

# Turn every harvest into maximum value



POTATO AI GRADER

# Elisam Potato AI grader

Advanced AI-powered grading for maximum throughput, consistent quality and less labor.

Ready to grow your potato business but struggling with labor shortages, rising costs, and inconsistent quality? Hitting volume targets, meeting delivery deadlines, and satisfying customer expectations can be a constant challenge.

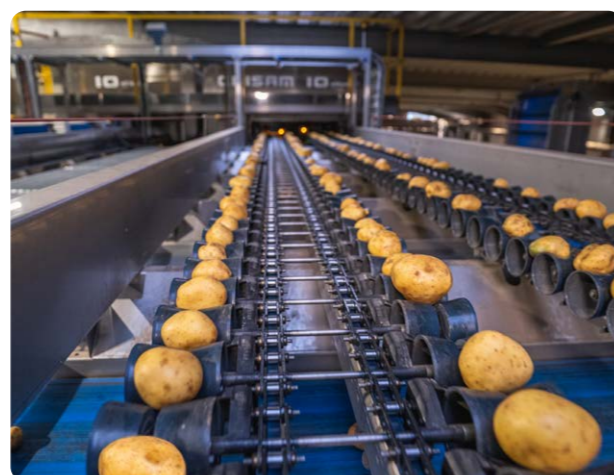
With the Elisam potato grader and Ellips True-AI, you can optimize every aspect of your operation. These AI-powered grading machines help you work smarter, not harder. Increasing throughput with less labor, ensuring consistent quality in every batch, and lowering overall costs. All while exceeding customer expectations.



## High-Speed with gentle handling

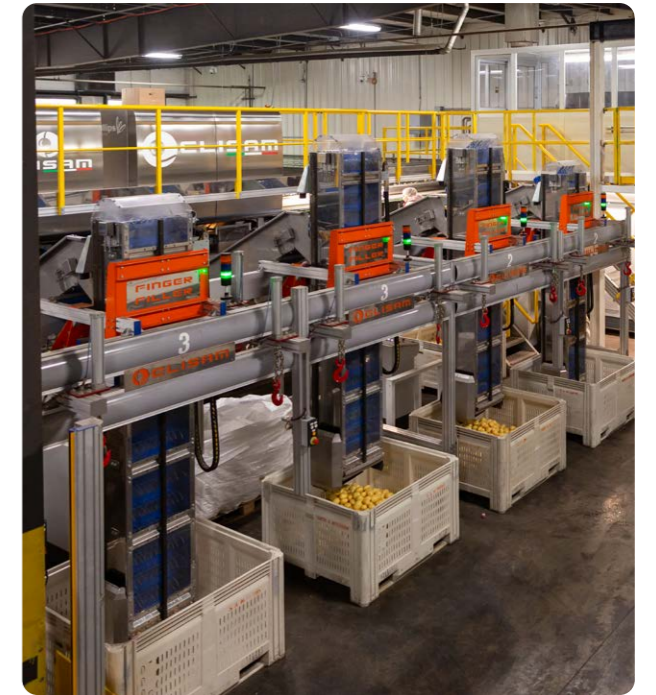
The robust Elisam AI grader is engineered for high-throughput performance and gentle handling of any type of potato (red, russet, white, brown or yellow). Its unique mechanical design ensures smooth product flow, high speed and accurate sorting for all potato sizes and shapes (round to oblong). With configurations from one to eight lanes, the grader fits a wide range of operations. From more compact setups to large-scale packhouses.

Thanks to these features, the Elisam grader has become a leading solution in the potato industry, known for consistent performance, flexibility and reduced labor requirements.



## Technical Features

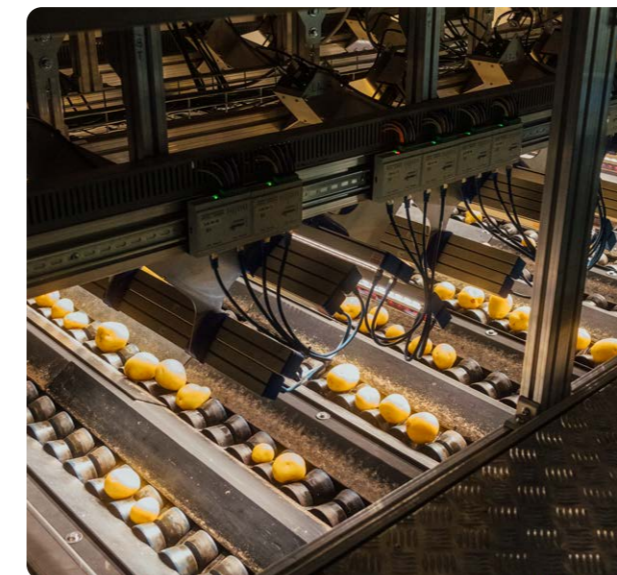
- ✓ From 2 to 8 lanes
- ✓ Cup and roller trolleys
- ✓ Automatic control of the exits
- ✓ Automatic control of the exits
- ✓ Full integration with packhouse equipment (multi-head weighers, bin tipplers, carton & bin filling, palletizing to packing tables and automated packaging)
- ✓ Seamless Integration into your operation with any ERP, WMS, packing machines or third-party analytics tools



## Quality so consistent, your customers can't resist

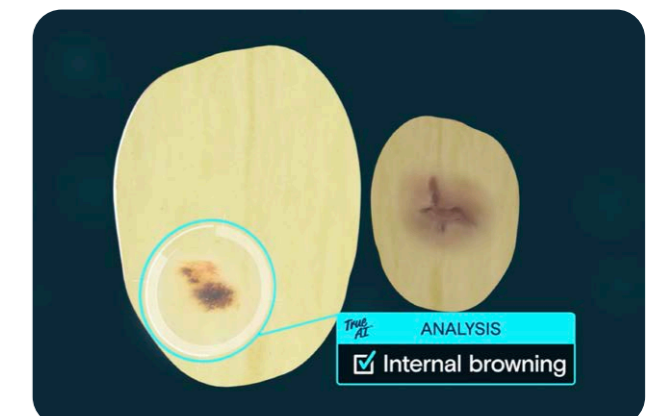
Every Elisam AI grader is equipped with the latest Ellips True-AI grading technology, combining cutting-edge hardware with powerful TrueSort software. With singulation, rotating cups and 3.2 megapixel HD+ multispectral cameras, the system captures a full 360-degree view of each potato.

