

# HOW WE SAVE 10-20% ON OPERATIONAL COSTS FOR OUR CUSTOMERS

- Ventilex is a world leader in the minerals market, with an installed base of over 1,000 machines
- Equipment price is usually considered as most relevant, though the operational costs are very important
- Regular service and technical advice are a must for production reliability and lower operational costs
- Ventilex offers solutions to reduce operational costs and unscheduled downtime by 10-20%
- Our team of service experts is ready to help



Established in 1965, Ventilex has since grown to become a global leader in drying and thermal treatment equipment. Our fluid bed dryers, sterilizers, belt dryers and air dehumidifiers serve customers in more than 80 countries.

Nearly 50% of our installations have been installed in the minerals market. We have deep experience in the thermal treatment of sands, salts and processed mineral products. Curious to know more? We will give you some successful examples below.

## Some success stories

- **CPI, UK:** 16 m<sup>2</sup> dryer, 50 T/hr (natural sand)
- **Saint Gobain, Estonia:** 11 m<sup>2</sup> dryer, 40 T/hr (silica sand)
- **Imerys, Belgium:** 15 m<sup>2</sup> dryer, 150 T/hr (kaolin)
- **CRH, USA:** 19 m<sup>2</sup> dryer, 100 T/hr (gravel)
- **ICL, Israel:** 22 m<sup>2</sup> dryer, 140 T/hr (calcium chloride)
- **Hanil, Korea:** 16 m<sup>2</sup> dryer, 130 T/hr (natural sand)

Our technological expertise includes drying of minerals according to custom designed thermodynamic profiles, covering the drying, cooling and calcination of mineral products.

In addition, we possess deep knowledge of energy-saving and heat-reusage techniques that help our customers reduce operational costs.

## Customers in the minerals market often face high operational costs and unplanned downtime

The mining, processing and treatment of minerals is typically a harsh environment. The equipment is exposed to strong, dynamic forces and the processing temperatures are high, accelerating wear and tear. Small optimizations of the operation could already result in significant cost-savings. Equipment operation is often not monitored (data log) to analyze improvement potential. This means that, in many cases, equipment is utilized below full potential.

# Reducing your operational costs with our service and technical advice

We provide a **total package**, consisting of:

- **Inspection:** regular inspection to identify possible maintenance needs to prevent unplanned downtime
- **Maintenance:** regular cleaning, refurbishing and replacement of critical equipment parts
- **Spare parts:** stock of critical spare parts on-site, ready to deploy in any case needed
- **Certification:** periodic burner inspection and safety regulation
- **Optimization:** quarterly operational improvement feedback based on equipment data (data log), leading to actions to optimize your operational settings
- **Training:** regular training of personnel to ensure optimal use of the equipment, based on usage data

**The impact? Saving 10-20% on your operational costs, opting for a problem-free operation and a long lifetime.**

Ventilex's professional service and advice package leads to tangible, direct savings on your operational costs, along with improvement in your operation's continuity and product quality:

- **Insights:** operational reports before periodic maintenance
- **Extended warranty:** you benefit from 24 months - instead of 12 months - warranty
- **Near zero downtime:** the typical 5-10% unscheduled downtime is reduced to nearly zero
- **Operational cost savings:** save 5-10% of OPEX
- **Stable quality:** predictable product quality based on fine-tuned operational settings



Are you struggling with your current installation or looking for a suitable solution to your drying needs? We welcome you to contact our experts:

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## Ready to get the most out of your drying equipment?

It's a **Ventilex**

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