

VentiNews

Imtech

NEWSLETTER FOR CONTACTS OF VENTILEX

Dear Reader,

As stated in our first edition, Ventilex is constantly on the move! The most recent developments have been in our Customer Services Department. The group has been expanded to better provide client-oriented support and required spare parts. Ventilex delivers these services to customers around the globe as our markets continue to grow on every continent. You can, for example, read on page 2 about our client Biovet in Bulgaria. He is very happy with his new belt dryer and the lower energy costs that this has given him. Domestic companies, such as Holland Mine-raal, have also chosen for Ventilex equipment. This client shares his experience with a Ventilex fluid bed dryer, pointing to major savings in natural gas usage. And on the back cover you can read more about how to obtain a safe, clean product in a natural, chemical-free process with our decontamination systems. Read the VentiNews to learn more about these and other interesting topics.

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

Customer Service:

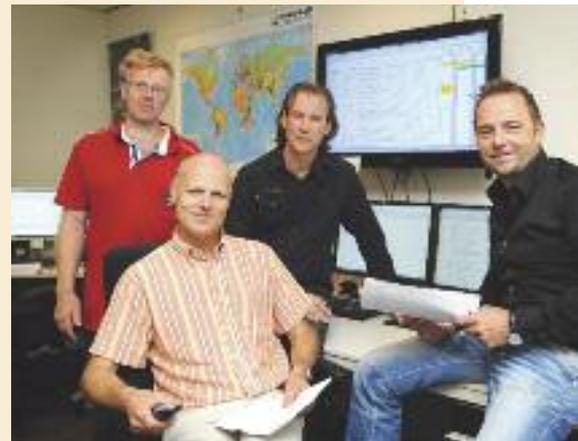
Serving the customer from A to Z

Ventilex wants to keep track of its customers and to keep them updated. This explains why our Customer Services department has been expanding with extra staff and systematic services and reports. 'Our team offers customer-specific service contracts, spare parts and advice', says Klaas van Dijk, Customer Services employee.

'Every customer has his own requirements and products. In the service team, we make sure we are aware of what the customer produces and of the product specifications. This enables us to provide the correct spare parts, the necessary modifications or a complete installation; the latter in close consultation with our sales engineers. Each dryer has a handbook listing all the available parts and possible modifications or upgrades. Our service technicians also compile a service report with a checklist after each service. In this way the customer knows what has been carried out and where upgrades are possible. We keep a close track of developments enabling us to offer the customer advice proactively.'

Sophisticated service

Aside from Klaas van Dijk, the Customer Services department also includes Herman Colijn, Martinus Regterschot, Ronald Langenberg and Henry Popping. Herman Colijn is the coordinator of field services within Customer Services. 'We wanted to serve the customer better during the entire life span of the industrial dryer', says Van Dijk. 'Ventilex Customer Service offers the whole package, from installation to



The Customer Services team (from left to right): Henry Popping, Martinus Regterschot, Klaas van Dijk and Ronald Langenberg. (Herman Colijn is not in the photograph)

maintenance, with all the relevant tests, training and advice. Our supervisors ensure sophisticated maintenance so that each dryer functions optimally.' Do you have any questions about maintenance, spare parts or modifications to your dryers? Email service@ventilex.nl or call +31 (0) 578 69 82 00. We will be sure to get in touch with you!



Biovet Bulgaria: belt dryer a good choice for biomass drying

Biovet in Bulgaria manufactures veterinary medicinal products, feed additives and active pharmaceutical ingredients intended for use in animal health care. This company contacted Imtech Drygenic, a branch of Ventilex in Den Haag, via the website. 'We are one of the few companies worldwide that can supply belt dryers to the customer as a total package', says André van Loenen. Biovet chose Imtech Drygenic for its specialized drying process, air treatment and emissions control into the environment.



'We take every inquiry seriously and visit the customer on location', says Van Loenen. 'That way we can respond appropriately to the customer's request. In the case of Biovet it concerns the drying of technical grade active drug substances derived via fermentation. These products leave the fermentation tanks in liquid form. The liquid is then thickened into a clay-like wet material using a filter press, after which, Imtech Drygenic comes into action. First we put the material through an extruder. This forms the material into the form of spaghetti-noodles. This ensures the consistent thickness of the organic material, whereby it can dry evenly in the belt dryer under a

stable temperature and constant conditions. Small grains then come out of the belt dryer and these are sent as technical grade feed additives to the pharmaceutical industry.'

Complete package

Van Loenen: 'We support the customer throughout the whole process; from planning to implementation

References from Ventilex

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.

and after sales. We supply the belt dryer and all the relevant equipment such as the extruder, fire extinguishers and a special air dryer. This air dryer ensures that the process air we use is free from bacteria, and always at the same dry conditions.'

