

transfer



Tossing Product with Your Tote?

Intermediate Bulk Containers (IBC) are often referred to as totes or plastic bins. Whatever name used, these containers have a variety of uses and are finding their way into food and beverage facilities at an increasing rate.

Many processors handle seasonal ingredients, while others have minor liquid ingredients that need to be stored and proportioned. Likewise, processors are finding that storing and/or transporting finished products in an IBC has practical and economical advantages.

While the value of using these mid-sized containers is beneficial, utilizing them in a clean, efficient and automated fashion is a primary concern.

"I lose money every time I leave ingredient in the bottom of that container."

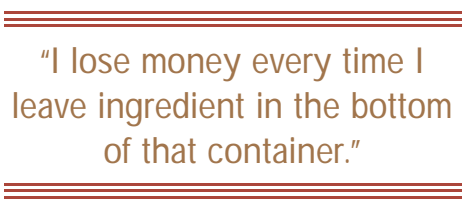
"On occasion, my containers run empty, and I end up losing product and production time."

"These IBC's are a mess. I have no place to put them, and they're a sanitation nightmare."

These are just a few of the concerns CSI has heard.

We saw the value, heard the concerns and designed a solution.

CSI's new **Tote Unloading System** is a single sanitary unit that allows for loading or unloading of IBC totes in a safe, sanitary and automated fashion.



"I lose money every time I leave ingredient in the bottom of that container."

Here's a common application:

A processor had three ingredients they received in IBC's and sometimes 55-gallon drums. They would hook up an air driven pump to the containers as needed. One of the operators was given the task of watching the level in the container and calling for it to be replaced when the level got low.

Several times in the past, they had run out of product, which caused a production delay. Because of this, they tended to change the container out well before it was empty, leaving as much as 15% of the ingredient in

the tote as waste. This was particularly a problem when they got drums rather than totes.

Their attempts to recover the product were messy, dangerous and ineffective. To compound the issue, there was really no space for the totes in production; so, they wound up making a mess in the warehouse from product drips and leaks.

Now, with the installation of CSI's **Tote Unloading System**, no one has to keep watch on the level. When the IBC is empty, a message comes on the operator interface. With the integral sanitary reservoir, production has enough time to request a change-out of the tote or drum without ever worrying about running out of product. Having the pump, reservoir and

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CSI's New Tote Unloading System

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Alfa Laval Launches New Heat Exchanger

Have you ever heard of the saying, “You’re known by the company you keep?” Simply put, reputation matters.

One reason CSI has partnered with Alfa Laval is because this is a company that is always looking for innovative and improved solutions; and, their latest product is just one more example of success. Alfa Laval’s new **FrontLine® 10 Automatic PHE** represents the latest in heat transfer technology.

At 6.67 square feet, the **Front 10** offers more heat transfer area per plate, which allows for increased throughput, higher heat recovery and lower pressure drops. The long, narrow plates and patented flow distribution area eliminate dead spots. The result is an extremely hygienic heat exchanger.

Tossing Product?

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flow meter under the tote stand saves floor space. And, as an immediate cost savings, the angled tote arrangement and reservoir allow for the entire content of the container to be used.

The quick, tool-free, take-apart design of all the product contact areas means that cleanup and sanitation are much easier, and the unit can even be included in the central CIP system.

The design of the CSI **Tote Unloading System** is a result of listening to our customers, putting our years of sanitary equipment design experience to work, and committing to refinement and efficiency in all our endeavors.

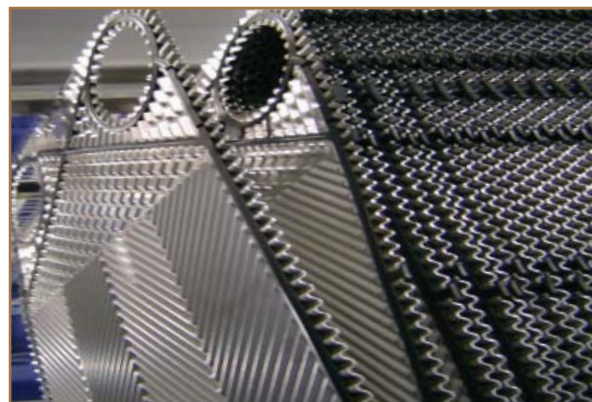
If you currently use IBC totes, plan to use them in the future, or are curious how you might benefit from an effective handling system, call **800.654.5635** and let us help. Or, for more information visit www.csidesigns.com/totesystem.php.

