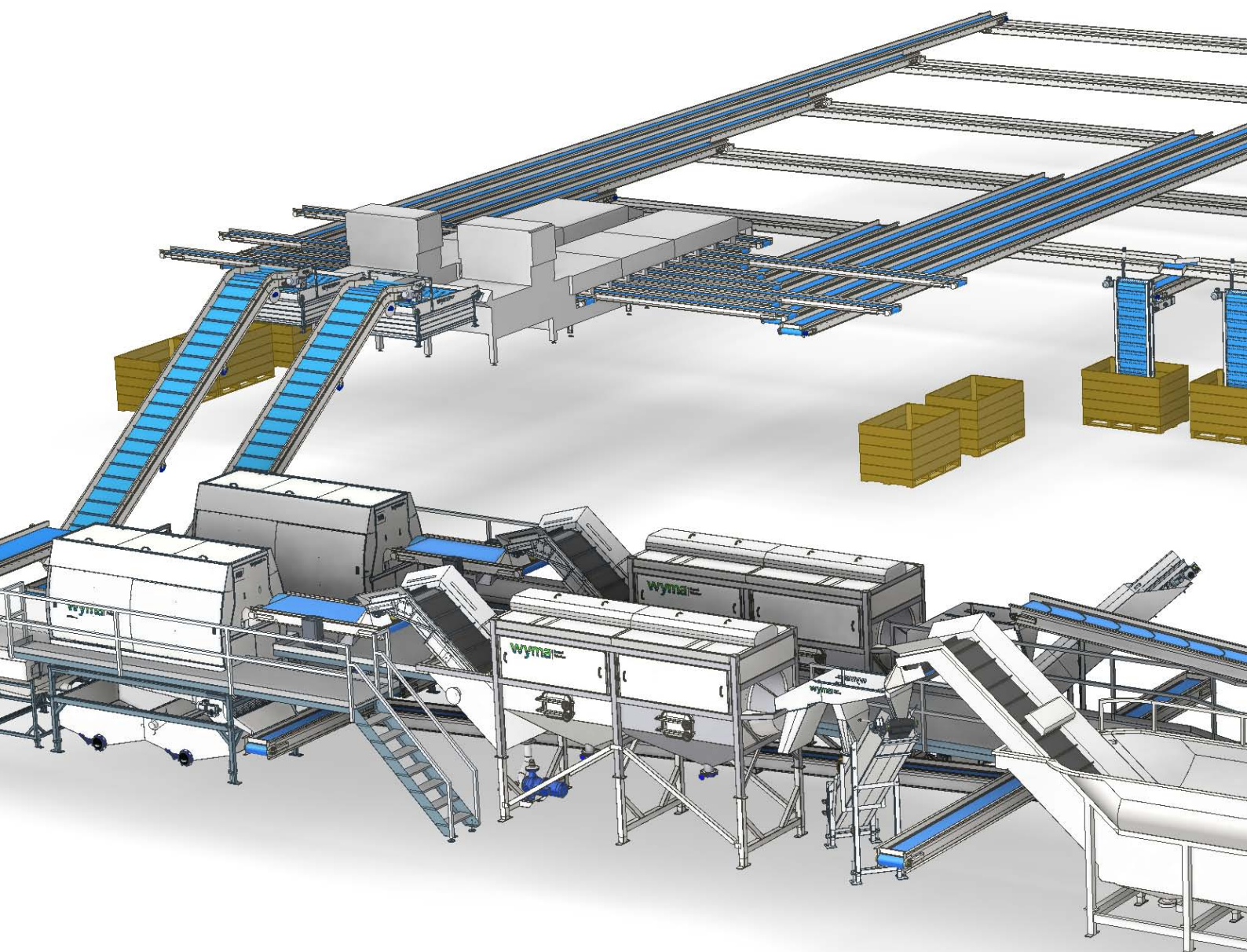


A guide to Investing in a Post-harvest Line



Summary

If you are considering investing in a post-harvest processing line, this guide will make the process easier. It is not exhaustive, but will help you understand the process so you can find the perfect solution for your business.

Taking some time to work through this guide will put you in a strong and confident position when it comes to choosing a post-harvest solution provider.

Disclaimer:

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Things to Think About

1. Your Wants & Needs

Your Goals

Usually a decision to invest in a new line is because you want to achieve something you are not able to do with your existing equipment. Defining your goals can help guide you through the decision making process.

- Why are you looking for something different to what you currently have?
- What do you want to achieve with your new equipment?
- Do you want a full turnkey solution?

Goals

Note: It's okay if it isn't possible to define your goals from the outset, reading through this guide should give you more clarity.