This results in accurate grading based on size, shape, color, weight, external quality. Up to 90 images per potato are analyzed with 0.2 mm precision, ensuring highly reliable defect detection at full speed.



## Internal defects have nowhere to hide

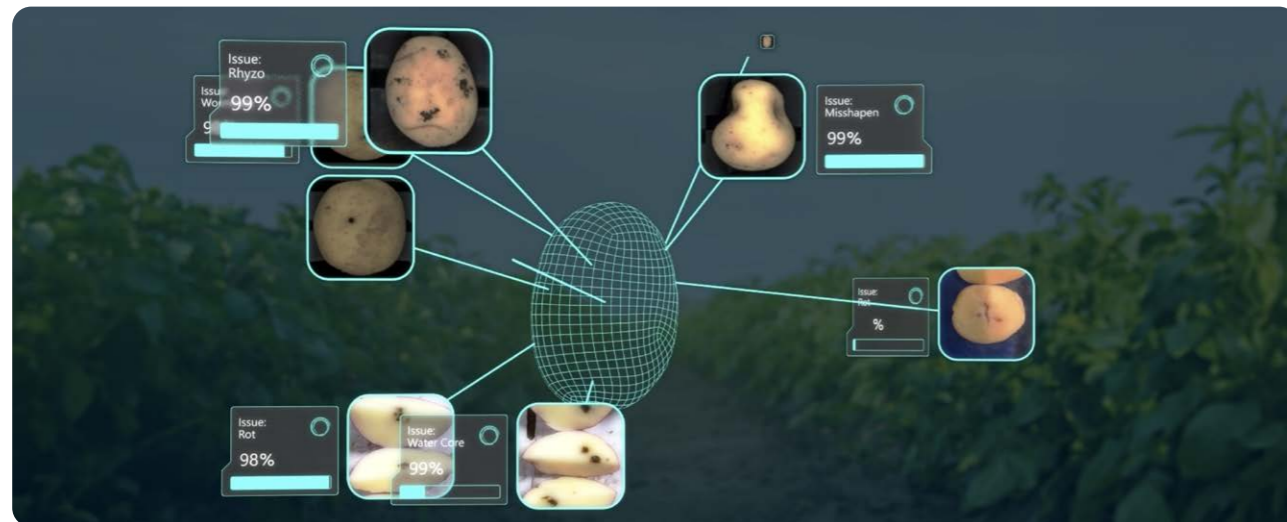
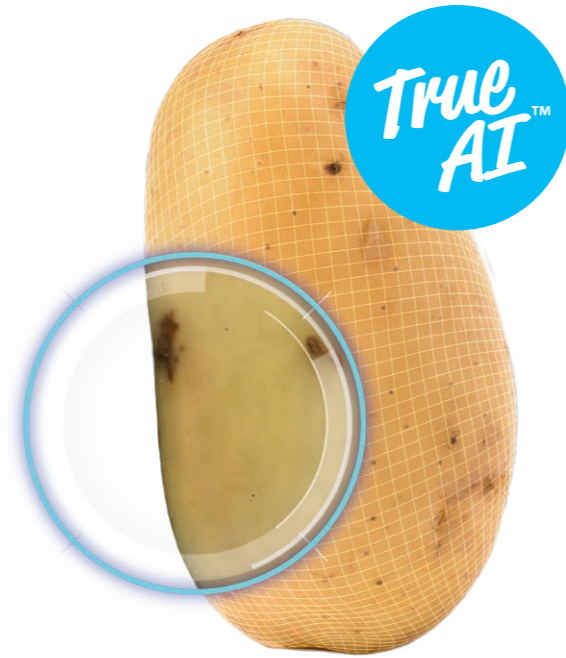
With light transmittance technology, you can grade the internal quality of each potato and detect hidden issues like internal browning, dry matter and hollow hearts. The IQ system performs up to 20 high-speed internal scans per potato, virtually slicing the produce to reveal defects that impact internal quality. This helps you prevent rejections, reduce claims and maintain trust with your customers.



## TrueSort Software and True-AI

TrueSort operates at the core of the system, turning camera data into real-time decisions that deliver consistent quality, higher pack-out rates and fewer manual checks. TrueSort allows you to fine-tune your sorting process to meet product specifications and market demands. This not only improves operational control but also enables you to deliver premium quality and achieve better returns. With its user-friendly interface and seamless integration with your packhouse management system, you gain efficiency, precision and peace of mind.

TrueSort is now more powerful than ever, thanks to the integration of the latest Ellips True-AI technology, which delivers advanced grading results with even greater accuracy, efficiency and labor reductions.



### External defects

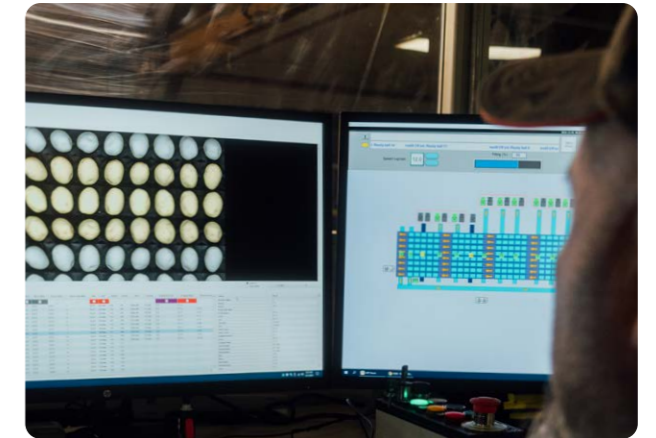
- Rhizoctonia (Rhyzo)
- Common scab
- Black scurf
- Silver scurf
- Wireworm/Wormhole
- Misshapen
- Doubles
- Mechanical damage/cut
- Green potatoes

### Internal defects

- Punctures
- Sprouting
- No Skin
- Growth Cracks
- Compression bruising
- Internal browning
- Dry matter
- Hollow hearts
- Glassiness
- Freeze damage

## Truesort

- ✓ Future proof your quality standards
- ✓ User friendly software
- ✓ Food chain traceability
- ✓ Operational efficiency
- ✓ Meet deadlines and always deliver what your customers need.



