

# transfer



## Planning Saves Facility from Unplanned Expenses

It takes a lot of planning, questioning and listening for a new expansion, and that process produces valuable information.

During a recent design review for a new facility expansion, CSI's engineers discovered that the existing CIP system was actually threatening the customer's plans for increased production and revenue.

**The Problem:** The system was creating so much waste that the upgrade to handle the additional waste created by increased production was basically going to be cost prohibitive.

However, that wasn't all CSI discovered. Residual product was being left in the process lines prior to the initial cleaning flush. Although the residual product was still sellable, it was instead being flushed to the drain.

**The Consequence:** The customer was paying for water to flush good product to the drain, then paying again to have it processed as waste.

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With the improved product recovery system, the upgraded CIP system and the change in spraying devices, the customer saw significant savings

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Further inquiries also discovered inappropriate time settings for CIP, incorrect flow rates and inefficient spray devices—all of which contributed to considerable water usage and increased waste costs.

**The Solution:** CSI redesigned several product lines to accommodate product recovery systems that are more effective than an air blow-down and maintain product integrity.

The basic product recovery system consists of a launching device, a projectile, and a catching device. The system uses a projectile molded from food grade elastomers to evacuate the lines of product. There are sanitary valves available that can be used in

conjunction with these systems. In more advanced forms, the system can be automated to return the projectile without human interaction. These systems can be equipped with sensors to detect presence or control speed, and can be easily cleaned.

In order to further increase efficiency, the customer also had CSI design a modular CIP system to meet both their current needs and also future expectations.

Next, CSI took a look at the tank spraying devices. The existing static devices required a great deal of flow and did not operate well when the flow and pressure were not within a narrow range. As a result, the current flow was too high, the spray devices were not working properly, and more time was required to adequately clean the tanks. To alleviate the problem, static spray devices were replaced with higher efficiency, dynamic spray devices.

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# CSI Valve Service & Repair Program a Real Value

CSI's experience in valve applications distinguishes us as the go-to source for new valve sales. Likewise, we are well known as a leading distributor of Alfa Laval and Tri-Clover valves. However, did you know that CSI could also apply our years of experience to repairing and servicing your existing valves?



As a Factory Authorized Service and Repair Center, CSI can

keep your Alfa Laval and Tri-Clover valves running smoothly.

**Did you know that CSI could also apply our years of experience to repairing and servicing your valves?**

Over the typical service life of a valve, a number of things can adversely affect its performance or even make it unsafe for use in your

process. Countless actuation cycles will eventually wear out elastomers and packing, potentially causing leaks and lost product. Years of thermal expansion and contraction can fatigue metal parts.

Harsh environments and contaminated air supplies can cause corrosion and limit

the full stroking capacity of the valve. Even under the best operating conditions, accidents still happen and an otherwise functional valve can be dropped or damaged to the point that it must be taken out of service.

For these costly situations—and many more—CSI has the service and repair solution that will get your valves up and running in a time and budget conscious manner.

When our technical staff arrives, a complete evaluation will be performed on each valve in order to properly determine the specific service or repair that is needed. Following this evaluation, a complete and detailed quotation is provided for your approval before any work is performed. Once the work is complete, the valve is tested, packed and shipped to you—ready to be put back into service.

From service kit installation to complete overhauls, CSI's valve service and repair program has the right plan for your valve service needs. For more information, call one of our inside sales representatives at **800.654.5635**.



## Planning Saves Facility from Unplanned Expenses *continued*



Rotating at a 360 degree spray pattern, the dynamic spray devices require much less flow and allow for direct spray impingement of the entire tank surface.

**The Benefits:** A much lower cleaning time; significantly less water and energy used; a decrease in flush and rinse water; heat energy decreased; and, cycle times reduced.

Additionally, with the improved product recovery system, the upgraded CIP system and the change in spraying devices, the customer saw significant savings in six areas:

- Recovery of usable product that had previously been going down the drain
- Reduction of biological oxygen demand and cost to process waste
- Significant reduction in water usage
- Boiler load reduced due to less steam required for shorter CIP cycles
- Higher efficiency of properly sized pumps reduced overall kilowatt hours
- CIP time significantly reduced allowing for more hours of production and lower sanitation costs

Overall, CSI was able to assess the situation and provide a timely solution that worked for the both the present needs and future productions.