Your Priorities

Define your priorities early on, so you can refer back and make sure you are on track. This will help you make the right decisions during the process. Make a list of what is important to your business now and what will be important in 10 years time. Examples:

- Reduce costs
- Reduce downtime
- Increase production capacity
- Update old equipment
- Increase efficiency
- Maintain status quo

Priorities Now

1

2

3

4

5

Priorities in 10 Years

1

2

3

4

5

Current Issues

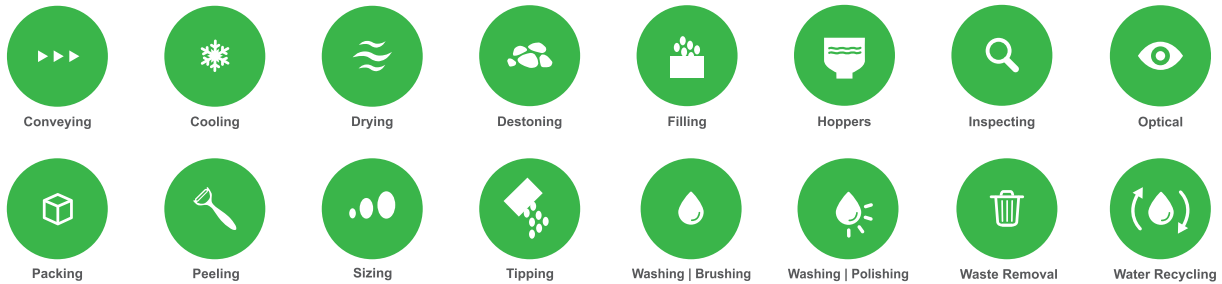
Make a list of the current issues with your equipment or processes. Keep these in mind when you think about your priorities. What issues are the most important to address?

Past Roadblocks

- What has prevented your business from solving the problem until now?
- Has anyone in your business considered investing in a line before? Find out what was discussed back then and flag any concerns so you can address them early on, if they are still relevant.

Processes

Circle the processes you need in your line.



Features: Wants & Needs

Are there any features that you must have in your new line? Are there any features that would be nice to have? Make a list now, so you can prioritise them later on.

Needs	Wants
1 _____	1 _____
2 _____	2 _____
3 _____	3 _____
4 _____	4 _____
5 _____	5 _____

Give yourself a
**Reality
Check**

What Would Happen if You Did Nothing?

Give yourself a reality check. If you did nothing and your line stayed the same as it is now, what impact would this have on your operations?

2. Your Timeline

Your Key Dates

It is important to work out your timeline as early as possible. When thinking about your key dates, there are a few things to consider:

- What date would you like your new line up and running?
- Is there a time of year that would work best for installation? Think about when your season starts and ends, or when you have slower periods.
- If your current equipment needs upgrading, how much longer will it last? Can you continue using it for a while or does it need replacing now?
- What do you need to prepare for the new line? Do you need to upgrade your building, organise supply of services, etc?

Allow yourself
**Enough
Time**

The size of your project will impact the timeline. Decide on an ideal installation date and work back from there. Consider all the steps in the process.

Key Dates	Action or task

Separating Your Line into Sections

For larger lines, it is sometimes easier to separate it into sections. The sections can be manufactured, delivered and installed separately. If you use your current line year-round, this would mean you can keep part of it running while another part is upgraded, minimising impact on your operation.

Things to think about:

- Is there a logical separation in your current line?
- Is there a part of the line you can bypass while it is being upgraded?
- Is your current building/line the way you want it? If not, think about your ideal layout.
- Would your business benefit from buying the line in sections to spread the cost?
- Can your ideal layout be split into sections?

Funding or Finance Approval

Do you need finance approval or are you applying for funding (grant or subsidy)? These can take time, so do some research into how long the process can take. With that information in mind, look at your timeline and see if the dates align. If not, rethink your timeline to suit.

Defining the Scope

Although the scope can be defined by yourself or the provider, it is recommended that you define the scope together. This allows for you to benefit from the vast experience and expertise of the provider and can help you make better decisions early on.



Internal Processes

Getting sign-off from relevant stakeholders within your business is crucial for any large investment. This can take time. Things to think about:

- What are your company's internal processes regarding large investments?
- How could those processes affect your timeline?
- How early on do you need to start reporting to your stakeholders?
- Communicate clearly with all stakeholders from the start, so you can work through issues as they arise. You are more likely to get buy-in from people if they are involved from the beginning.
- Adjust your timeline to allow for internal processes that will take time.

Planning Your Process Flow & Supply Chain

Consider the impact new equipment will have on your process flow and supply chain:

- Do you have existing equipment you would like to integrate into your new line?
- If so, are those pieces of equipment easy to integrate with or would your new equipment need custom specifications to combine with the existing equipment?
- Consider the yearly operation cycle of your current line; do you have downtime periods or is the line running year-round?
- If you are in operation year-round, how will you manage the integration of existing equipment?
- How will you service your customers' needs during the integration phase?

The Importance of a Good Project Manager

Great project management means delivering on time, on budget and to scope. A Project Manager is your connection to your provider; they create a vision for success and make sure everyone is aware of what is needed to stay on track.