## Your partner for complete turnkey packhouse solutions

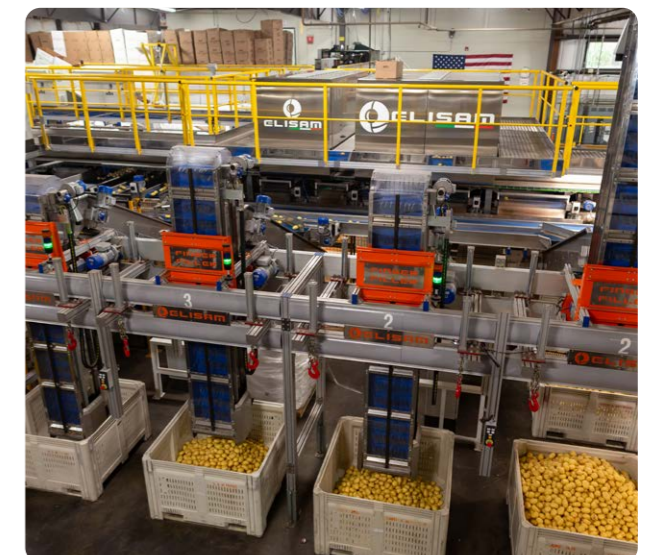
Elisam graders are engineered in-house in Longiano, Italy using the highest quality materials and components.

They are built for reliable performance with maximum uptime, minimal maintenance and long-term durability. This ensures your packhouse keeps running smoothly season after season.

## Streamlined proces from start to finish

Together with our trusted integration partners, we deliver complete turnkey packhouse solutions. This includes multi-head weighers, bin tippers, carton & bin filling, palletizing to packing tables, automated packaging and more. Everything works as one to streamline your operation from start to finish.

With over 250 experts and a dedicated team of 60+ AI vision specialists, we support many of the world's top growers and (re)packers. All powered by unmatched accuracy, industry-leading software and years of harvest data from around the globe.





# This is how Folson Farms guarantees superior potato quality

Folson Farms is a fifth-generation grower in the rich soils of the Red River Valley. The region produces deeply colored red potatoes and yellow potatoes with a smooth, clear skin. Folson is committed to delivering consistent, premium quality despite the challenges they face. From weather conditions and rising customer expectations to a tight labor market. Like many producers, they struggled with seasonal quality variation, capacity issues, and manual sorting that made it hard to meet demand.

To overcome these challenges, Folson Farms invested in AI-powered grading technology. By implementing an Elisam grader powered by Ellips, they transformed their operation into a high-volume, quality-driven system that requires less manual labor. The result is greater consistency, more capacity, and a reliable operation that performs under pressure. They now handle both red and yellow varieties with care, respond quickly to batch variation, and consistently meet the standards of premium retail and food service customers.



*"Ellips-Elisam stood out for its gentle potato handling, unmatched quality consistency and throughput. Our operations are now more efficient with fewer labor requirements and higher capacities."*

Casey Folson - Folson Farms

## Tackling the toughest potato challenges head-on

- 1. Labor shortages and deadline pressure:** Finding enough people was a constant struggle. Staffing issues and variable product quality made it hard to pack the volume needed and deliver the right quality on time.
- 2. Manual sorting inefficiency:** Defect-heavy lots required too much manual labor to meet quality standards. Human sorters can't detect all defects or do it consistently
- 3. Quality consistency across variable crops:** Each season brings different challenges. Weather and growing conditions affect appearance and overall quality. Still, every shipment must meet consistent standards to protect the brand.

- 4. Limited throughput and flexibility:** The old setup couldn't handle the volume. Folson needed more capacity, flexibility for last-minute orders, and a system that could transform efficiency and profitability.
- 5. Handling potatoes with care:** Folson needed a machine that could sort quickly while treating each potato gently. It had to handle different sizes and shapes, from small round reds to large oblong yellows, without damage.

## Why Folson Farms chose Ellips and Elisam

Folson looked for more than speed. They needed smart automation, an accurate vision system, and reliable handling that treats the product with care. Ellips and Elisam delivered on all fronts..



### The results speak for themselves:

- ✓ **Increased quality consistency** to maintain excellent brand reputation.
- ✓ **Improved production capacity** to expand business potential.
- ✓ **Created a reliable, efficient operation** that is less dependent on labor.

### Key benefits included:

- Intelligent defect detection and 360° surface analysis
- Flexibility for different sizes, shapes, and colors
- Gentle cup system to preserve product integrity
- Easy-to-use software with a short learning curve
- Proven system reliability with minimal downtime

## Ready to revolutionize your business?

Scan the QR code to explore the full Folson Farms story or contact our potato specialist.





# How can you ensure potato quality and consistency?

## Are you struggling to identify and sort out **challenging defects**?

A task that is made even more difficult due to huge variations in quality across seasons, batches, and varieties. Nevertheless, every day you must meet the strict market standards for quality, size, shape, color, and overall appearance. Fortunately, AI grading technology can help you achieve consistent quality and meet these high standards. Batch after batch, season after season.

## The top challenges **you might face**

### 1. Defects and diseases damage your reputation

Each season brings different or more prevalent defects, making it tough to guarantee consistent quality. Weather extremes and stricter pesticide rules can have a big impact on potato quality. Plus, disease, bacteria, and fungus cause internal defects that are hard to spot but can spoil your reputation.

### 2. Rejection hurts your business

A small percentage of defective potatoes can dramatically increase the risk of rejection. As requirements change, you must consistently meet

your volume and on-time commitments while preserving the quality and consistency of your packed product. That's why it's essential to ensure that each piece of produce ends up in the right grade.

### 3. Variability in size, shape, and quality

No two pieces of potatoes are the same, and neither are their defects. Variability across seasons and batches makes it challenging for manual graders and traditional sorting technology to consistently sort them. This can hurt marketability and slow down your operations.