With a state-of-the-art, automatic opening and closing frame, you might think the assembly would be complicated. However, Alfa Laval’s innovation made a simple design possible.

If you’re familiar with the Front 15 frame, you’ll be pleased to hear that the **Front 10** is identical. Its one-of-a-kind automatic opening and closing function provides clean, quiet and reliable operation.

Features of the drive system include:

- Oil-free gears and timing belts for smooth, precise operation
- Variable speed electric motor
- Allen Bradley touch screen controller
- Programmable speed and stop position settings to optimize process conditions



- Fast open and close speeds
- Compact bolt removal area so free space requirement around unit is minimal
- Meets 3A and FDA requirements

If you’ve considered a new or automatic PHE opening and closing device Alfa Laval just made the decision an easy one. For more information, call one of our knowledgeable inside sales reps today at **800.654.5635**.

Actually, It’s More than Just Technical



Technically, **Bryan Downer** is a Technical Consultant for CSI; but actually, he does much more. Bryan received his B.S. in Mechanical Design from Missouri State University. His education provided the foundation for working on hands-on project execution and management.

In his first role at CSI, Bryan worked as a Project Engineering Manager for field services. He then became the Sr. Process Engineer, a role that took him to Japan for two months to work on a brewery.

When offered a General Manager position, Bryan left CSI for the opportunity to try something new. His GM position eventually led to a new position as the Director of Corporate Engineering.

Actually, each new job description was more than just a title, but an opportunity

to learn valuable knowledge of customers’ operating challenges and concerns.

Now back at CSI, Bryan is putting his extensive customer experience to good use. As a Technical Consultant, his primary job is to help customers; but, that’s not all. Along with a sales role, he also works in engineering to find valuable solutions, develop new products and train his peers.

Bryan’s customer base includes food, dairy and beverage customers, and he’s available to discuss CIP, water/waste reduction, new process implementation, mixproof valves, or your need for an improved tank cleaning design.

Spare time is sparse, but Bryan likes to spend it with his wife and daughter. He also enjoys swinging a golf club, cycling and restoring old cars. Give Bryan a call at **800.654.5635, extension 131**. You might actually find that this Technical Consultant has the experience to help you.

What's Your Pump Preference?

Are you frustrated with your centrifugal pump's inefficiency?

Would you like to reduce pump power consumption?

Is your current pump not performing at the level you need?

If "Yes" was the answer to any of those questions, CSI can help.

Finding the best product to meet a customer's requirement is our top priority at CSI, and that includes identifying the centrifugal

pump that meets your specific need. To help you choose the right pump, we have compiled an extensive amount of performance data that compares Fristam's FPX pump to Alfa Laval's LKH series pump.

The pump performance curves were obtained from each manufacturer and the data was compiled into one easy-to-read document. The convenient, side-by-side comparison allows you to easily look over the data for each pump and decide which



one best suits your requirement. The document can be downloaded from our website at www.csidesigns.com/LKH-FPX.pdf.

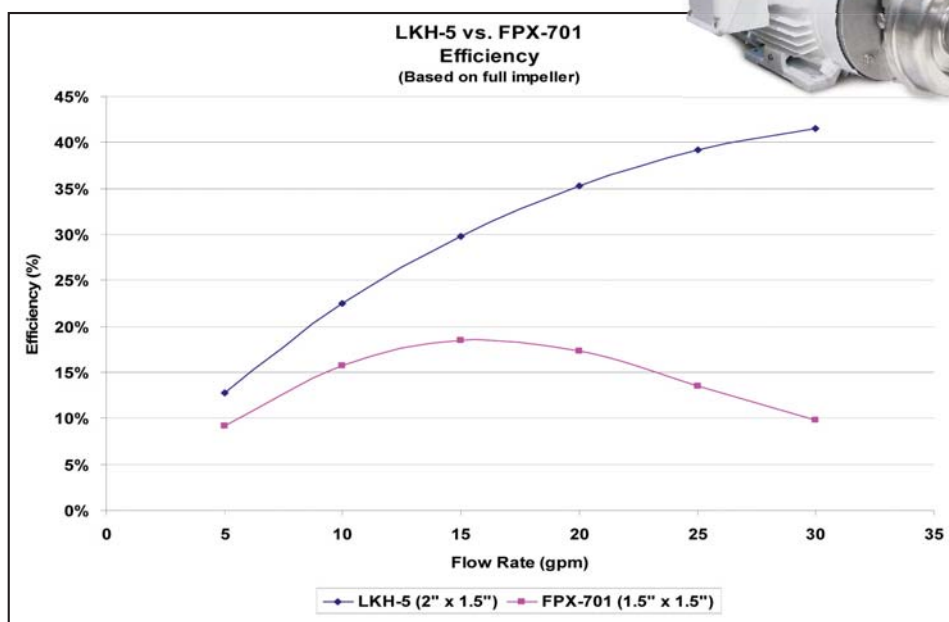
Inside, you'll find individual comparison curves in four categories: **performance**, **power**, **efficiency**, and **NPSHr**. Simply choose the characteristic that is most important to you, and view the comparison. For example, many processors are interested in reducing pump power consumption. If that is a concern for you, you can compare the power portion of the curves.