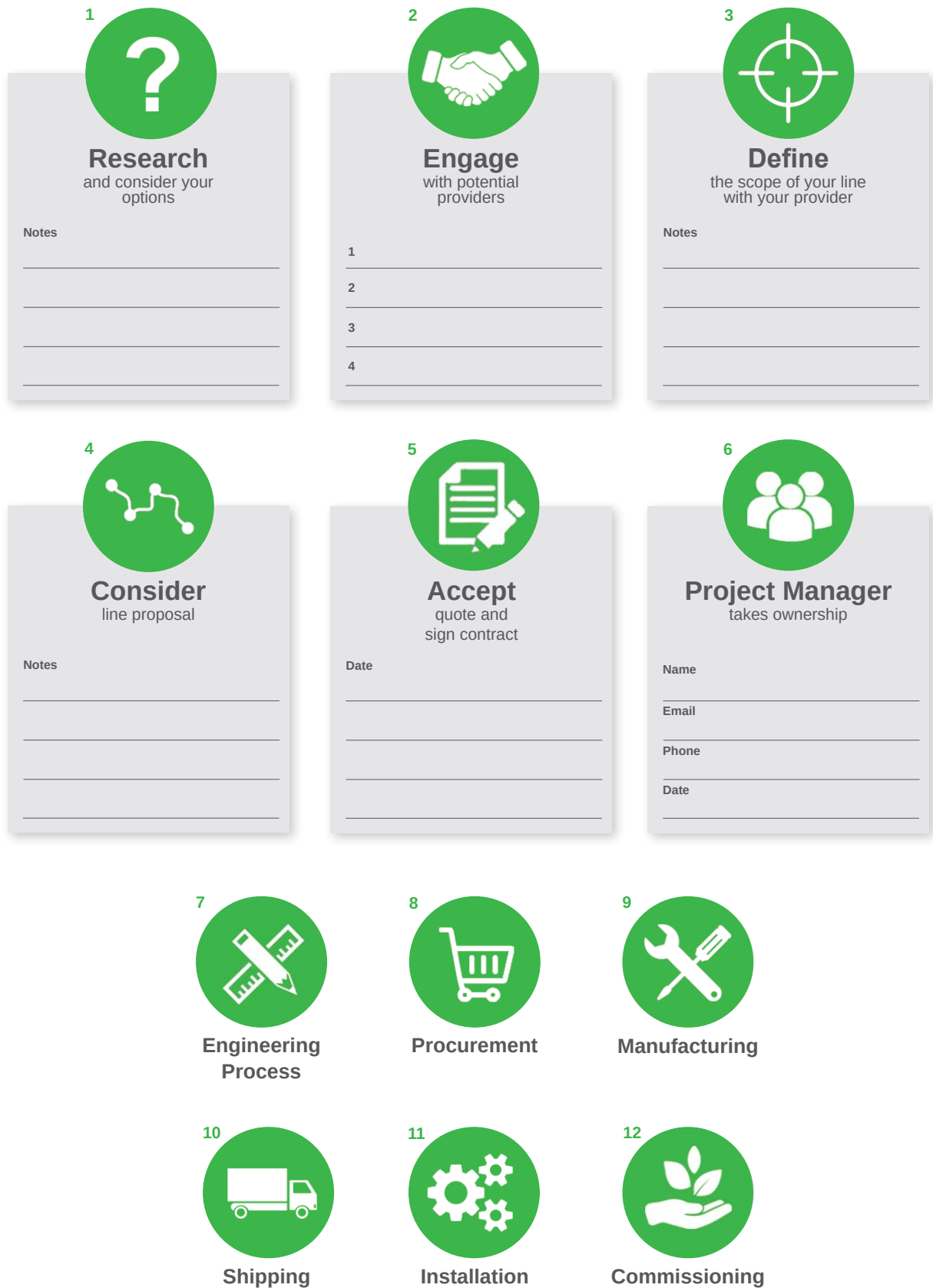
Project management delivers real value to your overall business objectives and strategic goals by making sure there is a proper plan in place.

Communication should be a key strength of a Project Manager. They will be able to have intelligent and informed conversations with clients, teams, stakeholders and suppliers to make sure nothing gets forgotten or overlooked as the project progresses. A Project Manager should have expertise in their field and understand all aspects of your project, so they can make sure everyone is carrying out their duties as expected.

Effective Project Managers will negotiate achievable deadlines and milestones across stakeholders, teams and management. Too often, the urgency placed on delivery compromises the quality of the project.

When your project is managed properly, the positive impact reverberates beyond delivery of the equipment.

3. Project Flow Chart



4. Your Budget

Your Entire Project

Your new equipment is only part of the project cost. Some other things to consider are:

- Do you need to alter your current building?
- Do you need to build a new building?
- Do you need to install services (water, air, power, etc)?
- Will your new line have by-products (waste, water, etc)? How will these be dealt with?
- Are there any local regulations or compliance laws that you must adhere to?

