



Great Combinations

By Justin Ben, Director of Systems Development

If you have ever enjoyed a lunchtime favorite of many - grilled cheese and tomato soup - chances are the soup was manufactured with tomato paste processed by Ingomar Packing, the world's fifth largest tomato processor and the second largest in California. Grower owned and located in Los Banos, California, Ingomar Packing has been providing industrial tomato products produced to customer specifications to both nationally and internationally recognized companies since 1983. In 2000, a second plant was added to the operations. The new plant has since gone through a major expansion and currently, during the harvest season of about 100 days a year, Ingomar Packing produces approximately 250,000 tons of tomato products using a very intricate process that is fascinating to observe.



Ingomar Packing prides themselves in their efforts towards sustainability. Eighty-five percent of their growers have converted to sub-surface drip irrigation systems, which conserves water and soil. Fertilizer is applied directly to the root system using the sub-surface drip irrigation system, reducing the amount of fertilizer in the groundwater. In 2010, Ingomar installed 6,408 solar panels in an adjacent field that generate 2.1 million KW hours annually. This use of solar energy is estimated to reduce the emission of approximately 38,000 tons of dangerous pollutants over

a 25 year period. Ingomar Packing recycles everything from packaging and metals to excess parts of the tomato. Each season they have recycled and conserved 33 million gallons of

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evaporative and rinse water using natural filtration. They ensure all parts of the tomato are utilized; stems, peels, and vine are used for compost and the pomace (tomato peels and seeds) is used in the production of animal feed.

Aspen Systems is honored to have such a progressive and environmentally conscious company like Ingomar Packing as a customer since 1994. Our relationship began with the implementation of the Phoenix Food System. In 2004, Ingomar made the move to Canopy and has integrated many of their processes into Canopy, in particular, the addition of the Tomato Production Module and Field System. These modules track the tomatoes from the fields to the customer, record the quality of the tomatoes and the finished products, track their contracts with Customers and Growers, integrate with their Grade Stations, Dump Stations and Evaporators, provide state required reporting and more. Many Aspen employees have made

The key ingredient in 78% of American favorite recipes is tomatoes.

Each man, woman and child in America consumes almost 80 pounds of tomatoes every year.

Lycopene is the substance that gives tomatoes their rich red color. It is also an antioxidant that reduces the risk for prostate cancer and helps reduce heart disease.

Botanically, tomatoes are actually a fruit. This is because, generally, a fruit is the edible part of a flowering plant that contains seeds, while a vegetable is the edible stems, leaves, and plant roots. But in 1863 the Supreme Court ruled that tomatoes were to be considered vegetables.

The highest concentration of Vitamin C in tomatoes is in the jelly-like substance around the seeds.

Eating tomatoes or drinking tomato juice can help prevent airline passengers from developing blood clots on long flights.

The 1978 low-budget cult movie, *Attack of the Killer Tomatoes!* inspired three sequels, the first of which starred George Clooney.

Tomato juice is the official state beverage of Ohio.

The largest tomato on record – a whopping seven pounds, 12 ounces – was picked in Edmond, Oklahoma in 1986.

a visit to Ingomar Packing during the tomato season to see the processing plants in action. Tim Durham, Director of Operations, feels that these visits give Aspen a greater insight into their operations so that we can be a better partner in helping Ingomar utilize Canopy to its fullest potential. Every employee that has made the trip agrees with Tim that the experience has been extremely valuable. Every year at the end of the season, the employees at Ingomar put together a list of ways that they can improve their operations for the next season. Aspen then works together with Stephanie Harrigan, Ingomar's IT Administrator, to find and deliver a solution before the next season begins.

In 2011, Ingomar implemented the new Canopy modules Pulse, Document Imaging and Event Watch into their operations. In their control rooms that monitor the operations of the plants, you will find large screens that utilize the graphical imagery of Pulse to track the quality of the tomatoes coming in from the fields as well as the efficiency of the plant, such as the number of loads of tomatoes put into production during the last two, four and six hours.

Tim Durham is also able to monitor the progress of the production when he is at his desk or at home with the use of Pulse and Event Watch. When a load is left sitting in the yard too long before being processed or if it has too many green tomatoes, an email or a text is sent via Event Watch to key employees at Ingomar, which prompts them to take action so that the yield of the operation or the quality of the finished products are not compromised. When the season is over for 2011, Ingomar plans on taking Document Imaging to the next level to help alleviate the

overwhelming amount of papers that are stored. In many cases, there are several copies of the same documents being stored in different offices or buildings. With the use of Document Imaging, the paperwork will be at the fingertip of any employee that needs access to it without leaving their desk.

Aspen believes that our relationship with Ingomar Packing is like french fries and **ketchup**, chips and **salsa**, or grilled cheese and **tomato soup**; we are a great combination.

