



# Helping customers stay ahead of storage room challenges

## Customer

Olympic Fruit

## Challenge

Olympic Fruit was seeking a more effective way to spot unseen problems to minimize loss and get the best possible packouts.

## Solution

Olympic used the Storage Insights monitoring and analytics service from AgroFresh to help flag potential problems in one of their long-term storage rooms.

## Bottom line

With Storage Insights, Olympic discovered that a 450-bin lot of Fuji apples were decaying faster than expected. By opening the room sooner than previously planned, they were able to capture savings of approximately 1-1½ packs per bin. Based on the average FOB price for Fujis that year, Olympic estimates it saved the grower approximately \$14,400 thanks to the added insight provided by FreshCloud.

*Maximizing profits per bin. Adding greater confidence to room openings. With **FreshCloud™ Storage Insights** from **AgroFresh**, **Olympic Fruit** increased the odds of success.*

Located in Washington's Yakima Valley, Olympic Fruit's storage and packing facility handles between 150,000 and 207,000 bins yearly, packing seven to eight different varieties of apples.

Brad Wickenhagen has 13 years of experience with Olympic's facilities and runs the operations side of the business. He has been working with AgroFresh for several years, using SmartFresh ethylene-control technology to preserve fruit quality and control ripening during storage.



### *Better odds in the "gambler rooms"*

A portion of Olympic's rooms are known as "gambler rooms," where fruit is typically stored for about 6 to 12 months prior to going to market. Greater visibility into the conditions of these rooms can make all the difference in timing room openings. Eager to improve their results further, Olympic tried Storage Insights monitoring and analytics in a few of these rooms. Part of AgroFresh's portfolio of *Smarter Freshness* integrated solutions, Storage Insights combines unique sensor technology with data analysis to provide packers with valuable, actionable insights into room conditions.

"We were really looking for another tool beyond our door samples, and looking at pressure and starch, that could help us identify those lots that aren't holding up as well," says Brad. "Instead of just depending on a three-week rotation of taking pressures, we were really looking forward to another tool that could alert us to potential problems that we should check out."

*"With the average FOB last year on Fuji, we estimate we saved the grower around \$32 a bin."*

— Brad Wickenhagen, Operations Manager, Olympic Fruit | Moxee, Washington



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## Seeing the data, to save the Fujis

Soon, Brad began to get a sense of just how effective Storage Insights could be for his business. When deciding on which 3,200-bin room of Fuji apples to open next, Storage Insights data pointed to potential trouble in one. And indeed, when opened, Brad's team discovered that one lot of approximately 450 bins were suffering internal browning problems. This enabled a quick decision to open that room, to reduce loss and get the best packout.

"Had I waited another three weeks beyond that, and then the time to actually get through it, we guessed the loss would be somewhere in that range of one to 1½ packs per bin," Brad reports. "With the average FOB last year on Fuji, we estimate we saved the grower around \$32 a bin."

## Adding profitability with more peace of mind

By adding Storage Insights to their existing protection from SmartFresh, Brad's team at Olympic Fruit can see deeper into their room conditions, allowing them to sleep a little easier at night.

"Our confidence level is a bit higher now," says Brad. "Storage Insights definitely gives us a tool that, as we go forward, I can continue to rely upon to make the right decision on getting to these rooms and the fruit."

### Let's bring greater insight to your operation.

*To learn how Storage Insights and our portfolio of Smarter Freshness solutions can benefit your operation, please contact your nearest AgroFresh representative.*

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## How the gains multiply

For a room of Fuji apples in long-term storage, Olympic Fruit estimates its Storage Insights trial resulted in significant savings:



**1 to 1.5**  
saved packs per bin



**\$32**  
savings per bin



**\$14,400**  
savings per lot

## More about Smarter Freshness solutions

Developed in close collaboration between customers and our teams of service professionals, technologists, scientists and physiologists, our *Smarter Freshness* solutions build on our unique expertise and knowledge to provide more and better ways for growers, packers and retailers to optimize the quality and value of their produce.

