

ESCM

EUROPEAN SUPPLY CHAIN MANAGEMENT

Impact of the recession

Patrick Furey highlights the impact the global recession is having on supply markets



Flexible integration

SOA gives critical market advantage. *Page 24*



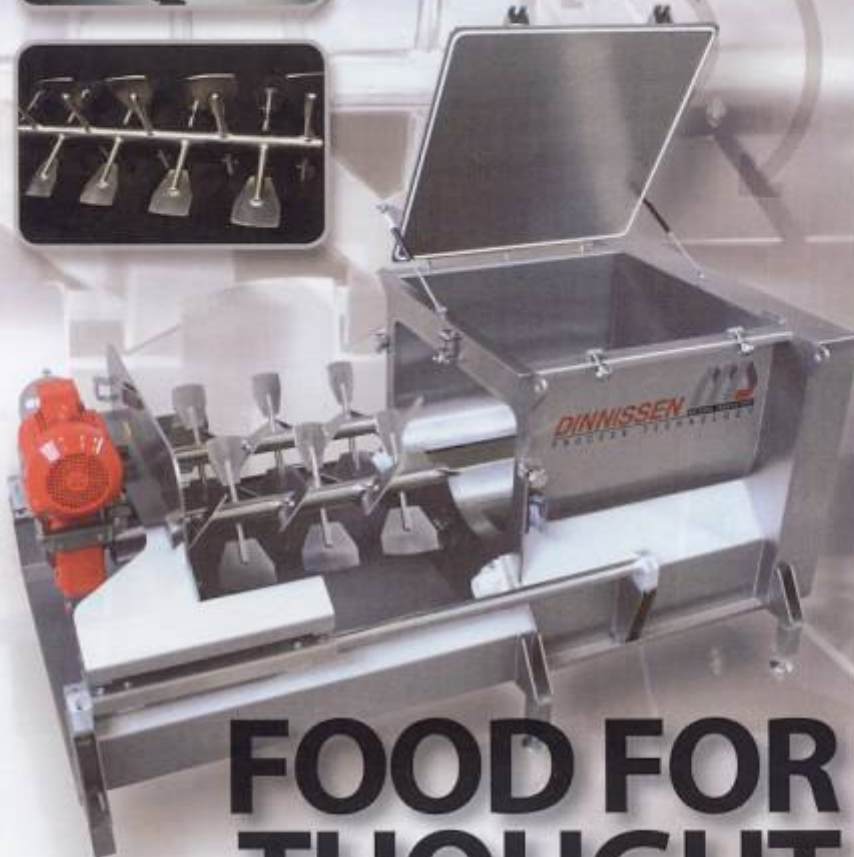
Improved productivity

Volvo halved its conference costs. *Page 28*



Right dosage

Stay ahead with the right strategies. *Page 30*



FOOD FOR THOUGHT

DINNISSEN
IS CURRENTLY
DEVELOPING A
COATING METHOD
FOR USE IN AN
ATMOSPHERIC
NITROGEN SYSTEM

Founded in 1948 as a machine specialist for the compound feed industry, Dinnissen has grown to deliver those in the chemical, pharmaceutical and foodstuff sectors with expert powder, particles and granule products and tailor-made solutions. The company's 125 highly skilled employees are specialists in the fields of testing, engineering, manufacturing and installation, adhering to the most stringent of hygiene standards. As a complete service provider, Dinnissen works with clients to analyse their needs, innovate and design their product, and test and develop it to achieve the highest quality. Hosting one of the largest product portfolio's in the industry, the organisation offers solutions for product intake, conveying and handling, feeding and weighing, mixing and processing, milling and grinding, spraying and sifting.