Each facility is different with varying demands and requirements. So whether you need to reduce costs or product loss, have a desire to improve sanitation, have environmental concerns, or just want to see if there is a better, more efficient method, take a closer look at the innovative solutions from CSI. Perhaps planning with CSI can also save your facility from unplanned expenses.



# A New Solution to an Old Problem



In a food processing facility, it is inevitable that some pipes must run through a wall or ceiling. While manufacturing processes have become more stringent and

sanitary, piping penetration standards are often an afterthought.

For decades the method to make a tube or pipe penetration consisted of simply drilling a hole and running the pipe through the wall.

Then, the most common “solution” has been to use either foam or calk to plug the hole, plus a stainless steel escutcheon plate sealed to the wall with silicone caulking.

However, this “solution” is only temporary. The tubing will experience movement—vibrations or thermal expansion and contraction—and the plate will break loose from the wall. The result is an exposed hole—which is not only unsightly—but can lead to more serious issues: the inside of the wall is no longer sanitary, but becomes a breeding ground for bacteria.

In addition to causing a sanitation concern, this problem also drains the time and resources of a plant’s maintenance department. The common, temporary fix is to add more calking and reattach the plate to the wall. With this pseudo fix, you’re guaranteed to face the same problem.

Sealing wall penetrations is an issue that many processors have learned to live with, simply because it’s the way things

have been done for years. However, with today’s ever-increasing sanitation standards, maintaining a sterile processing environment is essential to insuring food safety.

A new solution to an old problem was needed, and with the introduction of Pipetite, there is a fix that fits.

Pipetite is a flexible escutcheon that stays permanently installed. With Pipetite, penetration standards, sanitation and exposed holes are issues of the past. The silicone Pipetite boot comes in a variety of sizes and styles, including Pipetite Standard for new construction and a retrofit version called ReBoot. The split-designed ReBoot is ideal for piping that is already installed.

Whether you are sealing new wall penetrations, or updating a 50 year-old plant, Pipetite is a new, simple and cost-effective solution to an old problem.

To learn more about Pipetite products, call Christian Landsperger at **800.654.5635 ext. 113** or visit [www.pipetite.us](http://www.pipetite.us).



Left: Pipetite ReBoot

Below: Pipetite Standard Installed

## Upcoming Events

Visit CSI’s booth at these events:

### IAFP 96th Annual Meeting July 12-15, 2009

Gaylord Texan Resort and Convention Center  
1501 Gaylord Trail  
Grapevine, Texas 76051



### ISPE-San Diego Chapter Vendor Night August 13, 2009

Hilton La Jolla Torrey Pines  
10950 North Torrey Pines Road  
La Jolla, California 92037



### Process Expo Las Vegas, Booth #6832 October 5-7, 2009

Las Vegas Convention Center  
3150 Paradise Road  
Las Vegas, Nevada 89109  
(Co-located with Pack Expo and CPP Expo)



### ISPE Boston Area Chapter 18th Annual Product Show October 7, 2009

Gillette Stadium Clubhouse  
One Patriot Place  
Foxborough, Massachusetts 02035



For more information about CSI’s upcoming events, visit our website at [www.csidesigns.com/news.php](http://www.csidesigns.com/news.php).



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## New Role, New Responsibility



Whether you need equipment quoted, an order processed, or a problem solved, Laura Williamson is your go-to Inside Sales Representative.

When she first came to CSI, Laura took care of resellers, primarily in the Midwest region with a focus on the Alfa Laval product line. A year later, she transitioned into servicing mechanical contractors and biopharmaceutical customers also in the Midwest.

More recently, Laura has taken on a new customer base, which includes biopharmaceutical and food processing

customers and mechanical contractors in the Southeast region and California.

While the services she offers have not changed—quoting equipment, processing orders and assisting with customers' issues and questions—the needs of the customer groups have changed. In order to service these customers effectively, Laura has learned about a variety of different product lines and applications, including ITT diaphragm valves, Ace hose, and biopharmaceutical fittings. With this knowledge, she offers expertise on a wide range of products to a variety of customers.

Another change for Laura is her added

responsibility for exports. Coordinating international shipments has provided a whole new challenge for her. She is committed to CSI's worldwide customers, ensuring their orders and quotes are handled smoothly and professionally.

When she's not working feverishly at CSI, Laura enjoys spending time with her husband, their four dogs and two cats. She is also training to run a marathon in the fall.

When you need a piece of equipment to serve a specific need, put Laura's diverse product knowledge to work for you. Give her a call at **800.654.5635 extension 103**.