



# Multihead Weighing Webinar

We have collated the survey results from our webinar and are sharing our experts' analysis.

## 1. What is the biggest driver behind automating your weighing and packaging process?



### ► Expert analysis

Any product giveaway is an instant hit to the bottom line. Giving away product is giving away profit and no business wants to do that so being the top answer is no surprise. Labour reduction came a close second and once again, this was expected to feature high as this is a key initiative in reducing the cost of an operation.

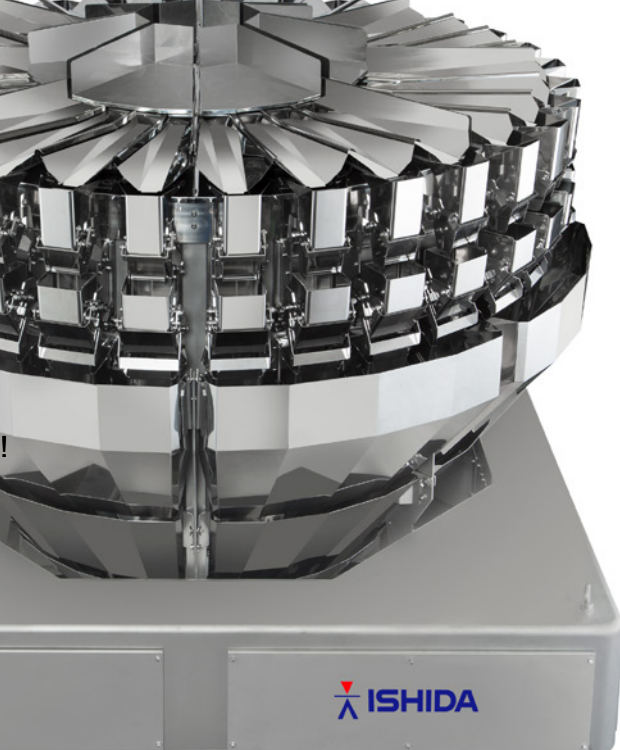
**Ryan Jones**  
General Manager



**Increased Profits**



**Labour Reduction**

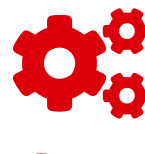


### ► How we can support you

We can assist food producers to reduce giveaway through high accuracy dynamic weighing solutions and help with headcount reduction through the automation of existing manual processes. Our highly experienced sales and projects team would be delighted to work with customers and help them hit their objectives in both of these areas.



**Dynamic Weighing Solutions**

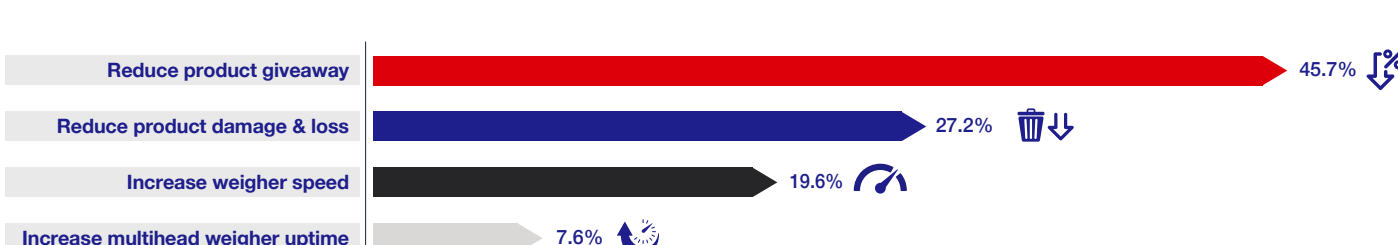


**Process Automation**



**Experienced Teams**

## 2. Which of the following weighing challenges represents one of the biggest opportunities for your to create extra value?



### ► Expert analysis

Reducing product giveaway not only saves raw material and increases overall efficiency but can also provide the opportunity to fulfil more orders from the same volume of raw material. Thus material conversion rates improve, more customers can be served, and so profitable revenue increases from the same operating period. Improving weighing accuracy through the application of standard Ishida features as well as retrospective upgrades will help to deliver this added value.

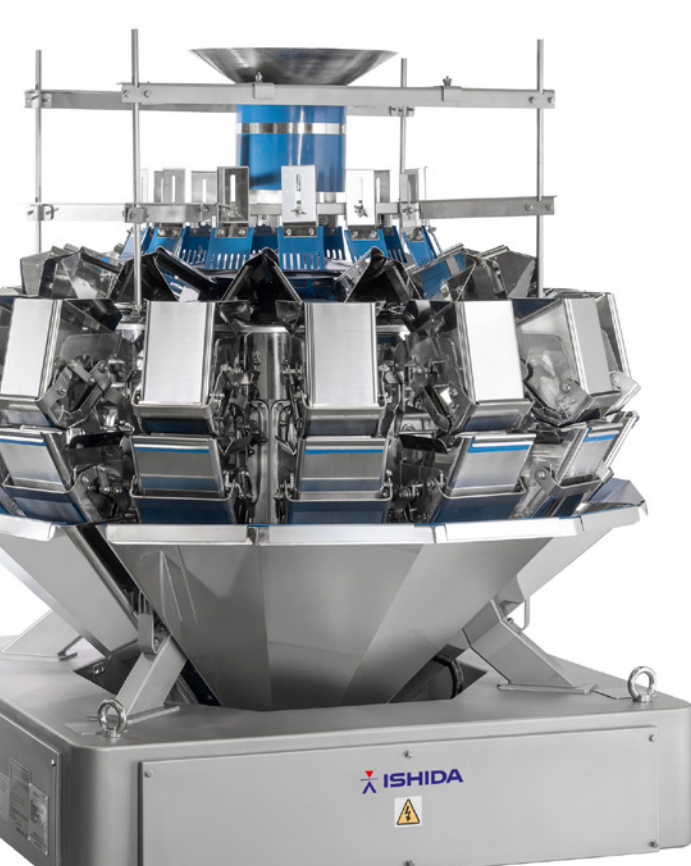
**Neil Wightley**  
EMEA Business Manager – Multihead Weigher



**Reduce Product Giveaway**



**Improved Weighing Accuracy**



### ► How we can support you

Product damage and losses can be caused by mishandling even the most robust of products as well as delicate foods. Choosing the right design for the application with product specific features that will deliver quality enhancing benefits such as correct material coatings, lower drop heights and lower angle of contact parts will greatly improve product quality and result in less rejects, improved brand perception and reduced contamination, resulting in greater hygiene and lower food risk.