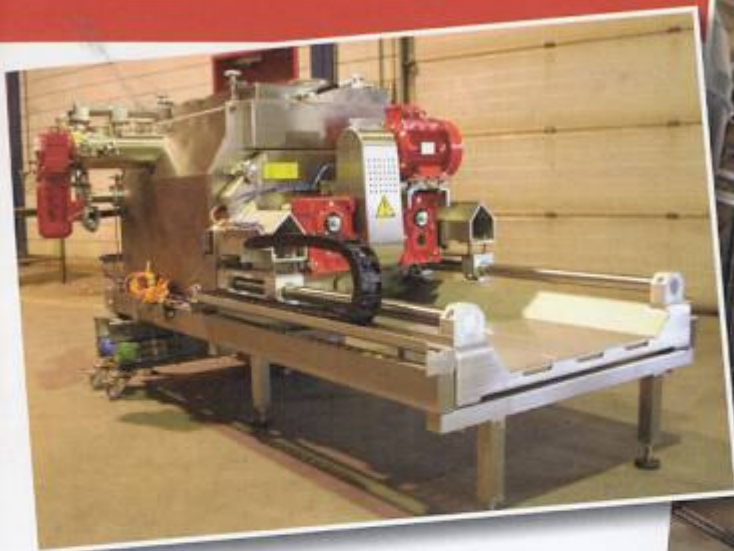
When European Supply Chain Management last spoke to Henri Michiels, technical director and commercial director at Dinnissen, the company had recently launched its new Pegasus Mixer. This mixer series is designed to dry powders, granules and flakes quickly and energy efficiently by dispersing the raw materials into the air while at the same time blowing warm air around the granules and particles to dry them.

Such capabilities mean the Pegasus Mixer is ideally suited to extend the shelf life and modify the moisture content and condition of a wide range of products such as flour, starch, spices, seeds and chemical products.

Henri highlights the latest developments: "We are busy developing a coating method for use in an atmospheric nitrogen system where melted butter, oils and fat are used to coat products such as wheat flour, whey powder and milk powder. The concept behind the development is to avoid the use of spray dryers which require a huge investment and take up a great deal of manufacturing space, and instead create a process that is economic, compact and uses less energy consumption. We see this application being used for milk replacers in human food as well as animal feed, soup products and infant milk formulas, reducing moisture from 40 per cent to less than 20. We are working with clients in Germany and Holland for the testing and design of these applications, and hope they will be ready for use in the market soon."

In addition, Dinnissen has been working closely with an American company based in Rotterdam, Holland for the end-of-line spraying of a sugar based syrup onto its breakfast cereals. The syrup liquid can be added either before the heating process or before the packaging machine. Along with the trends of the food industry, Dinnissen has developed to add probiotics to such products in order to make children's cereals healthier. Again the addition of probiotics can be made before the heating process or before packaging and is becoming an increasing demand across Europe for either healthier food options or special food products such as infant recipes. This process was developed by the company in response to the demands of the client, though Dinnissen has been applying the same technology to animal feed for some time.

The organisation is on a constant cycle of innovation, reacting to market demands to create the latest in processing technology whether it be for recycling plants, chemical and toxic materials, plastic additives or food stuffs. The capability to stay one step ahead of the industry is a key reason behind Dinnissen's survival of the economic situation, as Henri highlights: "At the moment we are not experiencing any problems with projects and our business is still on track. We have been working a lot in animal feed and human food, having close collaboration with companies like Nestle, Masterfood and Pepsico subsidiaries. Many companies are still investing in new systems for the production of healthy products, functional foods and new kinds of pet foods, while trends are moving towards premium and super premium quality products, providing us with



plenty of potential contracts for the foreseeable future – our 18 million euro turnover is stable."

The company prides itself on its ability to use tried and tested technology to transcend a range of market needs. For example, using its experience in producing animal feeds with increased probiotics and micro-components to create healthier food for human consumption. Last year Dinnissen was looking to the Middle Eastern countries and Russia for potential market growth. Due to the economic downturn, capital industry has dropped considerably though the food industry and logistic companies in these areas are still looking for new applications and investments. The drop in oil price has also had an impact on many companies'

ability to place orders, though investigations and quotes are still being made in this sector.

Henri believes Dinnissen's future is in the upgrading of new, higher quality, raw materials for animal feeds and the investment from food production companies into healthier, functional food products that require more innovative and technology-based systems. □

Dinnissen BV

www.dinnissen.nl

Employees 125

Products Powders, particles and granules

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