

# VENTI NEWS



## MANAGEMENT CHANGE

Dear customers and business contacts,

*For the past four years I have had the honour of working on the development of Ventilex. In this, sometimes hectic, period I witnessed Ventilex grow all over the world but especially in the United States and in Asia and after sales activities. I am very thankful for the great improvements the Ventilex team has made.*



*I feel now is a good time, for me personally as well as for Ventilex, to make way in order to grow even further. That is why I have decided to leave the company on December 31st, 2016.*

*Herman Vis, our former Operational Director, has been appointed Managing Director.*

*Herman and I have worked very closely to ensure a smooth transfer. Herman will strengthen his management team with Paul Gossink, Commercial Director.*

*Thanks to this thorough transfer period, I am totally confident that your business with Ventilex is and will stay in good hands. I would like to thank you for your trust and our cooperation and wish you all the best for the future!*

Kind regards,  
**Raymond Enkt**



The new management team is excited about pulling its weight at Ventilex, f.i.t.r. Jochem Gordijn (Manager Engineering and Technology), Sander Weeda (Business Controller), Herman Vis (Managing Director) and Paul Gossink (Commercial Director).

## HERMAN VIS, NEW MANAGING DIRECTOR:

### ‘DEVELOPING PEOPLE, FOCUS ON MARKETS’



**‘Provide an environment, in which every day, every individual and every team can develop. That is my mission as the new Managing Director of Ventilex. This is based on the unshakeable belief that Ventilex is able to offer you the best ‘Drying and Thermal Treatment Solutions’. In particular, solutions and services for the food, minerals and chemical markets.’**

Herman Vis: ‘I am proud to be able to lead the team at Ventilex that I have come to know as a community of valuable professionals. In this edition I will introduce you to the new Ventilex Management Team.’

#### First time right

‘As directors and management we strive to ensure that Ventilex performs the work in time, completely and in one operation, in independent teams. In this context, we use the Quick Response Manufacturing (QRM) strategy: a company-wide approach to reducing lead times. QRM is aimed at a single target, with the goal of reducing lead times company-wide. Ventilex directs the

entire organisation QRM, so from the shop floor to the office, to sales and beyond. Based on this approach, Ventilex invents, implements and guarantees process solutions.’

#### World society

‘We use our knowledge and experience for our customers and for sustainable development. This is how Ventilex contributes to a healthier and safer world society’, continues Vis. ‘I hope more companies and organisations choose to invest in their community of people, so that they become or remain the best in their field.’



**JOCHEM GORDIJN MSC,**  
NEW MANAGER ENGINEERING  
AND TECHNOLOGY:

## ‘IMPROVE THE PROJECT FLOW’

‘Leading the Ventilex engineering team from Engineering to Order to Configure to Order (CTO), and further. Combined with a strategy based on Quick Response Manufacturing (QRM) principles, we continuously improve the project flow to achieve shorter lead times.’

This says Jochem Gordijn, the new Manager Engineering and Technology. ‘It requires a new approach to team work, team responsibilities and collaboration within and between teams and calls for innovation in our design approach and IT systems.’

‘When flows are fast and CTO has become the standard way of working, I look forward to further developing and creating innovation in our drying solutions. This development is always aimed at delivering more value to our customer, because that’s what it is all about.’



**PAUL GOSSINK, NEW COMMERCIAL DIRECTOR:**

## ‘CUSTOMISATION BECOMES OUR STANDARD’

From the 1st of January, Paul Gossink will be heading up the sales organisation at Ventilex, where he will be particularly focusing on innovation with the customer and proactive sales and service. ‘We do not sell products, we sell stable and excellent production processes.’

‘With Ventilex, customers get certainty and process guarantees’, says Gossink. ‘We have the knowledge in house to be the benchmark in the market when it comes to industrial drying and dehumidification in the ‘food, minerals and chemical industry’. We put ourselves in the customer’s shoes, to jointly develop a process. Customisation will be our standard. We continue to work on interactive systems to proactively support our customers around the world. We have the people and the technology, allowing us to

promote process-oriented thinking in the department.’