**Prevent Product Damage & Loss**

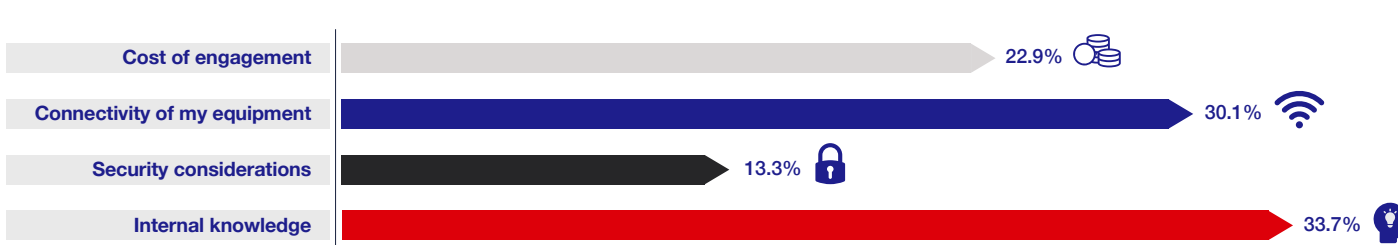


**Improve Brand Perception**



**Greater Hygiene**

## 3. What do you consider to be the biggest challenge to accessing and using machine data in your weighing and packaging process?



### ► Expert analysis

As the drive within our industry continues to increase for firstly accessing, and most importantly using data, it is no surprise to see that those working across a wide range of food sectors see their internal knowledge as a significant challenge. In response to this, the approach from Ishida has been to provide simple and easily accessible information that minimises the need for specialist knowledge wherever possible.

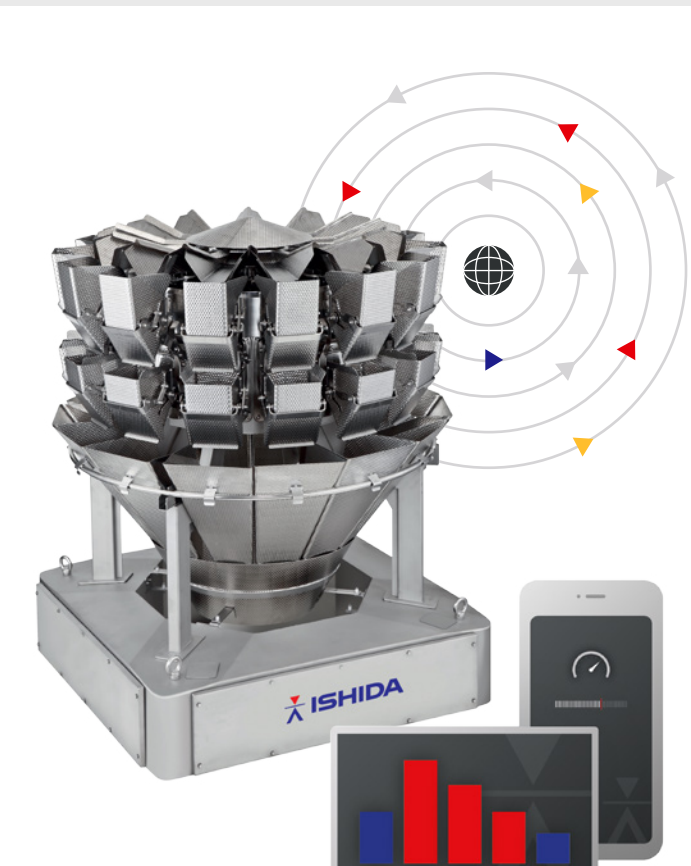
**Ross Townshend**  
EMEA Business Manager - Advanced Services & Data



**Internal Knowledge**



**Equipment Connectivity**



### ► How we can support you

Acknowledging that all food producers are on a journey with respect to acquiring data and gaining value from it, it is critical that we support at all points to ensure the benefits are realised.

This extends further to the second challenge highlighted of equipment connectivity. Ishida have responded by proactively including our remote data product across our current product range and with the aim to continue this approach going forward.



**User-Friendly Software**



**Remote Data Products**



**Gain Value From Data**

### ► Maintaining machine uptime

Maintaining machine uptime is critical to any business success, producing a high yield through combining speed and quality is front and centre of any food producers plans so ensuring the right service and maintenance strategy is in place is fundamental to success.

The days of running to fail are past, the days of predictive maintenance and pre issue intervention are now whilst the future will be around AI and learning a machines' behavioural patterns.

**Ian Robinson**  
EMEA General Manager – Attersales



**Predictive Maintenance**



**Increase Machine Uptime**



### ► How we can support you

We are at the cutting edge of maintenance provision and through partnering with us for the lifetime of your product you will benefit from unrivalled support and expertise ensuring you remain where you should be; one step ahead of the competition.



**Support & Expertise**



**Keeping Ahead of the Competition**



**Tailored Support Contracts**