What You Can Afford

How much do you want to pay for the equipment you need? If this is your first equipment investment, market rates may be unfamiliar to you. Research some benchmark prices then carefully consider what you can afford, thinking about the things you value most. Find a provider whose values align with yours.

Budget Notes

Local Regulations

Make sure you understand what local regulations will be applicable to your business and how these may impact your budget. Some examples include additional taxes or tax breaks, subsidies or charges related to use of resources or waste.

Separating Your Line into Sections

On page 6, we talked about breaking your line into sections. This can be helpful to spread the cost out. Spend money where it counts first, then re-evaluate your budget and timeline.

Contingency Planning

For any investment it is important to have back-up plans in case things don't go as expected. There are some things you cannot control, but you can plan for others. Think about any problems that could arise, have a plan and adjust your budget to suit.

- Does the sell-price of your produce fluctuate?
- What is the selling cycle of your produce? Does the future look good for the short and long term?
- Can you continue to supply your produce to customers while your line is being installed?

Dare to
Dream

Dare to Dream

When you are planning your new line, think about the future. What will your business look like in five or ten years? Dare to dream. If you had double your budget to spend right now, what would your line look like? Make sensible decisions now so these 'luxuries' may be possible in the future. If you invest wisely from the outset, you will be in a good position for future investments.

5. Total Cost of Ownership

When comparing equipment quotes, it can be easy to make a decision based solely on the price tag. It is important to remember that the amount on the price tag only reflects a small part of the total cost of equipment ownership.

While the upfront cost is relevant, the Total Cost of Ownership (TCO) takes several variables into account.

Initial Cost: What you pay for the piece of equipment (purchase price). Check what is included in this price, as sometimes additional extras may be included or you could receive a package deal including not only the capital equipment but other things such as installation, extended warranties and servicing (these may also fall into the categories below).

Operation Cost: The cost for equipment installation and testing, employee training plus the cost of energy to operate the equipment. If the equipment is complicated, these values will likely increase.

Maintenance Cost: The cost of maintenance to keep equipment in optimal condition, including reactive maintenance if equipment unexpectedly breaks down. Even new equipment needs regular maintenance.

Downtime Cost: The cost incurred when equipment is 'down' for maintenance, including labour costs of employees who cannot work until it is up and running and the time of supervisors or technicians who have to resolve the issue. You will also need to consider any potential loss in production and whether you may lose customers if you can't meet delivery times.

Production Cost: The efficiency and effectiveness of the equipment. Similar pieces of equipment from different manufacturers can have completely different production outputs. Make sure you know how effective the equipment is.

Remaining Value: The lifetime of the equipment. Will the equipment hold its value for you in the long term? How much will it be worth in five years or ten years? Will it still be operating at an acceptable level in five or ten years time? The answers to these questions will give you an indication of the quality of the equipment you are purchasing.

After thinking about all these variables, decide whether you're comfortable investing in higher quality equipment with a lower risk of downtime and longer life expectancy; or whether you would prefer to go for lower quality equipment at a lower initial cost but accept that you may need to service or replace the equipment more regularly. Make sure your choice is aligned with your overall business values.

What's worth the most to you?

Look at the list below and rank the items in order of importance, from 1 - 8.

☐ Easy Access for Maintenance	☐ Low Running Costs (water and energy efficient)
☐ High Quality, Long Lasting Parts	☐ Extended Warranties
☐ Good Servicing Plans on Offer	☐ Reduced Risk of Downtime
☐ High throughput	☐ Competitive Price

6. Service & Warranty

The Value of an Equipment Warranty

A warranty is a guarantee provided by the manufacturer of a product. It assures you that they are confident that their equipment is good quality, will perform the way it should and does not have manufacturing defects. Warranties give you the right to ask the manufacturer to deal with any issues as per their terms and conditions.

Equipment can have problems either upon purchase or after a certain amount of time. Sometimes defects are not apparent until you use the equipment.

People often associate the reliability of a product to the overall value for money. A warranty gives you additional peace of mind.

What to Expect from an Equipment Warranty

Consider your warranty expectations. Work with a provider who will guide you through the warranty and listen to your needs. Think about whether an extended warranty would be of value to you.

Equipment degrades with age and usage. Think about the lifespan you expect from your new equipment. It is a large investment so the warranty period should reflect this.

Equipment Maintenance

To get the best out of your equipment, it needs regular maintenance. Maintenance is also necessary so you do not compromise your warranty. People's ideas on equipment maintenance can vary dramatically. Ultimately you want to buy equipment that needs little maintenance or is easy to maintain. Think about this when choosing your new equipment. Your provider should give you detailed maintenance instructions for each piece of equipment and training where required.

Who will maintain your equipment?

- Your staff: Train your staff to clean, service and maintain equipment.
- Your provider: They should have an After-sales Team that can do the work for you, in line with your warranty requirements. These technicians will know the equipment and will be able to troubleshoot efficiently, resulting in less downtime.
- Qualified service agents for post-harvest processing equipment.
- A combination: Many businesses do the basic cleaning and servicing themselves then have expert technicians scheduled for regular maintenance to keep their line running at an optimal level.

