



FRUIT GROWERS SUPPLY COMPANY AND ORKIN COMMERCIAL SERVICES:

EXCEEDING AIB STANDARDS WITH A HIGH-TECH PEST MANAGEMENT SYSTEM

THE CHALLENGE:

From its 214,000 square-foot Carton Plant, located on 26 acres in Ontario, California, Fruit Growers Supply Company (FGS) supplies cartons to more than 45 FGS/Sunkist-affiliated packinghouses in California and Arizona, as well as other produce customers. The carton manufacturing operation requires massive amounts of corrugated board, a material highly attractive to a variety of pests.

To cope with this challenge, FGS emphasizes quality assurance protocols and employee communication at all levels of production to monitor and address potential problems quickly and effectively. In 2002, FGS decided to provide its customers with yet another measure of quality assurance: meeting American Institute of Baking (AIB) standards. FGS chose to become an AIB audit customer because it is committed to doing all it can to provide clean, safe products.

To ensure that its pest management program would adhere to the strictest AIB standards and supply extensive documentation as proof, FGS decided to partner with a pest management professional known for its extensive AIB training, its depth of experience with AIB-compliant facilities, and an ability to provide detailed documentation quickly and reliably.

THE SOLUTION:

Orkin augmented its Integrated Pest Management (IPM) program with PowerTrak, Orkin's exclusive electronic pest monitoring and reporting system. Using handheld devices, Orkin technicians electronically monitor and record any pest activity. The data is then submitted automatically to a database at the branch office. This type of ongoing and easily accessible information provides regulators and inspectors



with the kind of documentation needed to assure the public and other vendors that a facility and its products are free of pests and other contaminants.

"We needed to partner with a pest management company with extensive training and experience in AIB standards that could also provide the in-depth documentation we would need for our first AIB audit. Orkin's PowerTrak program of electronic monitoring and documentation is the tool we needed to accurately track our pest management program across seasons, products and numerous areas within our facility. Our perfect pest-control score on the AIB audit speaks to the success of our partnership with Orkin."

– Tom Deering, Plant Manager,
Fruit Growers Supply Company

The PowerTrak system also gives FGS better reports, which in turn lead to more effective treatments. Graphs, trends and statistics can be produced immediately to allow Orkin's technician to track trends more effectively and identify potential problems before they become widespread.

"Fruit Growers and Orkin is a perfect match – we work well together and appreciate customers who are dedicated to reaching the mutual goal of keeping a facility pest free," said Orkin Branch Account Manager Denicia Lechleiter. "We could not ask for a better customer."

A PERFECT AIB SCORE

In its first two AIB inspections, FGS received the highest possible score in the area of pest control – a perfect 200 points.