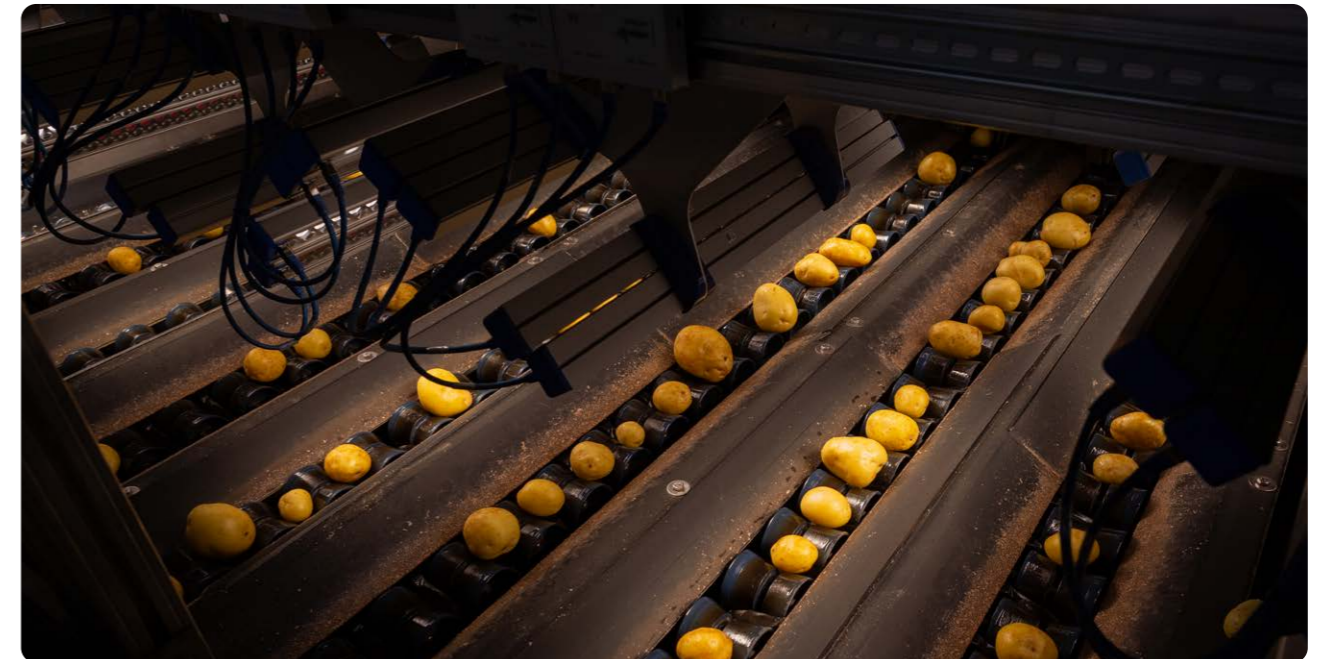
## The answer to your **quality challenges**

After a season of hard work, you want maximum harvest value. That's why leading growers choose **Elisam** machines, powered by Ellips' world-leading AI grading technology. No matter the weather or batch quality, you can always deliver consistent results that build your reputation as a preferred supplier. With every piece of potato graded correctly, you'll meet every quality requirement and maximize the return on each harvest.

✔ **360° precision grading:**  
With singulation, rotating cups, and advanced cameras, the Ellips AI system captures a 360-degree view to accurately grade on size, shape, color, weight, and external quality. Ellips AI technology ensures each piece of potato is analysed from every angle, catching every defect at lightning speed.

✔ **Internal defects have nowhere to hide:**  
Your potato may look perfect on the outside, but the internal quality may be a different story. Ellips' internal quality technology reveals what lies beneath the surface by virtually slicing each piece to detect hidden defects before they reach the customer.

✔ **True-AI detection:**  
With AI grading, even the most challenging defects such as wireworm, compression bruising and mechanical damage are caught with pinpoint accuracy. Batch after batch, season after season. True-AI models all possible defect combinations, ensuring your potatoes meets the highest standards, giving you confidence in consistent quality every time.



Ready to improve your quality consistency to the highest level?

Contact us or book a demo





# How Wilhelm Weyers gained complete control over internal potato quality

Based in Germany, Wilhelm Weyers has been growing and packing potatoes and onions since 1964. The family-run business built its reputation on consistent quality and its ability to serve demanding retail customers across multiple markets. But before investing in automation, climate-related challenges reshaped their reality. Poor-quality batches became more frequent due to heat, drought, and heavy rain. Stressing tuber development and increasing the risk of internal defects.

Internal defects increased, manual sorting demanded more people, and skilled graders were harder to find. Throughput slowed, and meeting strict customer requirements became more difficult with each season.

To regain control, Wilhelm Weyers invested in an Elisam grader powered by Ellips technology. The result? Reliable internal and external defect detection, improved throughput (even with lower quality batches) and far less dependence on labor.

Today, the company sorts with confidence, delivers consistent quality despite tough harvests, and operates more efficiently. Even when internal quality challenges rise across the market.

## The results speak for themselves:

- ✔ **Internal defect detection with total confidence**  
 Thanks to our optical sorting machine, not a single potato with an internal defect leaves our premises.
- ✔ **Reliable quality, even in challenging seasons**  
 Weather-related defects used to create uncertainty. Now every batch meets customer expectations. Protecting sales & reputation. Even in a tough year.
- ✔ **Fewer people needed, even when quality drops.** Poor harvest? No problem. What used to take 8–10 people in manual sorting is now handled by 1 optical grading system. Reducing labor needs and boosting overall efficiency.

## Tackling the toughest potato challenges head-on

- 1. Weather-related quality problems:**  
 Extreme growing conditions led to more internal defects like hollow heart, dry-matter and browning. Nearly impossible to catch with traditional sorting.
- 2. Labor shortages and rising costs:**  
 Manual sorting required 8–10 people, especially when quality dropped. While it's only getting harder to find reliable workers.
- 3. Limited detection capabilities:**  
 Random sampling and visual checks were not reliable. Internal defects often slipped through, putting quality and customer trust at risk.
- 4. Slow response to changing product conditions**  
 Without flexible grading tools, switching between batches and handling damaged lots meant constant delays and manual rework.
- 5. Insufficient capacity during peak periods**  
 When quality issues increased, the sorting process slowed down. With limited throughput, it became harder to meet demand and maintain delivery speed.

