

# Longview matches shed design with blemish technology for competitive advantage

**H**awkes Bay's Longview Packing is undergoing a major re-design to become a showpiece site for fruit packing system design that incorporates the latest technology in apple grading.

Longview is one of the first sites in the country to plan and install a new shed design to make the most of blemish sorting technology from Compac Sorting Equipment. New mechanical designs combined with the latest developments in apple blemish grading will maximise labour, throughput efficiency and packing flexibility.

Compac Sorting Equipment won the contract to install its latest technology and long-regarded fruit handling hardware into the new Longview Packing shed following a devastating fire earlier this year.

Compac sales manager, Phil Prior, says the company's InVision 9000 Blemish sorting technology is becoming a 'must have' for packhouses. "When we can combine that technology with pre grader systems we create a powerful tool for increasing throughput and significantly improving quality consistency, as well as saving labour costs in packhouses," he says.

Michael Caccioppoli of Longview Packing is looking forward to the advantages of the new facility. He says the company worked alongside Compac to design a facility based on years of combined practical experience as well as looking to meet the changing environment of the industry in the future.

"What it will mean is that we have another means to remain competitive through this tough time in the market,"

he says, adding that that the new layout and technology will also give Longview Packing, and the exporters that pack through the facility, a considerable advantage over the conventional Packer exporter groups with its flexibility.

Mr. Prior says that despite a global downturn in the apple industry, Compac is seeing interest in its blemish grading for apples remaining strong as packers search for solutions to save costs and add efficiency to their facilities.

The company's deal at Longview just one of several NZ orders currently rolling out of Compac's premises.

- Compac make high speed, accurate sorting systems for fruit and vegetables
- The company is a world leader in postharvest technology, through ongoing commitment to research and development.
- Compac equipment is installed in 20 countries including Australia, the USA, Canada, South America, South Africa, Asia, Europe and New Zealand
- [www.compacsort.com](http://www.compacsort.com)

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As Territory Manager, you will be responsible for servicing existing resellers, distributors and dealers and developing sales opportunities for their customers. You will also identify new customers and assist in establishing long term opportunities for the company by providing customers with technical information and assist in solving problems with end users.

To be successful in this position, you will have well developed communication skills, be enthusiastic in nature and be able to work closely with customers at both grower and distribution level. Although sales experience in agribusiness is desirable, your ability to manage and develop business relationships with agribusiness professionals will be critical to your success.

A remuneration package including fully maintained vehicle and an incentive scheme will be negotiated to attract candidates of the highest caliber. Interested candidates should send your CV and cover letter to Croplands Equipment - 688 Puketapu Road, RD3, NAPIER or by email to [grege@croplands.co.nz](mailto:grege@croplands.co.nz) no later than Friday 23rd December 2005