

Fruit & Vegetables

Industrial Weighing and Measuring



2 News

Precise Net Weighing Through Time-Saving Tare Management

Their net-weight price policy is just one of the reasons why Marinello & Co AG of Zurich, Switzerland has earned the reputation as a fair and honest partner in the catering trade. Day after day, the innovative and precise weighing technology of METTLER TOLEDO supports the time-consuming work of filling orders at Marinello.

Each day, Marinello supplies restaurants, cafeterias and bulk consumers in and around Zurich with fresh fruits and vegetables. The company also offers a broad range of deep-frozen products whose ingredients include not only fruits and vegetables but a number of other convenience foods. Milk products can also be ordered for daily delivery.

Quality at reasonable prices

Daniel Marinello, the company's Managing Director, isn't satisfied with selling just fruits and vegetables. "We are particularly committed to being a fair and honest partner – one that our customers can turn to even when they have problems. To meet this goal, we focus on:

– quality at reasonable prices

– personal and professional competence
– constant inventory availability."

As a EurepGAP-certified service provider, quality is the highest priority in all areas at Marinello & Co AG.

Billing by net weight

Whenever possible, prices are calculated by net weight. "To make sure we do more than just pay lip service to our motto 'Superior Quality at Reasonable Prices,' we are committed to a transparent and controllable pricing policy," explains Mr. Marinello. With 2000 items per day which have to be manually picked and weighed for billing purposes, the company relies on a precise and easy-to-use weighing solution to determine the net weight.



METTLER TOLEDO



Dustproof and suitable for cleaning with high-pressure equipment

EHEDG



EHEDG: European Hygienic Engineering and Design Group

NSF: National Sanitation Foundation (US)



IND690 application terminal

- Rugged stainless steel housing, IP69k
- Hygienic design, EHEDH and NSF approved
- Display: Active VFD dot matrix, BigWeight® display
- Function keys for ease of operation
- Alibi memory
- Interfaces: RS232, Profibus, DP Ethernet, WLAN, Digital I/O, RS485/422, CL20mA, Bluetooth, USB, PS2 connection
- Connect up to 4 scales

Time-saving tare management

The products Marinello sells are picked and delivered in nine different types of standardized recyclable containers (IFCO), all with different weights. Mr. Marinello continues: "We required a weighing solution that offered superior net-weighing precision and maximum operating efficiency, because we consistently weigh about 2000 items in five hours."

Consultation with METTLER TOLEDO weighing specialists gave the company the solution it was looking for. The operators

pick the goods for the order and determine the net weight, at the twelve weighing stations, using tare preset. Each of the twelve stations is equipped with a METTLER TOLEDO IND690Sys weighing terminal and a PBA430 (30kg x 10g approved) platform. The operator identifies the container through a number engraved on it, and selects the function key for the corresponding tare. When the key is pressed, the terminal determines the net weight. If there are several crates with the same products, the item can be processed in one step by means of a simple multiplication function. Mr. Marinello adds: "My employees have become so good at operating the system that they know by heart which keys they have to select for which packages. The solution has significantly reduced the time it takes to pick orders. And by calculating the exact net weight, we can charge our customers for the actual goods and not the container."

Quality goes hand in hand with hygiene

Food product quality always has a lot to do with hygiene. For Marinello, this was

another reason for choosing METTLER TOLEDO weighing solutions. The PBA430 weighing platforms reflect the latest in hygienic design, and meet standards set down by the EHEDG and NSF, the global leaders in standards development for construction of equipment for hygienically sensitive areas. The bench-scale features open stainless steel construction, no inaccessible areas and a smooth surface that allows meticulous cleaning. In addition, the load cell is 100 % watertight, which also makes it suitable for use in humidified cold storage rooms. The system can even be washed down with high-pressure water jets (IP69k). For the employees of Marinello & Co AG, cleaning is now a breeze – and that helps ensure maximum hygiene.

Understanding customer needs

Mr. Marinello values the expert advice he receives from METTLER TOLEDO. "The sales consultant understood exactly what we needed, and implemented the ideal solution to our problem in record time. The automatic tare zeroing after each weighing is particularly 'worth its weight

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in gold,' because we no longer have to worry about an inaccurate tare accumulation with subsequent weighings." Precise and efficient calculation of net weight is paying off for Daniel Marinello. "It not only allows a short payback period for the entire installation, because we can calculate our performance precisely, but it makes it possible for us to supply our customers with the best quality at reasonable prices and on time every single day."

Example: saving potential due to precise net weight determination

	Assumptions	
Average tare weight of standardized container	1.70kg	0.07kg loss per container due to imprecise tare weight
Precise tare weight of standardized container	1.63kg	
Cost of products (e.g. apples)	1 \$/kg	
Working days per year	260 days	
Number of years	5 years	

Number of weighings (container) per day	1000	2000	3000
Savings per day	\$ 70	\$ 140	\$ 210
Savings per year	\$ 18 200	\$ 36 400	\$ 54 600
Savings after 5 years	\$ 91 000	\$ 182 000	\$ 273 000

Precise and time-saving net weight determination with IND690Sys weighing terminal and PBA430 platform

