

MAXIMISING DRYER PERFORMANCE IN THE DAIRY INDUSTRY

CUSTOMER AIMS AND OBJECTIVES

- Control of process
- Provide stringent control limits for process control
- Provide closed loop feedback into Digital Control System (Automated Process Control Environment)
- Eliminate process variations
- Possible application/product development - R&D

CUSTOMER REQUIREMENTS

- Control of process
- Accuracy and Long Term Stability
- Gauge performance (i.e. Support seasonal variations in relation to dairy powders)
- Application and service support
- Confidence in product
- Possible application development



APPLICATION NOTE

Return on Investment Examples - **WHEY PROCESSING (WPC)**

- Parameters to measure - Moisture and Protein (single gauge installation)
- Annual Production yield of product - 16,000 tonnes per year
- Average price of product at time of ROI model - €1,200/tonne
- ROI for Moisture
- Savings based on 0.2% WPC equates to €20,000 per year
- ROI for Protein
- Savings based on 0.1% WPC equates to €50,000 per year
- Potential Annual ROI for WPC approximately €70,000

Return on Investment Examples - **FAT FILLED POWDER**

- Parameters to measure - Moisture (single gauge installation)
- Annual Production yield of product - 48,000 tonnes per year
- Average price of product at time of ROI model - €2,300/tonne
- ROI for Moisture
- Savings based on 0.15% Fat Filled Powder equates to €166,000 per year
- Potential Annual ROI for Fat Filled Powder approximately €166,000

Return on Investment Examples - **CASEIN POWDER**

- Parameters to measure - Moisture (single gauge installation)
- Annual Production yield of product - 4,000 tonnes per year
- Average price of product at time of ROI model - €3,000/tonne
- ROI for Moisture
- Savings based on 1.5% Casein Powder equates to €180,000 per year
- Potential Annual ROI for Casein Powder approximately €180,000