

# VentiNews

Imtech

NEWSLETTER FOR CONTACTS OF IMTECH VENTILEX

Dear reader,

We look back on a good year with a well-filled order book. We are pleased that you put your trust in our company. Worldwide, there has still been a great deal of industrial investment last year. For Imtech Ventilex this has included Russia (more about that in this edition), Australia and North America. As well as several assignments within Europe, for example Norway and Italy. We serve the (industrial) market with high-quality specialised products, following themes like energy saving and customised delivery. Our cooperation with other Imtech companies, such as Imtech Trecom and Imtech Energy Solutions has intensified, providing you with one point of contact for smart control and energy solutions. We hope to continue to contribute to your success in the year ahead. Wishing you health and happiness for 2013!

Management Imtech Ventilex

## Trade Exhibitions 2013

Visit us at the exhibition.  
We'd love to meet you!

**Powtech, Nürnberg,**  
23-25 April 2013

**Solids, Rotterdam**  
2-3 October 2013

Sales team Imtech Ventilex:

## 'Green & safe' with well thought-out offers

The Imtech Ventilex sales team is made up of ten men and women. Their strength lies in their thorough technical knowledge of the processes involved, and their vast experience with Imtech Ventilex solutions. 'When making an offer we don't just look at the dryer itself but also at what happens before and after drying; at the whole process therefore', says Wilfred Roebersen, 'and that can mean substantial energy savings for the client.'



The sales team in Heerde, from left to right Jochem Gordijn, Wilfred Roebersen, Gerben Brinkhof, Evan Low, Adriaan ten Brinke en Lukas Veldmeijer (Frans Kortman en Bertine Renes are also part of the team).

As a process engineer Roebersen has a technical background just like the majority of his colleagues, with a background from a Technical College or University of Technology. Each inquiry is carefully evaluated before we offer a customised solution.

### Energy savings

Imtech Ventilex has come up with smart technical solutions for energy savings, sometimes in cooperation

with Imtech Trecom for the controls. Furthermore, we work in close cooperation with Imtech DryGenic in The Hague. Roebersen: 'We work, for example, with the re-use of energy, which would normally be lost through the chimney, or with cogeneration. The client can re-use heat emitted in the drying process somewhere else in the process or to heat a building for example.'  
(see page 4)

## Intelligent operation with Imtech Trecom

**'Imtech Ventilex and Imtech DryGenic operate worldwide and always in a customized fashion', says coordinator / sales manager Marco Roman from Imtech Trecom, 'and we work in the same way with our control systems. We take care of the process-automation for all industrial dryers, product and ventilation installations.'**

'We always research what process and situational conditions the end-customer requires. You can imagine that the conditions for a sand-dryer in Adelaide (Australia) are different to those in the air treatment for the poultry industry in Germany. Our added value in this is process knowledge. We know what happens in the dryers and the treatment installations. We ensure custom-made operations depending on the specifications of the product. We follow a fixed working procedure from the design stage right up to and including the implementation stage, whereby everything is

Marco Roman: 'Every control system is custom-made.'



Paul van Loo from Imtech Trecom discusses the completion of an operating system with Ryan Stortz from Imtech Ventilex USA.

documented. The intelligent software ensures an optimal process with minimal use of energy. This means that Imtech Ventilex/DryGenic can also supply more complex installations. Moreover, software

communication with overall 'Plant Control' Systems is also possible.' The design of control panels and the choice of components is geared to long-term industrial use, resulting in proven operational reliability. 'This is why our operating systems are always subjected to an extensive end-test; the Factory Acceptance Test. Every switch box and its control panel software is thoroughly tested. This prevents any surprises during on-site start-ups. The control panels have a clear layout and all the operating components are individually coded. This allows easy service and maintenance. We supply various markets such as food & feed, pharmaceuticals, minerals and the energy market.' There is a great demand for these custom-made operating systems. Imtech Trecom has more than twenty years of experience and almost thirty employees. Marco Roman: 'Our 'home-trained' technicians are very happy to help you choose the most-fitting operating solution.'