### High-tech environment

Gossink has a wide international experience in the process industry. He worked, for example, for an equipment supplier in the food processing industry. ‘A high-tech environment, with critical end customers.’ He was also responsible for a manufacturing company in France for almost a decade. ‘We successfully developed new applications there along with customers. Ventilex has already been working on this and I will continue to develop it further. We support clients to be (and stay) ahead in the market. We aim to make Ventilex the standard within our specific segments of industrial drying.’



**SANDER WEEDA, NEW BUSINESS CONTROLLER:**

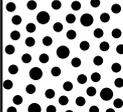
## ‘DELIVERING SUPPORT TO BUSINESS’

‘My goal is for our financial team to provide optimal support and service to Ventilex and our customers’, says Sander Weeda, the new Business Controller of Ventilex.

Weeda has a wide experience in project control, administration and setting up financial processes. ‘Managing the financial aspect of a project adequately, is vital. This creates clarity for all parties and the possibility to focus on an optimal process for the client. Because ultimately that is what is all about. Mutual trust, team spirit and responding proactively make Ventilex stands out from the crowd. The finance team will certainly contribute to this.’

# OUR DRYING SOLUTIONS AT A GLANCE

## MAIN MARKET



**MINERALS**



**CHEMICALS**



**FOOD**

## SUB MARKET

- Sand
- Mortar
- Salt

- Plastics
- Fertilizer

- Rice / Wheat
- Breadcrumbs
- Seeds
- Cereals
- Spices & herbs

- Gelatine

- Meat
- Confectionery

**Fluid bed dryers (including sterilizers & pasteurizers)**

**Belt dryers**

**Dehumidifiers**



### Fluid bed dryer

Ventilex fluid bed dryer is capable of drying (and cooling) powders and granulates. The sanitary design ensures that our installations meet the highest hygienic requirements in the industry. The fluid bed system has low energy consumption, no product loss and low maintenance costs. With our sterilizers and pasteurizers you add a drying process step after using steam to sterilize or pasteurize the product.



### Belt dryer

Belt dryer specifically designed and built for the gelatine industry. Ventilex is market leader in this segment, offering a unique, value-add product. We can deliver a custom made dryer, with optimum time/drying curves for each product and a continuous drying system. Our modular system is flexible and easy to ship and install.



### Dehumidifier

Ventilex DryGenic dehumidifiers excel in processing large volumes of air in a very energy-efficient manner, allowing companies to operate in a dry and pathogen-free process environment. Our dehumidifiers are absolutely precise in humidity and temperature control. They offer excellent performance, high efficiency, low running costs and ensure microbiological decontamination.



'We love coming to you', say the Service Technicians at Ventilex, here with the new and complete service vans.

## VENTILEX DELIVERS SERVICE

# 'PREVENTIVE MAINTENANCE PAYS FOR ITSELF'

Smooth running production. That is what our customers want and that is why Ventilex works with service contracts. 'By sorting out the maintenance up front, customers save time, money and energy', says Geert Damen, Customer Service Engineer.

'What's in it for me?' is often the first question from customers when we offer them a service contract', says Damen. A fair question, as the customer experience shows that preventive maintenance pays for itself. Ventilex customers can avoid unnecessary machine downtime, improve production and save energy costs. Customers also get a better understanding and can better predict their maintenance costs.'

### Remote monitoring

In 2017, Ventilex wants to roll the service contracts out further. 'Here remote monitoring provides even more added value', says Damen. 'This allows us to remotely monitor the machines and log data. Our process and service engineers can make a diagnosis remotely and propose corrective actions.'

### Bespoke contract

Ventilex offers bespoke service contracts. Damen: 'The basis is a package of preventive maintenance, help desk services and parts supply. In consultation with the customer we can extend this package modularly with for example remote monitoring and proactive process support. 'Would you also like service that ensures that your production process runs continuously? Ring or mail our Customer Service.



Geert Damen,  
Customer Service Engineer.

## Planned exhibitions

**International Spice Conference**  
Kovalam, Kerala, India  
12-14 February 2017

**Exposolidos, exhibition for technology and processing of solids**  
La Farga de l' Hospitalet, Barcelona, Spain  
14-16 February 2017

**Solids Dortmund**  
Messe Westfalenhallen, Dortmund Germany  
10-11 May 2017

**American Spice Trade Association**  
Hilton Austin, Texas, USA  
23-26 April 2017

**Expoquimia, international chemical exhibition**  
Barcelona, Spain  
2-6 October 2017



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