Or, if efficiency is your top priority, you can reference that comparison as well. The chart on the left shows an example of what you'll find. In this situation, the LKH-5 is more efficient than the FPX-701 at each flow rate.

This pump comparison guide is a convenient tool to quickly and accurately find the best centrifugal pump for your application. Whether you have a new application, or are looking for an upgrade or replacement for your Fristam pump, this guide will help.

Download your PDF today by visiting www.csidesigns.com/LKH-FPX.pdf.

For more information on pumps and selecting the right model for you, contact CSI's pump specialist Dale Chambers at **800.654.5635, extension 165**.



Liz Braden Brings Education & Experience to CSI



CSI's newest Technical Service Representative, Liz Braden, brings manufacturing experience from Illinois where she worked as a Manufacturing Engineer.

Liz received her Bachelor's in Engineering Management from the Missouri University of Science and Technology. When she decided to return to Missouri, she accepted a position with a food processor as a Process Engineering Resource where she worked to help improve the plant's processes.

Liz's experience, education and enjoyment of interacting with others make her a valuable asset to CSI and CSI's customers. She is quite familiar with products that processors need, and her background gives her insight into understanding customers' needs and finding solutions to their problems.

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Away from CSI, you're likely to find Liz outdoors camping or canoeing with her husband. She also enjoys reading and watching movies. If you have a question about a product or its application, call Liz at **800.654.5635, extension 174**.

Boston ISPE Product Show

Join us for the biggest, one-day gathering of biotechnology and pharmaceutical professionals in the Northeast.

The **2009 Boston ISPE Product Show** will be Wednesday, October 7, 2009 at the Gillette Stadium Clubhouse in Foxboro, MA. The show has over 250 exhibitors and nearly 2,000 attendees.

Visit CSI's booth to see our latest offerings. For more information, visit www.csidesigns.com/news.php.



Boston Area Chapter

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Central States Industrial
2700 N. Partnership Blvd., Springfield, MO 65803
800.654.5635 • www.csidesigns.com

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The Transfer Is Transferring to Digital

With Blackberries, iPhones and the Internet, information is not only at our fingertips, but also easily accessible and transportable.

However, even in this “digital age”, most businesses still consume enormous amounts of paper, which is typically used once then trashed or recycled. Recycling is a smart and conscious effort; however, another option is to simply go paperless.

That is why CSI will offer the **Transfer** in a new digital version. The newsletter will be sent via html e-mail direct to your inbox. Whether you’re in the office or on the road,



you’ll have your copy of the **Transfer** ready and waiting. Excerpts from each article will display in the e-mail with links to read each full article on-line. If there’s a particular article you’re interested in, you can easily print it from our website.

Of course, if you prefer the **Transfer** on crisp, shiny paper you can choose to continue receiving the tangible version instead of—or in addition to—the digital version.

To subscribe to the new digital version of the **Transfer**, or to continue receiving the **Transfer** by mail, go to www.csidesigns.com/transfer.php. Follow the link to “Manage My Subscription,” or simply call us at **800.654.5635**.

What Happens in Vegas



Do you have plans to attend Process Expo in Las Vegas? If you do, add CSI to your list of must-see exhibits.

Visit CSI’s booth, **#6832**, to see our latest innovation, the **Tote Unloading System**. We will also display **Pipetite**, the self-sealing wall boot, in addition to our lines of **sanitary hose**. Our knowledgeable staff will be on-hand to answer your product or process questions.

Process Expo will be at the Las Vegas Convention Center, **Monday, October 5 to Wednesday, October 7**. For more information about the show, or to register, visit www.csidesigns.com.