High quality in Russian food industry  
**Giant dehumidifiers for meat magnate**



**Miratorg Agribusiness Holding is a market leader in the Russian agricultural industry. The company has around 7,000 employees and is the number one manufacturer of pork and one of the largest meat manufacturers in the Russian market. This gigantic company is technologically advanced and is building new factories at the moment in the Belgorod region. Imtech DryGenic is supplying three dehumidifiers, commissioned by the Austrian consultancy ATP.**

‘The new factory is really impressive’, says Sales Manager André van Loenen. ‘We previously supplied dehumidifiers for the meat-packaging industry in Germany, which was rather impressive with its 4,000 square metres factory on three floors. This Russian factory is however six times the size. We are supplying three dehumidifiers to provide cold, dry air. The air is blown in to prevent condensation forming on the meat products. Moreover, we pass the air through a scrubber in which a salt solution is sprayed. This makes sure that the air is also bacteria-free. This is essential for the hygienic processing of meat.’

#### Ready for the consumer

The dehumidifiers are mounted above the packaging and cutting areas at Miratorg. ‘You have to imagine’, explains van Loenen, ‘that the meat that has come in is processed here into rolls, which, after freezing, is then cut into slices and packaged for the buyers. Think of chain stores and

#### References

**Imtech Ventilex and Imtech DryGenic provide a wide range of solutions for industrial drying. This page describes a large project in Russia to illustrate our broad employability and vast experience.**

catering companies, after which the meat will reach the Russian consumer.’

#### Quick drying

At Miratorg there are three ‘shifts’ of six hours. The areas are cleaned in between shifts. ‘Our dehumidifiers have a role to play here too’, says Van Loenen. ‘After cleaning, the areas need to be dried as quickly as possible in order to start the next production round.’

#### Entire process

The completion date of the production plant is planned for March 2013. The Imtech DryGenic dehumidifiers arrived in Russia at the end of 2012. ‘Our colleagues are on site to coordinate the installation’, says Van Loenen. ‘There was only one crane in Western Russia capable of lifting the machines. That wasn’t only because of the size of the installations but also due to their positioning in the middle of a huge industrial complex.’ Imtech DryGenic is taking care of the entire process, from engineering, to coordinating lifting and transportation, assembly and start-up. And more work is in the offing at the Russian Miratorg.



'We offer our clients more than a machine', says Roebersen, 'and provide an offer with a process guarantee, based on extensive testing implemented on our benchscale test facility. We also have good relationships with current clients, which makes it possible for potential clients to go and see an industrial dryer in operation. This gives us the opportunity to discuss details and maintenance issues directly. We leave nothing to chance.'

**International representation**

'We make offers for clients throughout the world in the food, chemicals, biomass/feed, pharmaceutical and minerals markets. Our Sales Manager, Frans Kortman, was recently in Australia and Japan visiting (potential) clients and to further expand the distributors network for Imtech Ventilex. The unique 'Thermoseed' technology together with Incotec will be introduced to the Japanese market at the Agro Innovation Exhibition. The Japanese government will probably subsidize the first systems. We work with other local representatives such as Vekamaf in Eastern Europe, the Broilton Group in Australia and New Zealand and Relex Process Consultancy Ltd in Israel. We are working on representation in India. So not only have we expanded from three to almost ten employees in the sales department, we are also spreading our wings further internationally.'

**'Green & safe'**

'Recently much has been happening in the energy market and in the area of 'food safety', explains Roebersen. 'More and more frequently a solution has to be 'green' and we can offer advice there too. We can supply dryers that can be used in the drying of



digestate, which is the result of upgrading biogas to natural gas. Imtech Green Gas Technology (IGGT) can even make an offer for the total installation to efficiently upgrade biogas to the quality of natural gas.



Even the 'waste product' can be made into a useful fertiliser with the help of residual heat. In the food-market we have noticed that the sterilisation of products takes place more and more often where the products are actually harvested. For herbs and spices this often happens in India or Vietnam. Subsequently, our pasteurisation/sterilisation equipment travels all

over the world. We make offers for the entire process: from testing and engineering, to implementation, start-up and service. We are well known for our reliable and robust systems, designed for many years of 24/7 trouble-free use!'

**Imtech Ventilex**

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