

VentiNews


NEWSLETTER FOR CONTACTS OF VENTILEX

Dear Reader,

We like to keep you informed! That's the premise for our new newsletter 'VentiNews'. This is the first copy and we are actually quite proud of it. Its name relates, of course, to our company name Ventilex; your specialist in drying techniques. We want to bring you up-to-date on the latest news and tell you all about our service packages. Ventilex is always on the move. We are constantly incorporating improvements in keeping with the latest technological developments and demands of the industry. We are known worldwide for our drying technologies, supplying to more than 800 clients. We are renowned in particular for our reliable systems, designed to withstand decades of 24/7 operation with minimal maintenance! Hope you enjoy reading more in this newsletter.

The Ventilex BV Management Team

Exhibitions 2011-2012

Visit us during an exhibition.
We welcome your questions!

Easyfairs Solids, Rotterdam

5 & 6 October

Powtech, Nürnberg

11-13 October 2011

Anuga Foodtech, Cologne

27-30 March 2012

Achema, Frankfurt

18-22 June 2012

Smooth and Smart Industrial Process

Your specialist in drying techniques

The drying of products is required in many industrial branches e.g. pharmaceuticals, food and dairy, chemicals, energy, biomass and minerals industries. Ventilex already has a worldwide reputation in these industries. 'We combine expertise in the field of product drying with client-oriented service', says Koen Egberts, General Manager (Ventilex-Imtech Drygenic, The Hague branch).

Ventilex is part of Imtech N.V., which is listed on the stock exchange and has offices in the Netherlands, Belgium, France and the U.S. 'We also have a worldwide network of local agents offering support to the customer closer to home. In this way we have been marketing Fluid Bed Dryers, Belt Dryers, Flash Dryers, Air Filtration Systems, Air Dehumidifiers and Air Pollution Control systems for 50 years already. We can offer the right solution for the most complex drying processes.'

Part of Imtech

Egberts: 'Being part of Imtech offers the customer security. Moreover, through Ventilex they have access to the wider range of services that Imtech offers in electrical and mechanical engineering, ICT, engineering and project management.' Imtech N.V. has 25,000 employees and an annual turnover of five billion euros.

Well thought-out drying process

Ventilex is the specialist in drying techniques within Imtech. 'In order to offer each customer a tailor-made solution, we supply the Ventilex systems in various types and sizes', says Egberts. 'That depends on the customer's product, the air volumes,



the temperature range and the possible need for bacteria-free air. Energy saving is an important factor too. We even can provide the complete package: from testing and engineering, to implementation, start-up and after sales. We even have our own testing laboratory (see back page).' Ventilex has all the disciplines on board to make your industrial drying a smooth and smart process.



Ventilex References

Ventilex provides a wide range of solutions for industrial drying. These pages refer to a number of projects to illustrate the versatility and experience of this Imtech-company.



Project leader Edu van den Broek shows the product gelatine.

Quality is top priority at Trobas Gelatine

Trobas Gelatine aims to be a service oriented supplier for a worldwide clientele. This family business, in Dongen, manufactures gelatine made from swine and cattle hide for a variety of applications. Imtech Drygenic, a branch of Ventilex in The Hague, installed the belt dryer in the production line for food and pharmaceutical gelatine.

which collagen-retaining raw materials are refined into gelatine. The product enters the drying tunnel 'wet' and is dried under controlled conditions. It emerges in exactly the right form and consistency.'

'Trobas Gelatine has chosen for top quality', says project leader Edu van den Broek. 'We have listened carefully to the wishes and demands of the customer and this cooperation is working out very well. Imtech Drygenic / Ventilex meets their expectations of quality. We have a great deal of experience in the drying process for the food and pharmaceutical industry.' Imtech Drygenic / Ventilex has taken care of the whole process surrounding the belt dryer, from engineering up to and including the start-up process in the industrial estate in Dongen. 'We also train the operators. One advantage to being part of Imtech is that we can also make use of sister companies, for operating systems for the air dryers for example or for assembly staff.'

Critical drying process

Trobas Gelatine manufactures food and pharma-gelatine and gelatine for industrial use in completely separate production lines. 'We also call this

Gelatine is indispensable

Gelatine is the basis of many products. Technical gelatine is found for example in photographic paper, shampoo, cream and detergents.

Trobas Gelatine BV:

'Quality is top priority for us. Imtech Drygenic/Ventilex understands that.'

technical gelatine', says Van den Broek. The end products are exported to more than thirty countries worldwide. 'Gelatine for human consumption in particular must comply with strict regulations,' explains Van den Broek. 'That means that there is a critical drying process. Our 50-metre long belt dryer forms part of the production process in

Moreover, gelatine is used to make medicine capsules and food gelatine is used to make liquorice, dairy and dessert products and is also used in meat products such as pâté and sauces. It is impossible to imagine life today without gelatine.

