenge that has come up with making this transition, and our packaging productivity has never been better with the FAS SPrint."

Fresno Produce has seen rapid market growth of its line of packaged fruits and vegetables and expects sales to grow significantly because of the improved productivity provided by the FAS SPrint bagger. This application is just one more example of Automated Packaging's commitment to customer service and support, and helping our customers grow their businesses.

Automated Packaging Systems has been designing and manufacturing original Autobag<sup>®</sup>, AirPouch<sup>®</sup> and SidePouch<sup>®</sup> systems and products for over 50 years. With more than 30,000 packaging systems in operation and a worldwide service organization, Automated Packaging Systems has the experience and support to deliver the ultimate in customer satisfaction. Automated Packaging Systems offers a complete line of baggers, void-fill and protective packaging systems, thermal transfer imprinters, counters, scales, and specialty packaging materials. Complete information is available at the company's website. A video clip of this SPrint packaging application and several others are available at [www.autobag.com/fresnoproduce](http://www.autobag.com/fresnoproduce)

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