Many types of biomass drying

The belt dryer is suitable for all kinds of biomass drying. 'Examples could be waste water sludge, fertiliser or digestate', says Van Loenen. 'In keeping with Corporate Social Responsibility many companies want to transform organic waste into energy. You are always left however with the remains of the fermentation process. We can make sure the amount of this residual material is reduced and, after drying, can even be sold as fertiliser; they actually contain many minerals and salts. Companies invest therefore in technology but recover the costs by this smart production method. Moreover, it's CSR at its best!' More information? andre.vanloenen@drygenic.com

Petar Yordanov, Production Director Biovet: 'Imtech had an immediate reaction and professional personnel. They didn't offer simple drying equipment, but a complex state-of-the art facility, which guarantees us a high product quality. This advanced drying technology will lower the energy costs of our company and will increase environmental protection.'

Rudolf de Jager from Holland Mineraal:
'A company that keeps its promise'



'The Ventilex dryer is energy saving and durable' says Rudolf de Jager from Holland Mineraal.

further processed. We make use of the remaining heat inside the product to evaporate the last part of the moisture in the minerals. This results in faster cooling and you can achieve up to 30% savings in energy.'

Basis for abrasives

Holland Mineraal supplies minerals to foundries and to the blasting and preserving market. The 'excellent grit' is used as an abrasive in the blasting of steel surfaces. The chrome sand is used as moulding sand for ship props, art work, lintels and supporting structures, car wheel rims, steel plates and steel sections. Holland Mineraal also supplies a wide range of blasting cabinets and rooms, a variety of blasting abrasives and all the necessary protective equipment.

Cooperation

'The advantage of a fluid bed dryer, aside from being energy-saving, is its durability', says Jurg. 'A fluid bed is less prone to wear and tear of internal parts, something that Holland Mineraal has noticed considering the dryer's long term problem-free use. What makes this assignment special is that it has been carried out in close cooperation with the customer. Since Holland Mineraal is involved in mechanical fabrication itself, its own team of mechanics has been working alongside our technicians. That's also possible with Ventilex!'

'Ventilex is an excellent company to work with and they deliver what they promise,' says Rudolf de Jager from Holland Mineraal in Deventer. This leading company in blasting equipment and abrasives ordered a fluid bed dryer from Ventilex to replace their rotary dryer for the drying of minerals. 'In practice, we have achieved the promised energy saving in gas.'

'I can only say we are delighted with the entire process, from awarding the order right up until today. Ventilex visited the company, carried out product testing and offered a dryer based on those results. The dryer has been in operation now for three years and has been completely problem-free. And the energy savings are still increasing due to increases in gas prices. I am very pleased we invested in a fluid bed dryer and I can recommend it to everyone', says a contented De Jager.

Cooling by means of evaporation

Immanuël Jurg from Ventilex: 'Before receiving the order we took Holland Mineraal to visit one of our clients in Apeldoorn. After that we performed product testing to see how successful the dust removal was. Throughout the whole process we paid particular attention to energy savings. We offered a technical solution for this whereby cooling is achieved by means of evaporation. The point is, the minerals need to be cold when they leave the dryer in order to be



A safe product in a natural way

The food industry places high demands on food production. Ventilex supplies decontamination systems that deactivate micro-organisms that may endanger health or cause food spoilage. 'Our systems make use of a natural and clean source: steam', says Immanuël Jurg from Ventilex.

Steam sterilisation systems

The Ventilex 'Continuous Steam Sterilisation' system is successful in the decontamination of chilli powders, paprika, parsley and many other herbs and spices. Thanks to this treatment these herbs and spices are fit for human consumption. 'The spices are often used again for processing into another end-product. An example of this is salami sausage. The moisture in this product activates bacterial growth, but that is prevented by steam sterilisation treatment,' explains Jurg.

The process is simple: the product to be sterilised is exposed to steam very briefly and then dried and cooled. The continuous system can treat powders as well as whole spices. 'The advantage of our system is that it works at high temperatures and only a short residence time in the steriliser', says Jurg. 'Characteristics of quality, such as shape and colour, are maintained, as are taste and aroma.'

Hygienic and 'traceable'

The system has a central control panel including data logging for validation. Jurg: 'This makes tracking & tracing of the production process possible. Process parameters such as pressure and temperature during production are logged and always retrievable. All our systems



are hygienically designed; all contact parts are stainless steel and include a 'Cleaning in Place' system. This means they can be cleaned on location semi-automatically.'

Steam pasteurisation systems

Whereas sterilisation systems work with higher pressure and temperatures above 100 degrees Celsius, pasteurisation systems work at ambient pressure and temperatures below 100 degrees Celsius. 'We have been involved in the pasteurisation of products such as nuts and seeds for more than 25 years', says Jurg. 'Ventilex steam pasteurisation systems are effective in reducing or eliminating pathogens and bacteria. The pasteurisation equipment is effective against Salmonella, Listeria and E. Coli. Following pasteurisation, nuts and seeds are often used in end products such as muesli bars.'

The Ventilex pasteurisation system is based on a similar technology to that of fluid bed dryers. Steam is introduced for a specific period of

Immanuël Jurg: 'The advantage of our system is that it works at high temperatures and only a short residence time in the steriliser.'

time and condenses on the product. The period of time and the temperature of the treatment determine the degree of elimination of the bacteria. These can be adjusted to the correct setpoint by means of a sophisticated operating system. A safe product is the result!

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