



POLLOCK

▶ WHERE SOLVED HAPPENS.

SMART SHIFT:

4 WAYS LEANER FOOD PROCESSORS ARE

RETHINKING THE PRODUCTION LINE AND

SHIFTING MORE TO THEIR BOTTOM LINE.

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SMART SHIFTS:

Meaningful changes that are made within the production line to bring about measurable improvements to productivity, efficiency and the bottom line.

GETTING STARTED: RECOGNIZING THE NEED TO BREAK FROM BUSINESS AS USUAL

Shift Your Focus

When you survey the food-processing industry today, insights from executive managers cover a wide range of issues. From optimizing product mix and purchasing to increasing deliveries, executives in our industry are always working to ship and sell more product more efficiently.

This outward focus is a strategic imperative for top-line growth, but what about bottom-line growth? Your goal should really be to balance the two. Give equal focus to internal processes and operational efficiencies and the smallest changes can reveal huge cost-saving opportunities.

Your Facility's Full Potential

The right shift in your operations processes can provide a measurable improvement in productivity, yield and quality, leading directly to significant cost savings and a big boost in your bottom line.

The trick is to take a step back and recognize that, on the production line, business as usual isn't always good for business. Instead, ask yourself, where do I need to make a change so I can boost my facility's efficiency and bottom line?

**“WHERE DO I NEED TO MAKE A
CHANGE SO I CAN BOOST MY
FACILITY'S EFFICIENCY AND
BOTTOM LINE?”**

WHAT IS SMART SHIFT?

HOW ADOPTING SMART SHIFTS CAN IMPROVE YOUR BOTTOM LINE

At Pollock, Smart Shifts are meaningful steps that can (and should) be made on the production line to bring about measurable improvements to productivity, efficiency and your bottom line.

Measurable Solutions for Food Processors

- Reducing high-cost man hours
- Reducing unnecessary waste
- Getting more goods on a pallet and more pallets on a truck
- Increasing line speed and production yield
- Improving safety throughout the facility

Small Changes. Big Impact.

In the following pages, we've highlighted specific Smart Shifts where you might not realize change is needed. Each is an area where today's leanest food processors are rethinking their production and achieving big results.

These are the 4 biggest potential areas for you to drive big change in your facility.



SMART SHIFT #1: GET OUT OF A PROCESS RUT

UPDATING PROCESSES AND THE SAVINGS THIS UNCOVERS

While you explore new ways to innovate at your facility, running the same processes day in and day out on the production line can become second nature.

Many organizations overlook the considerable hidden costs associated with outdated processes. These processes are typically manual, labor intensive and have significant downsides for your output, your employees and your bottom line.

Manual Processes Add Up

- **More labor per process**
- **High volume of wasted materials**
- **Low production yield**
- **Increased safety issues**



Upgrades Pay Off

Even small changes to your processes deliver significant returns, and that's the point of this first Smart Shift. With the right shift to automation, you effectively transform your facility's daily output—and eliminate hidden production and labor costs in the process.

This can be done a few different ways:

- **By installing improved equipment**
- **By identifying and eliminating bottlenecks**
- **By finding a better balance between labor and automation**

In one situation where Pollock helped a customer with production line upgrades, a single re-engineered station delivered more than \$50,000 in savings after just one year with the new equipment.

**THE RIGHT EQUIPMENT
UPDATE.** 
**\$50K IN SAVINGS
ANNUALLY.**

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SMART SHIFT #2: REDUCE DEPENDENCE ON TEMPORARY LABOR HOW AUTOMATION INCREASES CONSISTENCY AND ELIMINATES WASTE

On the surface, there are a number of pros to employing temporary labor. For one, temporary hires are more affordable than full-time employees and they allow for flexibility based on your workflow.

There is, however, a big cost to temporary labor, and it goes well beyond the hourly wage you pay. When you rely on interim staffing, you open your facility up to a number of factors that can affect your productivity, yield and quality for your customers (and your customers' customers).

The True Cost of Temp Hires

- **Training is time consuming and ties up resources**
- **Temporary labor is unreliable and inconsistent**
- **High turnover rates negatively impact production output and quality**
- **Inconsistent performance increases waste**
- **Inexperience increases likelihood of accidents, downtime and associated costs**



Improvement Through Automation

Automation upgrades in your facility can go a long way to reducing your dependency on temporary labor and its hidden costs. The shift to automation also eliminates consistency issues and waste, and creates a much safer work environment for employees.

Even if you don't rely heavily on temporary labor, a more highly automated facility delivers gains in both output and quality. In just one example of an automation upgrade for a Pollock customer, **strategic process automation increased line speed by 3x** over the previous year's yield.

STRATEGIC PROCESS
AUTOMATION.