Energy-saving Fluid Bed Dryers

Ventilex's Fluid Bed Dryers are amongst the most energy saving on the market! They provide up to forty percent savings on gas and oil costs. 'We supply many Fluid Bed Dryers to the dry mortar industry, the glass industry and to foundries,' says Ventilex Sales Engineer, Adriaan ten Brinke. 'These customers can be within the Netherlands or other European countries or even outside Europe.'



Companies who supply industrially manufactured mortars and glues are a good example. 'We supplied for example their Fluid Bed Dryers. Mortars and glues are delivered to the building trade and the DIY markets', says Ten Brinke.

Complete supply

'We often take care of the complete installation, including supply and exhaust air, as well as the operation unit. We also offer service contracts for the dryers. We are one of the major players in Europe in this market. Many customers have chosen to replace their tumble dryers with Fluid Bed Dryers because of the advantage of their low-energy use. They also require less maintenance.'

'In a Fluid Bed Dryer the product fluidizes due to a continuous upward flow of gas.' The unique shaking mechanism of the Fluid Bed Dryer enhances this effect. This causes an optimal mix of the gas and the product. We supply fully-automated machines suitable for temperatures up to 450 degrees Celsius and varying in size from one to eighteen square metres.'



Salt industry dries with Ventilex

Salt is marketed in many forms: as a semi-finished product in artificial fertilizer for example but also as sea salt for the food industry. Ventilex supplies Fluid Bed Dryers for the production of salt. Our installations are tailor-made from stainless steel. For high-grade use all the product parts are continuous-welded and polished.

Choosing the correct materials is very important in the production of salt in order to prevent corrosion. We are able to meet the high demands required by the food industry in particular. The installation is easy to disassemble and clean due to our quick release design and 'Cleaning-in-Place' systems. Ventilex delivers directly to the salt factories but also via engineering companies.

Low maintenance

Leading parties in the Salt Industry have already chosen for a Ventilex Fluid Bed system. It is space saving, energy-saving and there is no product loss. Customers also indicate that their installation and maintenance costs are significantly lower. The shaking forces of the Ventilex Fluid Bed Dryers prevents the product from producing lumps during the process. This is a big advantage in the case of salt installations!

'We discuss the customer's wishes on location. Then we determine the most effective and efficient treatment method through careful testing in our laboratory', says Adriaan ten Brinke, who is a mechanical engineering process technician. 'Subsequently we design and build the installation ourselves. We can take care of everything if that's what the customer requires.'

Laboratory testing ensures optimal product

In order to provide our customers with an optimal drying solution, Ventilex tests the products in its own laboratory. Frank Kastelijn, testengineer, discusses these unique facilities. Tests can be carried out at the Ventilex location or at the customer's own location. Whatever you prefer!



'Before designing a dryer, we test the properties of the client's product and the best conditions under which the product can be dried', says Kastelijn. 'In this way we can offer the customer an ideal solution, tailor-made for his production process. We consider the temperature, the air speed, the length of time the product is in the dryer, the particle size of the product, the dust formation and the desired capacity. In short, how much mass product can pass through the dryer in a certain amount of time.'

Imitating the drying process

'We have several types of testing equipment varying from a Batch Dryer with a diameter of twelve centimetres to a three-metre long, continuous process test unit', explains Kastelijn. 'In the larger set-ups we can simulate a drying process completely. We can see for example if a product gets lumpy, discoloured or lightens to the point that it is carried away with the exhaust air. We also look

at how much moisture a product should contain when it leaves the dryer. Should this be 10 percent or only 0.01 percent? All these factors influence the design of the dryer and what kind of equipment to choose. In the food sector, for example, we have to deal with an indirect air supply, for which we deliver filter systems. Cooling systems are also sometimes required to guarantee the correct temperature in the production process. Ventilex supplies these too.'

Testing at the customer's location

Kastelijn: 'In addition to testing in our own laboratory, we can also bring our test equipment to the customer. This could be in the event of an expansion or adaptation in a production process. Sometimes the customer already has a production flow and wishes to temporarily incorporate a drying process.'

Ideal drying process

The Ventilex engineers use the test results to design the ideal drying process. Sometimes an air dehumidification or decontamination system is necessary (for sterilisation and pasteurisation). 'If you consider how many different products need drying you will understand that tests are essential. The end products range from waste sludge for the manufacture of artificial fertilizer to cat and dog food, ingredients for soft drinks, herbs or cornflakes but also sand, salt and chemical products. And this is only a small selection of our test products. Once the design is completed Ventilex also takes care of the subsequent stages right up to the commencement of operations on location. But it all starts at our test laboratory.'

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