



Ventilex and TEWS – two market leaders combine their strengths to achieve the best possible results in high performance moisture measurement in the food industry

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- Strategic partnership between two market leaders
- Two partners – one goal: continuously improving the customers' production processes
- Precise moisture control with accuracy of up to +/- 0.5%

Ventilex, a world leading company in drying and thermal treatment solutions, has a market share of around two thirds in the premium gelatin market. TEWS, market leader in industrial moisture and density measurement based on microwave technology, will support Ventilex with the development of the automatic control of their dryer based on the readings of the moisture sensor.

The aim of this strategic partnership is to further improve Ventilex drying solutions to a closed loop control solution. Mr. André Tews, MD and owner of TEWS explains: "Technically, the TEWS moisture sensor will be installed in the buffer silo after grinding and the pneumatic transport. This leads to a very precise control with an accuracy of +/- 0.5% as well as to further predictions about future measurements."

The combination of the two unique technologies allows for:

- Improving yield
- Saving energy through precise dryer control
- Enhancing productivity
- Increasing product quality

Controlling the moisture content of the finished product accurately, allows for additional revenues or savings. These lead to an amortization of less than one year. Mr. Edu van den Broek, Manager International Sales at Ventilex states: "This becomes even more attractive with the current market shift; from the cheap gelatin to collagen peptides with high margins: Producing collagen peptide is a delicate and peculiar process to master. It's crucial to have a moisture measurement technology for the drying process, in order to achieve the highest quality."

As of today, this technology is available for the industry. Ventilex and TEWS are already teaming up in a customer project for gelatin drying. That is the starting point of their shared success and there will be more to come!

Ventilex' history goes back a long time. In 1965, the first factory was opened in Heerde, the Netherlands. Ventilex has since grown into a global industry leader, providing smart and effective drying solutions all over the world. In 2001 Ventilex expanded to the USA by opening a Sales & Service office in Cincinnati.



TEWS

TEWS is the world market leader in the field of industrial microwave moisture and density measurement. With its headquarters in Hamburg, Germany, a US- subsidiary, and a service center for the Asian market TEWS develops, manufactures and distributes unique solutions for customers around the world. TEWS is a family owned company supplying end customers as well as mechanical engineering operations for 50 years in the areas of food & feed, pharmaceutical, chemical and wood industries.

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