## Why Wilhelm Weyers chose Ellips and Elisam

Before investing, Wilhelm Weyers ran extensive tests with Ellips-Elisam to confirm the system could detect internal defects with the consistency and precision needed to meet their high standards.

*“Thanks to our Elisam optical sorting machine, not a single potato with an internal defect leaves our premises”*

Reinhard Krebbers - Wilhelm Weyers



## Key benefits:

- **Reliable detection** of internal and external defects
- **Better yield** from every batch with accurate sorting
- **Flexible product flow** to meet varying market demands
- **Intuitive grading software** with minimal operator training
- **Reduced waste** and smarter use of lower-grade product

## Ready to revolutionize your business?

Scan the QR code to explore the full Wilhelm Weyers story or contact our potato specialist.





# This is how O.C. Schulz & Sons takes customer satisfaction to perfection

O.C. Schulz & Sons has spent over 50 years perfecting the art of growing and packing high-quality potatoes. Based in North Dakota's Red River Valley, this fourth-generation family business is known for its beautifully clear-skinned red and yellow potatoes and commitment to customer satisfaction. "The customer is always right. That's our motto."

Every day, they work to exceed expectations by delivering consistent quality and on-time orders. But even the best-run operations face challenges. As labor shortages intensified and sorting accuracy became harder to guarantee, O.C. Schulz & Sons found it difficult to maintain their high standards and keep pace with demand.

By investing in the Elisam grader powered by Ellips technology, they took a major step forward. The result? Consistently high product quality, faster throughput, and a major reduction in labor needs. Thanks to these improvements, the company now delivers with greater speed and accuracy. They meet last-minute customer demands with confidence, while continuing to uphold the quality they're known for.

## The results speak for themselves:

- ✓ **Significant labor reduction with minimal manual sorting.** Labor needs dropped from 10+ to just 4 people on the line.
- ✓ **More time with family instead of working overtime**  
Shorter workdays and smaller crews mean more time at home and less stress.
- ✓ **Better product, happier customers**  
Consistent quality and reliable delivery have boosted satisfaction and reduced rejections.



## Tackling the toughest potato challenges head-on

- 1. Labor shortages**  
Skilled sorters were hard to find, making it difficult to stay fully operational and meet demand.
- 2. Inconsistent quality**  
Manual sorting varied by person and shift. Fatigue and human error impacted grading results.
- 3. Defect misclassification**  
Potatoes were sometimes misgraded or wasted. Reducing yield and hurting profitability.
- 4. Throughput limitations**  
On high-defect lots, manual lines slowed down, making it hard to fill orders on time.
- 5. Customer demands**  
High-value customers expect consistent, defect-free product and fast delivery. That pressure kept growing.

## Why O.C. Schulz & Sons chose Ellips and Elisam

Ellips and Elisam delivered the complete package: smart optical grading, gentle product handling, and intuitive software. The system detects all challenging defects, sorts by size, shape, and color, and keeps the line running consistently. The flexible cup design allows handling of everything from small to large potatoes without compromising speed or accuracy. And with easy-to-use software, the team can quickly adjust sorting settings, switch product flows, and meet different customer needs.

*"Since installing the Ellips solution, our operation has completely transformed. Everything runs smoother, and we have peace of mind knowing we can meet any customer demand. Now, we never have to say no"*

Dave & Andy Moquist - O.C. Schulz & Sons

## Key benefits:

- **Reduced labor dependency** with automated grading
- **Increased quality consistency** to meet high customer expectations
- **Expanded throughput and capacity**, even with variable crop quality
- **More flexibility in sizing** and product differentiation
- **Easier last-minute order handling** and faster turnaround



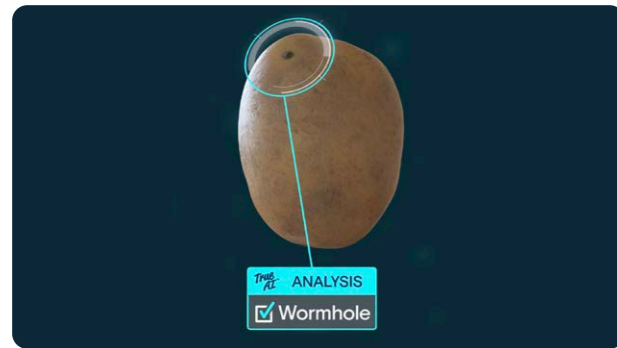
## Ready to revolutionize your business?

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# Seeing the unseen with AI grading

Every grower and packer dreams of ideal growing conditions for perfect quality potatoes. Of course, the reality remains that quality changes every season. Still your customers will expect the same



high standards. Labor shortages and strict demands add to the pressure, making it harder to run an efficient operation. With Ellips AI grading technology, however, you can optimize every aspect of your operations and stay ahead.

## Ready to grow your business but struggle with quality, costs, and labor?

Introducing Ellips True-AI, trusted by leading growers worldwide to consistently deliver top-quality, even when weather and growing conditions challenge your crop. Boost throughput, cut costs, and maintain your hard-earned reputation for excellence. All with less labor.

## Why is True-AI changing the game for grading?

Artificial intelligence provides opportunities to transform your grading process with intelligent automation. This technology takes over complex tasks from humans and provides new solutions that were previously impossible. With Ellips True-AI, based on advanced deep learning algorithms, you get a grading system that gets smarter every day, moving towards 100% detection accuracy. This means more accurate and consistent results for all types of potatoes.