Make sure the person completing your service and maintenance adheres to the conditions of your warranty.

Preventative Maintenance Plan

It is very important to have a service and maintenance programme in place. This may be given to you by your provider or by a third party who specialises in post-harvest machinery. Alternatively, you can create your own programme. Either way, it is important that the programme is strictly adhered to so associated warranties are not compromised. It may also be worth exploring additional advantages such as extended warranties.

How are you currently servicing your equipment? Equipment should be easy to clean and maintain to keep hygiene levels in check and minimise downtime. Think about this when choosing new equipment.



Service

On-going support and service are very important when purchasing mechanical equipment. A provider should:

- Offer tailored service programmes to suit your needs.
- Have trained, highly qualified technicians available for breakdowns, preventative maintenance and scheduled audits.
- Provide up-to-date service bulletins, technical tips and critical upgrade information.

Genuine Replacement Parts

Most equipment manufacturers will offer spare parts. Make sure the provider you choose offers the following:

- Competitive prices.
- High quality parts, from trusted global brands.
- Fast response times.
- Local stock points for good availability and reduced downtime.



7. Your Produce & Environment

Your equipment line will be designed for your exact conditions. To get the best design from the outset, make sure you think about the following:

Your Produce

Some equipment may suit many produce types while others have been designed for specific produce. To future-proof your line, it may be wise to choose equipment that can be easily modified to process different produce types, or larger capacities.

- What produce do you process now?
- Will you always be processing the same produce?
- How is your produce harvested?
- Is your produce fresh from the field straight to your line, or is it stored after harvesting?
- If produce is stored before processing, how is it stored?
- How is produce delivered to your line? Truck tip-out, conveyors, flumes, etc.



Your Environment

The environment that you process in has a direct impact on your processing line.

- What is the weather like in your location?
- Do you have easy access to services (water, air, power, etc)?
- Are there any environmental factors that could limit you?
- Is there opportunity for expansion if needed (additional land and resources)?
- Is there good access to your site for delivery and installation?

Your Soil

Soil type varies from place to place, even from one end of the field to the other. Identify the soil type that your produce is grown in to help determine the best equipment for you. When considering overall tonnages, think about how much of this is made up of soil. This will impact some equipment choices.

Stones

If stones come into your line with your produce, you need to let your equipment provider know. There are a range of destoning options available to suit certain stone types/sizes. Your provider will let you know which option will suit your needs.

- What sizes are the stones?
- What type of stones are they?
- What is the density of the stones compared to your produce? Do they float or sink?

Foreign Matter

Other foreign matter may come in with your produce, including: tops, debris, vines, cobs, etc. There are many pieces of equipment that can remove unwanted foreign matter. It is important to understand the foreign matter so the right piece of equipment can be included in your line.

- What foreign matter enters your line with your produce?
- What size is the foreign matter in relation to your produce?
- Does the foreign matter float?

Final Result

What should your produce look like when it has been through your line? Think about what your customers expect from your produce. If you have a clear expectation of the final result, your provider will make sure the right equipment is included to achieve this.

8. Your Capacity

Your Tonnage

The amount of produce you are processing will determine the size of your line and the individual pieces of equipment. Think about the following:

- Are you measuring your tonnage at the infeed or outfeed?
- Is your tonnage consistent or does it fluctuate?
- What is the largest tonnage you run?
- What is the smallest tonnage you run?
- What is your average tonnage?
- Do you want to process more produce? If so, how much?

Know **Your
Tonnage**
Requirements

If you plan to process more produce in the future, make sure you buy equipment that can handle the increased capacity (or equipment that can be modified in the future).

Do not overestimate your tonnage as you may end up buying equipment you do not need.

Do not underestimate your tonnage as the equipment you buy may not be able to handle more capacity. This can cause major problems, which can be costly.

Operating Times

How often will your line operate? How many hours per day, days per week, weeks per year? This is important when considering the quality and specification of your line equipment.

Separate Sections

Sometimes there can be mini-lines operating within a larger line.

- Will your whole line run at the same time, or are there sections that need to operate independently?
- Will the sections run at different speeds?
- Do some sections run more often than others?

9. Sustainability & Efficiency

“ The UN has predicted that if we continue as is, two-thirds of the world’s population will be living in water stressed conditions by 2025. ”

Reducing Water & Energy Usage

Sometimes water or energy efficient options don’t cost much more than standard options, but overtime they can mean major cost savings. Ask your provider about the many options available. Consider these factors now so you can make allowances in your plan.

Local Regulations

In this industry there are often strict regulations your business must adhere to. Do your research so you know if local legislation will impact your business. There can be additional charges for things like waste water or sediment discharge. Subsidies may be available for investing in energy efficient options or solar panels.

