

# SUCCESS STORY

## Gelatine

**€90K REVENUE INCREASE  
JUST IN ONE YEAR**

**How Company X\* increased its yield exponentially just in the first year with TEWS**

### **CHALLENGES:**

The two biggest challenges that Company X was facing were:

1. To decrease their rising energy costs.
2. To refill their raw materials. It was quite difficult for them to access the skins and tendons firsthand due to high competition.

### **BACKGROUND:**

Company X has been in the market for 30+ years. Their usual yield has been around 5 thousand tons a year with 11% moisture in order to conform to the legal requirement of a maximum of 12% moisture. In 2020 they decided to invest in TEWS technology and start a test period of a year in order to tackle their challenges.

## USE CASE:

By implementing TEWS sensor after their dryer they managed to increase their moisture level from 11% to 11.2% (0.2% increase) which kept them below the legal amount but maximized their volume.

## RESULT:

With just increasing 0.2% moisture they managed to:

- Decrease their need for raw material by compensating with moisture.
- Saved time with inline measurement which increased their productivity by 2%.
- Saved 32 liters of oil for drying.

**THE MONETARY IMPACT OF  
COMPANY X'S INVESTMENT IN TEWS  
TECHNOLOGY WAS € 90K BY THE  
END OF THE FIRST YEAR.**

<b>€50K</b>	<b>+1KT</b>	<b>+2%</b>	<b>€ 90K</b>
<b>INVESTMENTS</b>	<b>YIELD</b>	<b>PRODUCTION</b>	<b>EARNINGS</b>

\*TEWS technology is often considered as a competitive advantage and therefore, we are not at liberty to reveal the real name of the related parties.