**✓ Powerful defect detection for maximum returns**  
Every piece of potato is different, and so is every defect. Internal and external defects occur in many ways, making it challenging to detect them all. Traditional grading technology struggles with this variability, limiting your batch's full potential. Ellips True-AI can model all these combinations, detecting even the most challenging defects (wireworm, compression bruising and mechanical damage and many

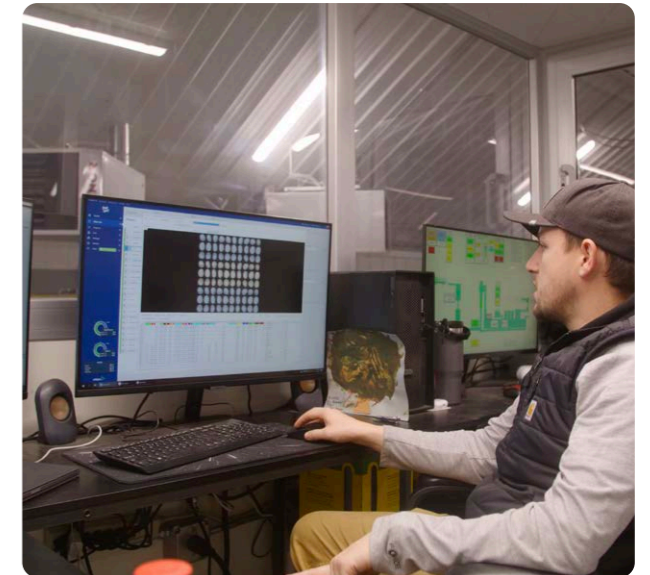
more) with an eye for the smallest details. This means higher quality produce, reduced waste, and improved profitability.

**✓ Perfect matches for every customer requirement**  
AI delivers consistent quality every time, meeting your customers' expectations regardless of batch variability. With True-AI, you can easily respond to different conditions and market demands to deliver the perfect match, all day, every day.

**✓ Simplicity for operators, smarter for everyone**  
True-AI is designed to be your operator's best friend. It automates complex grading tasks, reducing manual adjustments and freeing your team to focus on value-adding work. With an intuitive interface and self-learning capabilities, True-AI is trained to find defects on its own, making your life easier. So even less-experienced operators can achieve expert-level results.

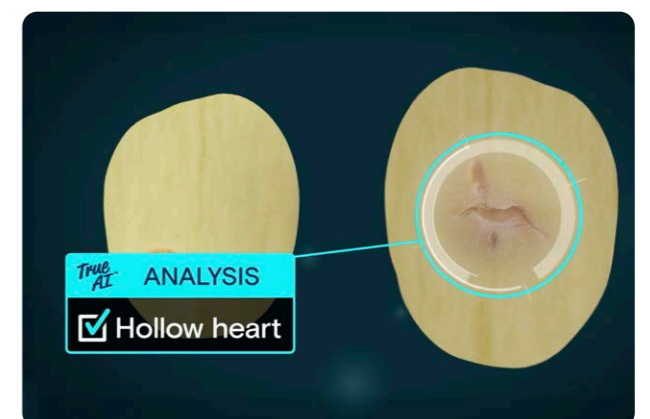
**✓ Speed that matches your capacity goals**  
In your business, every minute counts, so does every potato. Increase efficiency, speed up throughput, and grow your customer base with AI grading built for your ambition to succeed. With AI, you grade faster, confidently tackling lower-quality batches, without slowing down.

**✓ Fully automated to reduce labor**  
Labor shortages are stressful, driving up costs and errors as you rush to meet deadlines. But with the fully automated AI graders, those worries disappear. Spend less time managing a workforce and more time confidently growing your business



*"We cut labor by 50%, boosted throughput to 16 tons/hour, and eliminated Saturday shifts. All thanks to AI grading."*

Wylie Thulen - Pioneer Potatoes



**Maximize your harvest value with AI**

Contact us or book a demo





# Smaller-scale grower Pioneer Potatoes achieves big results with grading technology

Pioneer Potatoes is a sixth-generation family farm located in Washington’s Skagit Valley. With fewer acres than neighboring farms, they focus on growing and packing premium quality potatoes. “What we grow must be great.” Their harvest includes a high percentage of A-size potatoes that meet US Number 1 grade. Ideal for premium supermarkets and restaurants.

But with limited scale comes pressure. Finding labor, keeping costs low, and maintaining consistent quality year-round proved increasingly difficult. Manual grading couldn’t keep up with rising expectations and complex defects. To stay competitive in the region, Pioneer Potatoes invested in an advanced grading solution from Ellips-Elisam. The technology helped them improve quality, reduce labor needs by 50%, and take full control over grading precision and throughput speed. “It’s a leap I never thought we could take, but now that we have it, it’s amazing,” says owner Wylie Thulen. “I’m grateful to use this technology every day. It’s made a real difference for us.”

## Tackling key apple grading challenges head-on

- **Labor shortages and rising costs:** Finding and keeping enough people throughout the season was a struggle. Rising wages and overtime payments made manual sorting unsustainable.
- **Manual grading limitations:** It was hard to maintain consistent quality with people alone. Defect detection varied between shifts and across the season.

- **Wasted potential:** Good potatoes were sometimes misclassified or thrown out due to human error, lowering overall crop value.
- **Slow response to market demands:** Adjusting grading standards manually took time and effort, making it difficult to meet dynamic customer needs.
- **Competitors upgraded:** So did expectations. You can’t compete on quality consistency with manual grading when everyone else is utilizing advanced grading technology. Customers started asking questions.

## Why Pioneer Potatoes chose Ellips and Elisam

Seeing the technology in action on neighboring farms and hearing industry buzz made the decision easier. Pioneer wanted a system that was accurate, flexible, and powerful, but also gentle on the product.

*“As a small family farm, I’m proud we’ve been able to successfully implement Ellips-Elisam’s potato grading technology. It’s a leap I never thought we could take, but now that we have it, it’s amazing.”*

Wylie Thulen – Pioneer Potatoes

### Key benefits included:

- Custom grading programs tailored to each potato variety and defect type
- Reliable detection of both common and hard-to-spot defects using advanced AI
- Gentle handling that preserves product quality across sizes and shapes
- Easy software adjustments to meet specific customer and market requirements
- Increased control over sorting accuracy, efficiency, and output

### The results speak for themselves:

- ✓ **Monumental cost savings with 50% less labor**  
By cutting manual sorting in half, Pioneer streamlined operations and reduced workforce costs. Today, just 12 people run the entire line.
- ✓ **Simplicity in handling even the toughest defects**  
The system adapts to red, yellow, and white varieties with ease. From black spots to greening and silver scurf. Powerful presets and smart software make sorting fast, accurate, and simple for every batch.
- ✓ **More time with the family thanks to faster throughput**  
Higher processing speed means fewer hours on the line and more flexibility in scheduling. Pioneer can now run shorter days or fewer shifts.