Waste Water Management

Recycling your waste water is a great way to make your line more efficient. Think about the following:

- If you currently recycle your waste water, does your process work as it should?
- If you don’t recycle your waste water, would you like to?
- If so, which pieces of equipment have waste water?
- Do you need to make allowances at your site (i.e. waste water ponds)?
- What do you need to do to comply with local regulations?

Operational Efficiency

When a line is designed with total operational efficiency in mind, there are many benefits. These can include:

- Reducing physical movements for your staff.
- Reducing forklift movements.
- Providing an uninterrupted cool chain.

Footprint

How much space does your current line use? Your new line should be designed to make the most of your current space. This may mean you can use your existing buildings more efficiently. However, building new or altering existing buildings may be the most efficient option for you.

Installation & Commissioning Plan

Each line requires a specific installation plan. Most equipment manufacturing companies will offer to install their equipment (at a cost). This can be very valuable as they know their equipment and will install it efficiently.

To make sure your project runs smoothly, they can also do the commissioning. They should take full responsibility for the equipment until it is running as you want it to.



10. Other Things to Consider

Staff Training

It is important to spend time training your staff and familiarising them with your new equipment. Allow plenty of time to train your staff so they are confident to run the equipment properly. Include training time in your project timeline, especially if there are many people who need to be trained. Keep in mind that during training, there will be a period of time where the line is not running at full capacity.

Hurdles

Can you think of anything that may stop you from completing your line?

Part Specifications

- Do you have a preference or minimum standard for the parts and materials for your equipment?
- Are there specific motors, VSDs, bearings that you must have?
- Does your equipment require a certain material finish? Stainless steel, mild steel, galvanised and painted mild steel, a combination?

Part Specifications

- 1 _____
- 2 _____
- 3 _____

Electrical Controls

You should decide early on about the level of electrical control you want for your individual pieces of equipment and for your line. Most providers will offer many options when it comes to control and automation. Some things to think about are:

- Do you want to buy individual pieces of equipment that you will integrate and commission yourself?
- Do you want a turnkey solution?
- What level of control and automation do you need for each piece of equipment?
- What level of control and automation do you need for your line operation?

11. Building a Business Case

Sell it to Your Stakeholders

For your project to go ahead, you need buy-in from all your stakeholders. Prepare a clear and engaging business case, using the information in this guide and the research you have done. Make sure you cover all the advantages of investing in a new produce line. Some example selling points are:

Latest technology:	Investing in up-to-date equipment and technology will help you stay ahead of your competitors.
Labour efficiency:	Automating some of your processes will reduce manual labour needs. You can then use staff elsewhere in your business.
Opportunity to expand:	When you consider investing in new equipment or a new line, you will start thinking beyond today and start making strategic decisions for the long term.
Easy operation:	New equipment comes with the peace of mind that it will operate as it should – with minimal faults or issues, and free from premature wear and tear. It will come with a warranty in case any issues arise.
Safety features:	New equipment should be designed with safety in mind. Health and safety is very important in all businesses and this will help you provide a safer working environment for your employees. A well thought-out new line will comply with all laws and regulations.
Efficient operation:	Investing in a new line means you can reconfigure your pack-house operations to be as efficient as possible for now and for the future.
Sustainability:	This is a big issue for businesses worldwide. Consumers are increasingly interested in the sustainability of their providers. Building a new line gives you the chance to improve the impact you have on the environment.
Professional image:	Investing in a new line can increase employee engagement and show your customers that you are committed to providing them with quality produce.

Talk About the Challenges

Even though you will want to focus on the advantages of the investment, it is important to cover some of the challenges as well so your stakeholders can see that you have been thorough. It is good to talk about some of the challenges, along with your ideas to overcome or minimise them. Some example include:

Staff training:	When you invest in any new equipment you must retrain your staff. This can take time and may reduce productivity for a time. Factor these costs into your budget.
Pack-house downtime:	Although the installation process is designed to be as quick as possible, it may delay your operations for a time. This will need to be discussed if your pack-house operates year-round.
Initial Cost:	Investing in new equipment costs money. Make sure everyone in your business is aware of the costs early on. Let them know you will work with a provider who will calculate the total cost of ownership. Although it can be a large initial outlay, you should see a positive return on investment.
Getting support:	Making the decision to invest must be taken seriously. Make sure your business is in a good position to look beyond tomorrow and is keen to move into the future.
Labour downsizing:	Investing in new technology and automation results in less labour being required. You may have to re-evaluate your organisational structure.

**Be
Ready**
for Questions

Getting the Right Help & Advice

1. Research

Ask Around

Ask your contacts and networks about their experiences with different providers. Their opinions can be incredibly valuable, giving you good insight into the overall customer experience. Ask questions about their providers:

- Ask about their timeliness and ability to adhere to agreed schedules.
- Ask whether they came in on budget .
- Ask about the communication throughout the process.