3X INCREASE IN
PRODUCTION
LINE. ↑↑↑

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CASE STUDY:

AUTOMATION HELPS VODKA DISTILLERY DRINK UP SAVINGS

SITUATION:

Small-batch vodka distillery hand packed airplane sample-bottle 12-packs at a cost of \$0.30 a unit and required 5–6 employees to erect cartons and pack the bottles.

SMART SHIFT:

By working with Pollock, a customized solution was created that automated their packaging process.

SOLUTION:

Automation reduced both labor and overall costs by 75%, using 100% recyclable materials and only two people to pack each unit at a cost of \$0.05 each.

SOLVED HAPPENED.

- 75% COST REDUCTION
- 3X LESS LABOR
- 100% RECYCLABLE MATERIALS



SMART SHIFT #3: OPTIMIZE PACKAGING DESIGN

SMALL CHANGES TO PACKAGING LEAD TO BIG IMPACTS

If the way you display your products says a lot about your brand, the way you protect and ship your products says a lot about your efficiency, your use of resources and how well you maximize each truckload.

The right changes to your packaging design and the systems you use to package your goods equate to significant savings across waste, yield and cost per unit. For one Pollock customer, a seemingly small change in packaging design and the equipment used to package goods resulted in:

- **2x the daily output**
- **30% decrease in labor cost**
- **15% decrease in wasted product**

Savings like this extend from the production line to your shipping, where a strategic shift in package design can not only result in substantial increases in goods per pallet, but also measurable reductions in product damaged during transit.

**INTELLIGENT
PACKAGING
REDESIGN** 
**2X DAILY YIELD
INCREASE.**

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CASE STUDY:

BAKERY BAGS THREE TIMES THE SWEETS WITH BETTER PACKAGING

SITUATION:

Large-scale modern bakery facility struggling to bag their maple sauce with aging equipment and imperfect packaging, producing 400–500 units per day.

SMART SHIFT:

Upgraded packaging and bagging equipment was provided by Pollock to increase efficiency and minimize waste.

SOLUTION:

With a properly designed bag and automated bagging system, output has been dramatically sped up to production runs of 1000–1200 units a day.

SOLVED HAPPENED.

- **IMPROVED PRODUCTIVITY**
- **200% INCREASE IN DAILY YIELD**



SMART SHIFT #4: DEVELOP BETTER PROTECTION FOR PALLETS

RETHINKING PALLET CARE DRIVES MORE, SAFER DELIVERIES

Re-evaluating how you protect your pallets ensures that your products and the packaging you've just redesigned arrive more safely and affordably.

The biggest inefficiencies in pallet care often come from pallet wrapping. Poorly wrapped pallets result in damaged goods, a cost you can effectively eliminate today by improving your pallet-wrapping process.

Damage from ineffective pallet care usually boils down to one, or a combination of, the following three problems.

Three Biggest Hidden Costs in Pallet Protection

1. **Using manual wrapping:** Pallets can be both overly wrapped or poorly wrapped resulting in waste or accidents.
2. **Using the wrong gauge:** Too thick is an unnecessary expense, too thin and you risk damaging goods during transit.
3. **Losing time to change outs:** Changing the size of your film roll can reduce the downtime of your line, leading to more yield every day.



Wrap Smarter.

A seemingly small change in packaging design and the equipment used to package goods makes a big impact:

- For one Pollock customer, just resizing the gauge of stretch film used led to more than \$100,000 in savings per year.
- For another, automating the wrapping process cut their annual stretch film spending by 50%.



**RESIZED STRETCH
FILM GAUGE
SAVED \$100K
A YEAR**
SOLVED.

**AUTOMATED PALLET
WRAPPING
CUT SPENDING
BY 50%**
SOLVED.

SMART SHIFT & YOUR FACILITY:

HOW TO BRING SMART SHIFTS TO LIFE IN YOUR FOOD PROCESSING

If there's one take-away from reading about how these Smart Shifts are improving business for today's leading food processors, it's that operating the same way you always have will continue to produce the same results.

If you are looking for improvement in efficiency, productivity, quality and speed to market, you need to rethink old patterns and processes. As we've learned, that can mean a number of things, from increasing automation in your facility to rethinking your packaging to updating how you protect your shipments.

The bottom line is that making the right Smart Shift to your operations can make a big impact on, well, your bottom line.

Where Solved Happens

At Pollock, we have helped hundreds of companies rethink everyday processes and the supplies they use in their food-processing operation. We help organizations achieve significant annual savings with changes big and small.

Contact us to schedule a **FREE Smart Shift Assessment** that can pinpoint opportunities to make a big impact in your facility and your bottom line this year.

Schedule a FREE Smart Shift Assessment today.

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