

Using Temperature Data to Avoid Financial Losses

Company Overview

Name: Misionero Foods

Location: Based in California

Industry: Produce

Brands: Earth Greens, Green Wave Farms, and Garden Life.

Products: leafy green spring mixes, salad kits, Brussels sprouts, butternut squash, trimmed green beans, sugar snow peas, and snap peas.



Situation: For a grower shipper, monitoring the temperature of a shipment is critically important

Misionero Foods is a 40 year-old, California-based produce company serving the retail foodservice industry. Five or six months each year, Misionero sources fresh produce from Yuma, Arizona, and ships it to California for processing. For a grower shipper, monitoring the temperature of a shipment is critically important. If there is ever a “warm load,” the grower must know where and when the temperature excursion occurred to protect itself from financial loss. If the grower does not have the temperature history, it could lose thousands of dollars on a rejected load.

Problem: A raw load of 30 pallets arrives at an out-of-range temperature. The carrier insists the temperature deviation resulted from inadequate cooling

A Misionero raw produce load sent from Arizona to California, arrived at the dock with a temperature above 40°F. Shipping/Receiving Manager, Miguel Pena, measured the temperature of all 30 pallets, and verified that the entire load had experienced a temperature excursion. The reefer dashboard indicated that the trailer was 34°F, but the inside of the trailer was actually 42°F, based on Miguel’s measurements. Nevertheless, the driver concluded that the temperature of the load was out-of-range due to inadequate cooling prior to shipping. In other words, the driver blamed Misionero for the warm load. To avoid a loss,

Miguel had to identify the point at which the truck started to warm up. This information would guide Misionero’s next steps.

Solution: The FlashLink Mini PDF In-Transit Logger packed with value-added features

Misionero has used DeltaTrak’s Mini PDF logger for nearly three years. That was when Miguel’s account manager gave him a couple of the loggers to try out. “I loved them and I’ve been using them ever since,” said Miguel. The FlashLink Mini PDF In-Transit Logger is a compact, single-use device which packs much more power than its size would indicate. The patented Shadow Log® feature guarantees trip data whether or not the logger is activated. The extended trip duration of up to 85 days, makes the Mini PDF well-suited for both domestic and export shipments. Trip reports may be downloaded without special reading devices or software. Value-added features like 18-month battery shelf-life, delayed start, and USB connection work together to make the Mini PDF logger one of the most robust and cost-effective temperature monitoring devices in the industry.

When the 30 pallets arrived from Arizona and it was obvious that temperature abuse had occurred, Miguel needed a way

to prove that Misionero was not at fault. Thankfully, because the shipment was equipped with a Mini PDF logger, Miguel had exactly what he needed to prove that the carrier was actually to blame for the warm load. Using the trip history from the logger, Miguel was able to prove that the temperature of the shipment had risen while in route to California. "Everything I need (for a carrier claim situation) the Mini PDF is giving me," said Miguel.

Results: Trip history provides evidence grower needs to avoid re-cooling costs.

Miguel's decision to use the Mini PDF logger on his shipments enabled the company to avoid the costs associated with a warm load. Although the load was above 40°F, in this situation, it was still safe for consumption. Instead of dumping the shipment, Misionero was actually able to re-cool it - but at the carrier's expense. That's a savings of \$1,500. If the load had not been eligible for re-cooling, Misionero would have filed an insurance claim for \$20,000 - the value of the load.



Miguel Pena has been a fan of the Mini PDF logger since he first received the sample units three years ago. "For the dollar amount and the data it gives, I love it. I really like the way I get the information. I absolutely love it." When asked if he would recommend the Mini PDF to other businesses, Miguel says, "I certainly would. Actually I have." Misionero is also a user of DeltaTrak's Environmental Monitoring System.

DeltaTrak® is a leading innovator of cold chain management, environment monitoring and food safety solutions for the food, pharmaceutical, life sciences and chemical industries. Contact DeltaTrak by phone at 1-800-962-6776 or by email at marketing@deltatrak.com. Additional information can be found at www.deltatrak.com.