It can be tempting to base your decision on an attractive proposal or price point, but the most important thing is whether the provider can actually deliver what they proposed, with little stress along the way.

**Ask
Around**

Look Online

A provider with a good reputation should have a strong online presence. You can find a lot of information online, making early research easy. Look at their website for detailed product information, photos, videos, case studies, valid testimonials, as well as up-to-date information and resources so you feel comfortable with the process.

Experts

When it comes to a significant project like this, you are not expected to be an expert in all areas. Find a provider with experts at every stage of the process. This will take pressure off you and make the experience easier.

- Do they have dedicated people for each stage of the process or do they have people working across different areas of the business?
- Do they have a well-defined process so your project flows through the business efficiently? (This means you won't end up incurring unnecessary costs or time delays because of internal mismanagement).
- Do they have a dedicated Project Manager to provide feedback on your project and does that person have the technical skills to help them communicate with all stakeholders?



2. Choosing Who to Work With

Finding the Right Provider

Find a company who best aligns with you and your business. A reputable company will be able to provide you with sound knowledge and advice in all key areas related to your project. This is what they are living and breathing every day. They should identify details you may not have considered and they should respect your needs and requirements.

Look for a company who:

- Provides a comprehensive proposal and quote with flexible options, and ideas for upgrades.
- Will help plan your overall site, taking into consideration your environment/landscape. They should provide suggestions for the most efficient line layout.
- Provides a specialist team and a dedicated Project Manager to give you confidence in the overall experience; from pre-sales to after-sales and support.
- Provides customer references so you can speak with people who have worked with them in the past.
- Aligns with your goals and wants to achieve a solution that excites all stakeholders.
- Leaves you feeling confident that your ideas can be turned into reality.
- Provides you with the information you need to make a decision, for example, power consumption break down (annual energy cost), service plan, OEM component list.
- Has experience in the global market, so global best practice can be applied in your line layout and design.

Make sure the provider is able to give you all the information you need to make a commercial decision. Don't be afraid to contact other providers if you don't feel you are getting the service you need.

Trust Experts & Accept Advice

Recognise that most providers want to create a line that will achieve your desired results. Sometimes the final layout may not be as you imagined it, however it is good to remember you are working with experts who have a good insight into what is appropriate and realistic. The provider should explain their reasoning and work with you so you are happy with their proposal.

Ready to Start?

If you are happy to go ahead with your new line, a full sales contract should be provided which includes:

- A clear quote and layout, visibly outlining what is included, as well as the exclusions.
- Terms and conditions.
- Clear payment terms showing the amount(s) and when they should be paid.
- A Gantt chart of the deliverable plan.
- Shipping terms with the expected arrival date.

If you want something specific or non-standard, the provider should be open to negotiating to find a suitable outcome for both parties. Like most quotes and contracts, it will only be valid for a certain time before it may need to be amended and reviewed by the provider.