## Ready to revolutionize your business?

Scan the QR code to explore the full Pioneer Potatoes story or contact our apple specialist.





# How family values built a global vision tech leader

For over 35 years, Ellips has grown from a small start-up to a global leader in fruit and vegetable grading technology, built on family values and a mission to help growers and packers succeed. Today, the next generation of the Bakker family is continuing that mission with the same dedication and values.

## From university project to global impact

The origins of Ellips trace back to Erwin Bakker's time as a student, when a university project sparked his mission to improve fruit and vegetable grading. Inspired by his experience in a packing hall—sorting pears by hand—and the potential of vision technology, he set out to create a smarter, more efficient solution for growers and packers. Ellips began in a small container on campus, where Erwin collaborated with fellow students who remain part of the company today.



## Building a global presence, step by step

Over the decades, Ellips has installed more than 3,000 grading systems worldwide. To meet growing demand, Erwin developed a global sales and support network, ensuring Ellips' advanced solutions come with local expertise and hands-on service. Erwin didn't just stay in the office; he filled multiple roles—flying around the world to support customers as a developer, sales rep, support engineer, and CEO all in one. That personal, passionate approach continues to build long-term trust and success.

## Elisam: born from challenge, built on trust (2010)

When Sammo, a key Italian partner, went bankrupt in 2010, Erwin didn't walk away. Instead, he invited 15 of Sammo's passionate employees to start fresh. From that moment, Elisam was born, producing some of the world's most advanced grading machines.



## Elifab: innovation for a new market (2016)

In 2016, Erwin teamed up with Fabricio, a designer who already worked in the fruit sorting industry. They saw an opportunity to serve the small soft fruit market with specialized machines. From that partnership, Elifab emerged, bringing tailored solutions to delicate produce.

## The next generation at the helm

Today, Erwin's children—Mitchel, Levi, and Jody—are actively shaping the future. Mitchel led Ellips' shift to AI-powered grading, while Levi focuses on long-term customer relationships and Jody ensures even the most advanced technology remains intuitive and user-friendly. Maud, Erwin's wife, continues to support events, host customers, and ensure the family spirit of Ellips is always felt.

## A team that grows together - stays together

Many of Ellips' original team members are still with the company, evolving from early vision systems to today's AI-powered platforms. That continuity has been crucial to maintaining deep expertise and developing solutions that meet modern growers' needs.

## Supporting growers and packers like family

Working with Ellips means more than buying a machine—it's a partnership built on family values, trust, and practical solutions that help customers succeed, today and for generations to come.



Looking for a technology partner who shares your values?

Contact us or book a demo



# How can you improve grading capacity and reduce labor?

## Struggling to meet capacity goals? Facing labor shortages, rising costs, and tight deadlines?

You're not alone. In the potato industry, speed matters, efficiency wins, and every produce counts. Labor constraints and growing customer demands make it harder than ever to maintain consistent quality and meet delivery targets. As you rush to meet deadlines, errors can threaten your reputation. Fortunately, AI grading technology can help you improve capacity and productivity, making things easier for your team.

## The top challenges you might face

### 1. The pressure of productivity in a competitive market

Everyone is fighting for a slice of the potato market, and cost savings are crucial. Labor shortages and rising costs put productivity and margins at risk. Fewer hands mean slower processing and higher costs. When margins are thin, every minute count.

### 2. If you can't deliver, you lose credibility

Can you keep up with all your customer orders? Customers expect consistent quality and on-time

delivery. Labor shortages mean your team is working overtime just to keep up. Late deliveries damage trust and hurt your revenue.

### 3. Race against the clock to ensure quality

Grading and packing take significant labor, especially during peak seasons. Pressure leads to mistakes, and quality can suffer. With another busy season coming up, now is the time to rethink your sorting strategy and reduce stress on your team.

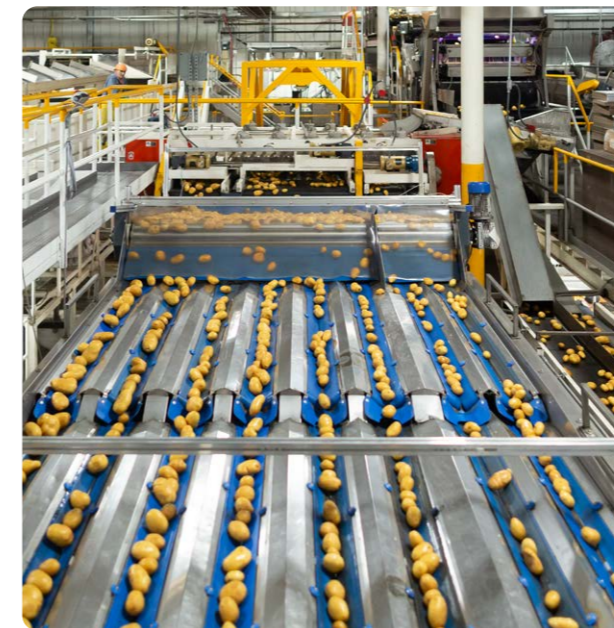
## Uptime and throughput drive success

Automation can mean huge labor savings, but only with proven, reliable equipment. Efficiency is a numbers game. High throughput combined with maximum uptime results in the lowest cost per product and increased capacity. To keep saving costs over time, invest in a solution with a strong track record. Choose wisely, and your equipment will keep delivering value with every harvest.



## The answer to your capacity and labor challenges

Meet **Elisam**, powered by **Ellips AI grading technology**. The smart choice to reduce labor, boost production and meet delivery deadlines.



- ✔ **Maximize throughput with less labor**  
 AI enables high speed, high-accuracy sorting, you can process large volumes quickly while maintaining top-quality standards. Even challenging batches are handled efficiently. Every potato is scanned in detail, allowing you to sort with fewer people and more precision.
- ✔ **A machine you can rely on**  
 Elisam graders are built for maximum uptime and durability. Their reliable operation minimizes maintenance and ensures consistent performance during peak periods. You can count on smooth, uninterrupted grading to meet customer expectations and handle last-minute orders with confidence.
- ✔ **Reduce labor costs and overtime**  
 Automation helps solve labor shortages and lowers operational costs. With fewer people required to run the line, you gain flexibility, reduce overtime, and keep operations running efficiently. Even with a leaner team.

Ready to grow your grading capacity with less labor?

Contact us or book a demo





# Wada Farms surpasses its ROI objectives in the very first year using optical grading technology

As a leading grower of fresh potatoes, Wada Farms set out to improve efficiency, enhance product quality, and reduce reliance on manual labor—all while preparing for future growth. With rising labor costs, strict customer demands, and the limitations of manual and mechanical sorting, these goals were ambitious.

By investing in the Elisam grader powered by Ellips True-AI technology, Wada Farms took a major step forward. The result? Faster throughput, greater quality consistency, and achieving their return-on-investment objectives in the very first year. Thanks to these achievements, Wada Farms now confidently meets customer demands, handles larger volumes, and has significantly reduced labor requirements—all while opening new opportunities for growth.

*“This project surpassed our ROI objectives in the very first year. Ellips-Elisam delivered a five-star performance, and we had the pleasure of working with a world-class company.”*

Kip Yeates - Vice President of Fresh Operations, Wada Farms



### The results speak for themselves:

- ✓ **Labor related to manual sizing and sorting reduced by 75%**, lowering operational costs and improving efficiency.
- ✓ **Increased grading capacity by over 20%**, reaching the first-year production target within just 30 days.
- ✓ **Improved quality consistency and operational flexibility**, enabling Wada Farms to better respond to strict customer requirements.

## Tackling the toughest potato challenges head-on



- **Based on labor availability and overall costs**, we strive to enhance production efficiency.
- **Meeting demanding customer standards** required delivering consistently sized and graded products—something that was difficult with existing processes.
- **In order to avoid false positives and increase returns**, grading accuracy needed to improve.
- **Sorting by hand is challenging**; despite best efforts, humans can overlook details and make unintentional mistakes.
- **Mechanical sizing and manual sorting have limitations** related to grading, product handling, capacity and the ability to meet ever-changing customer and market demands.

## Why Wada Farms chose Elisam and Ellips AI technology

Wada Farms required a solution that could handle large volumes, accurately size and sort potatoes, and improve overall grading precision, explains Kip. The Elisam grader combined with Ellips True-AI technology delivered exactly that, supported by user-friendly software, expert training, and responsive service, concludes Kip.



## Early results validate investment decision

All of our objectives related to capacity, efficiency, quality and cost reductions were achieved. In fact, within the first 30 days of operation, we hit our first production milestone, reaching the throughput rate (i.e., pounds per hour) that we had established for year end, says Kip. That early success gave us the confidence to rely fully on the system. With high demands for every capital project, we’ve been extremely pleased—from design and installation to training and ongoing support. The entire project was simply excellent, concludes Kip.

## Ready to revolutionize your business?

Scan the QR code to explore the full Wada Farms story or contact our potato specialist.





## Go large on capacity, go even larger on quality

After a season of hard work, you deserve to get the very best return on your harvest. That's why Elisam supplies innovative growers and packers with state-of-the-art grading and packing machines for big and medium-sized fruit and vegetables. These graders, combined with advanced Ellips AI Grading Technology, help you achieve greater capacities. All while maintaining the exceptional quality your customers count on. This ensures you can maximize profitability while guaranteeing every piece of produce meets your highest standards.

### World-class growers rely on world-class machines

Founded in Italy in 2010 in partnership with Ellips, Elisam set out to deliver the highest throughput, consistent quality, and maximum reliability. Transforming business performance for growers worldwide. What began locally has now expanded to more than 48 countries. With over 250 machines installed across five continents, Elisam is trusted by the world's leading growers, farms, and packers. Elisam AI graders handle 16 different types of produce, delivering consistent results, batch after batch.



### Maximize throughput with less labor

Every produce count, every single minute of grading is important. It's why the Elisam AI grader is built for speed and exceptional capacity. Such huge throughput will transform your business productivity, profitability and reduce dependence on labor. Make every single produce from your harvest count, with minimal waste.



### Turn every produce into higher yields and faster ROI

When it comes to growing produce, you're the expert. And when it comes to growing revenue, we know how to help. With our world-class Ellips TrueSort software you'll get the most value from every single produce, by maximizing yields and reducing food waste. It's highly flexible and lets you to meet any market demands or export criteria. Helping you strengthen your position as a preferred supplier and achieve a faster return on investment.



### Reliability that saves you money, now and always

You need a machine that keeps running smoothly, year after year. Elisam is the most robust and reliable machine on the market, giving your team maximum uptime and the fastest grading. It's not just durable. It's a smart long-term investment that saves money now and in the future. With fewer maintenance needs, less downtime, and reduced food and energy waste, you'll lower your costs while keeping operations efficient. Plus, higher throughput means more profit per harvest and the highest prices thanks to accurate grading.

### Quality so consistent, your customers can't resist

Delivering consistent quality every season builds your reputation and keeps customers coming back for more. Advanced high-tech cameras capture detailed images of each piece of produce—inside and out—detecting size, shape, weight, color, defects, and other quality characteristics. Every piece is graded correctly, maximizing the return on your harvest and delivering precisely what your customers expect. Perfect for meeting the demands of premium markets, local buyers, and export standards.

**Ready to go large on capacity, quality, and labor savings?**

Contact us or book a demo for maximum harvest value



# A trusted partner to leading growers and packers:



35+

Years of grading experience

3500+

Ellips grading systems in use

19

Types of fruits and vegetables

350+

Elifab and Elisam machines

Want to know if this grading machine is something for you?

Contact Jouke or scan QR code for contact details

**Ellips**

Jouke van der Meer  
 jouke.van.der.meer@ellips.com  
 ellips.com/potatoes