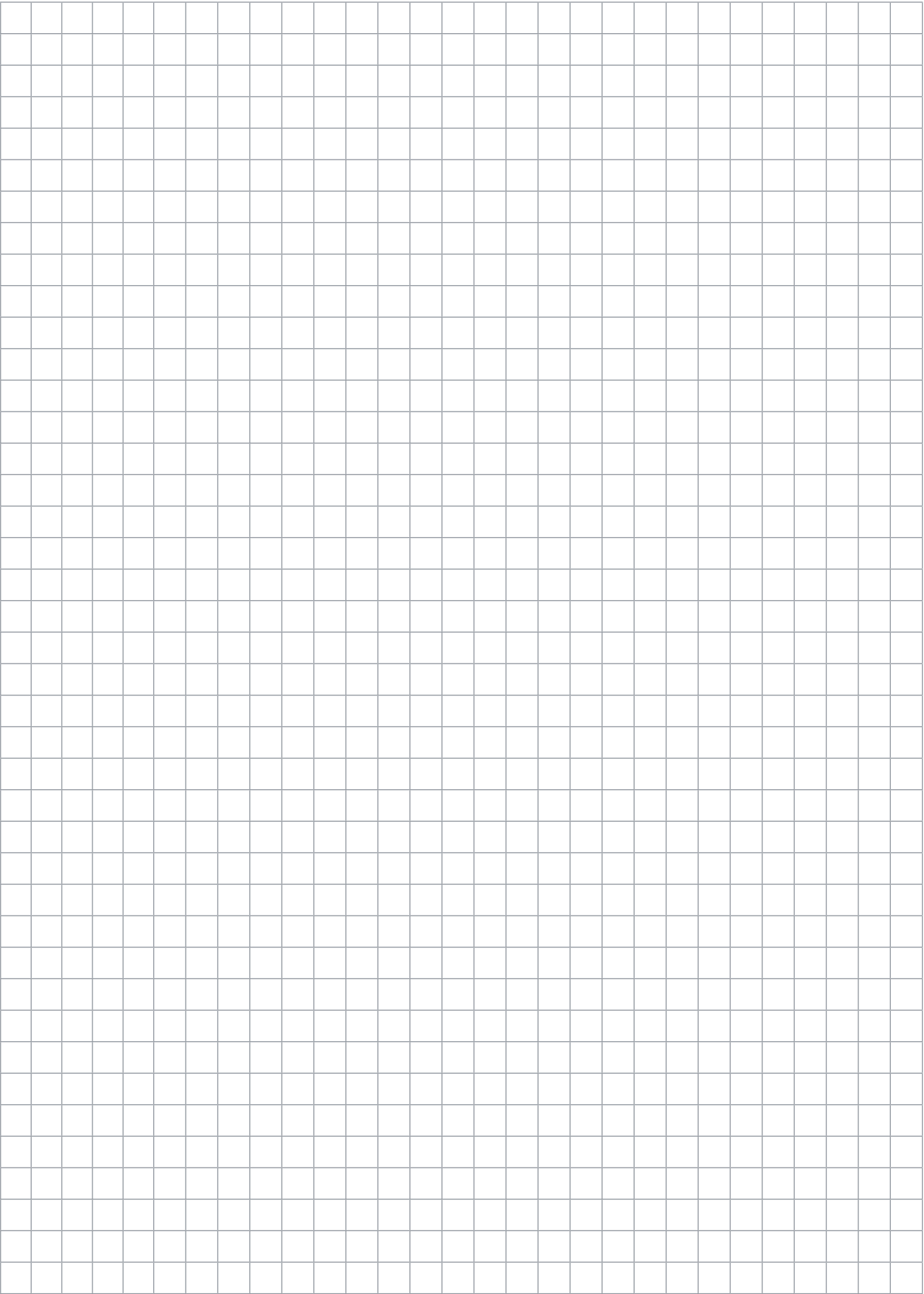
Trust the
Experts



Key Questions

1	Why are you considering a new line?	
2	What are your main goals and priorities? What are your most important business objectives now and in five years?	
3	What are the issues and barriers to achieving these business objectives?	
4	What are the top priorities in your market at present?	
5	What are the main threats in your market at present?	
6	What differentiates you from your competitors?	
7	What features are 'must haves' and what features would be 'nice to have'?	
8	What local regulations must be considered and adhered to during the design, build and operation of the line?	
9	How much can you afford to spend?	
10	What is your timeline?	
11	What produce are you running?	
12	How many tonnes per hour are you currently processing? How many tonnes per hour would you like to process in your new line?	
13	What type of soil is your produce grown in?	
14	Do stones or foreign materials come in with your produce? If so, what are the stones or foreign materials like?	
15	When produce enters the line, where has it come from (field, storage, etc)?	

Sketch Your Line Ideas



About Wyma

Our Fresh Thinking will add value to your business.

“ Wyma has that rare ability to understand the growers' needs and constraints. They are creative, flexible and willing to find a solution throughout the whole sales consultation to delivery process. ”

*Richard Gorman, Managing Director
Kalfresh, Australia*



Our **Sales Team** are your first point of contact. They are approachable and knowledgeable. They are ready to work with you to find your perfect solution.



Your **Project Manager** will personally manage your project commercially and technically; taking you from contract sign off, until the end of your warranty period. Our Project Managers all have a strong engineering background.



Each piece of Wyma equipment has a **Product Engineer** that is responsible for all design (standard and custom). Product Engineers make sure the equipment for your project is right for your needs and address any custom design features that may need to be considered.



Our **Integration Engineers** prepare your project layout ready for manufacture. They take your custom-designed line and consider building dimensions and existing equipment, then modify the layout to suit. They also prepare site layout and installation drawings.



Automation Engineers create a custom-engineered solution, integrating all parts of your line so they work in harmony with each other. Our Automation Team are constantly looking for ways to improve equipment efficiency and allow ease of operation.



Our **Purchasing Team** source the best materials for the manufacture of your equipment. They maintain strong relationships with suppliers and make sure every item is high quality and is delivered when needed.



Our **Manufacturing Team** produce high quality equipment for our customers all over the world. The manufacture of your equipment involves many steps; fabrication, panel and paint, assembly and electrical wiring/programming. We have years of manufacturing experience and have a range of in-house capabilities.



Our **Logistics Team** organise safe, secure delivery of our equipment to customers all over the world. They find the best freight options and persevere to accommodate your needs.



Our **Installation Team** work in a professional and calm manner. Each project gets an installation plan that will be agreed upon before installation starts. An Installation Team Leader will keep you well informed throughout the process.



When your equipment is up and running, the **After-Sales Team** provide support, arrange spare parts, and discuss your service needs. They understand that equipment down-time can be costly, so they deliver replacement parts as quickly as possible.

At Wyma, we design, manufacture and install post-harvest produce handling equipment. We can provide a full line solution to suit your exact needs. We deliver innovative, fully customised solutions to keep you ahead of the competition.

Click here to contact us
or visit our website www.wymasolutions.com

