



Prepared Food Update

Autumn 2008

Welcome to the Autumn 08 issue of the Tetra Pak Prepared Food Update. Having an autumn issue suggests the present season was preceded by summer. Well, I can confirm I saw the sun on three days. By James Clarke.

We have received quite a lot of feedback on the last issue; the key point from your comments has been that many of you were not aware of the full range of Tetra Pak products. Basically, we cover any edible fluid including milk, cheese, ice cream, beverages, soups, and sauces. Not only do we supply capital equipment but also offer from our sister company the full range of Alfa Laval fluid handling components. Following on from your comments and requests, this issue will cover:

- Don't replace your plate heat exchanger yet.
- Technical sales and service: meet the staff
- Mike Slattery retires

Tetra Pak solutions for your Industry.

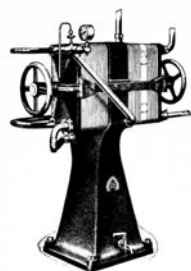
- Continuous aseptic processing units (Tetra Therm)
- Batch processing (Tetra Albatch)
- Component mixing (Almix)
- Homogenisers (Tetra Alex)
- Tubular heat exchangers (Tetra Spiroflo)
- Plate heat exchangers (Tetra Flex)
- Scraped surface heat exchangers (Contherm)

- Evaporators (Convap)
- CIP solutions (Alcip)

All this is on top of core equipment for the ice cream, dairy, cheese, beverage, and powder industries.

Where to see Tetra Pak: **Exhibition News.**

ICA 08: Ice Cream Alliance Exhibition at Harrogate, 4-6 November 08.
Anuga FoodTec 2009 Cologne Germany 10-13 March 09.



Old Plate Pack

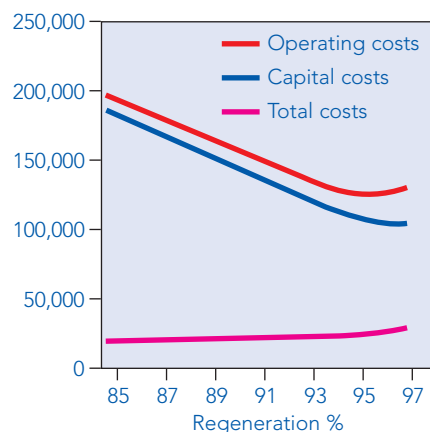
Is it time to upgrade your PHE? By Theresa Faley

Albert Dracke patented a plate process in 1878 where one liquid cooled another; in 1923 the Plate Heat Exchanger (PHE) as we now know it was developed by Dr Richard Seligman. There have only been a few changes in the original design/concept since. The base concept of interchangeable plates with counter current flow still provides one of the most efficient heat transfer mechanisms and thanks to modern techniques and materials, a greater thermal efficiency can now be achieved, with effective temperature differences as low as 1°C between media and product.

As energy costs rise, it really is time to look at your old plate packs and see if

they are costing you money. With the development of computerized fluid and heat transfer modeling over the past decade, the already excellent PHE concept has been refined.

Tetra Pak has developed a tool to evaluate the optimum level of heat regeneration for each individual customer.



We can use our tool to evaluate the optimum heat recovery for you. The example above shows comparisons of new heat exchangers, but it is also possible to rebuild your existing units.

For an existing process we can assess the current heat recovery possible, and the optimum to give a balance of energy savings versus capital costs. Then the choice is yours.

With modern plates and computer aided design a quick and accurate assessment can be made of the equipment that will give you yearly cost savings and rapid payback of the investment needed to bring your plant up-to-date.

Though most people in the prepared food industry will not need a plate pack capable of 20,000 l/hr, the development - and more importantly the cost savings - are relevant, whatever the pack size or even brazed unit you are using.

Please note that in the example shown, costs are for comparison purposes only.

New Sales	Operating parameters			Result		
	Input data	Optimum	Heat recovery %	Operating costs	Capital costs	Total costs
Flow kg/h	20,000	20,000	85	181,480	13,407	194,887
Inlet temperature °C	5	5	90	138,726	14,463	153,188
Pasteurization temperature °C	75	75	92	122,642	15,331	137,973
Outlet temperature °C	5	5	94	108,191	16,948	125,139
Heat recovery %	90	95.75	95	102,348	18,423	120,771
Preheating temperature °C	68.0	72.0	96	98,674	21,018	119,692
Precooling temperature °C	12.0	8.0	96.5	98,487	23,228	121,715

Comparison between 92% and 90% heat recovery

Yearly operating cost savings	16,083
Investment increase	6,702
Pay back time months	5

Comparison between 94% and 90% heat recovery

Yearly operating cost savings	30,535
Investment increase	19,187
Pay back time months	8

Comparison between 95.75% and 90% heat recovery

Yearly operating cost savings	39,448
Investment increase	44,308
Pay back time months	13

It's all change in Technical Sales and Service

As many of you in Ireland will already know, Mike Slattery, head of Technical Sales & Service in Ireland, is retiring this summer after 33 years with the company. Though we would love him to stay, his retirement plans are calling out to him.

- Mike started in 1975 with Alfa Laval in Limerick, as Spare Parts Supervisor.
- During a major re-organization of the company in 1985, Mike relocated

to Alfa Laval Dublin, which is where he still is.

- When Alfa Laval joined Tetra Pak in 1993, so did Mike.
- As Tetra Pak has expanded in Ireland, the company has moved eight times, and Mike has moved with them, from scenic & ever improving views of Dublin Bay to ultra modern offices at Tuansgate in Tallaght.

Tetra Pak wishes Mike a good and long retirement, he has earned it!

Technical Sales and Service

With Mike retiring in Ireland we had two choices: try to replace 33 years of experience and knowledge in Ireland, or utilise the large team based in the UK.

Technical Sales and Service

About the TS & S Team

The Sales Support Team provides direct customer support for the supply of spare parts and plant components across the UK and Ireland. At present, orders and enquiries can be handled via phone, fax and email, with next day supply to 95% of our customer for orders placed before 3pm, from a catalogue of millions of parts. Orders can be placed 24 hours per day, seven days a week, including bank holidays, with the support team available 8am to 6pm Monday to Friday.

We are currently rolling out "E-Business", which is an internet-based spares ordering and tracking solution in the UK. This will be made available for customers in Ireland in early 2009.

Site Support is in the form of Tetra Pak Account Managers:

John McGahey
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+353 (0)872 570286

John Alexander
UK South
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David Bushell
UK North
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James Clarke
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Account Managers provide customers with regular contact, and are able to offer advice and quotations covering Tetra PlantCare Service Agreements, plant upgrades and machine repairs.

Support by 30+ Field Service Engineers in UK & Ireland is also provided, ensuring that the various works undertaken is correctly collated and managed.

Sales Support Team

Sales Support Manager

Darren Cleary
Spare Parts Supply
Keith Webb and Claire Parsons
Plant Component Supply (Valves, Pumps & Instruments)
John Blackmore
Service Administration
Hemma Chamillall
Tetra PlantCare, Upgrades & Repairs
Gregg Prior, Paul Jordan, Richard Royce

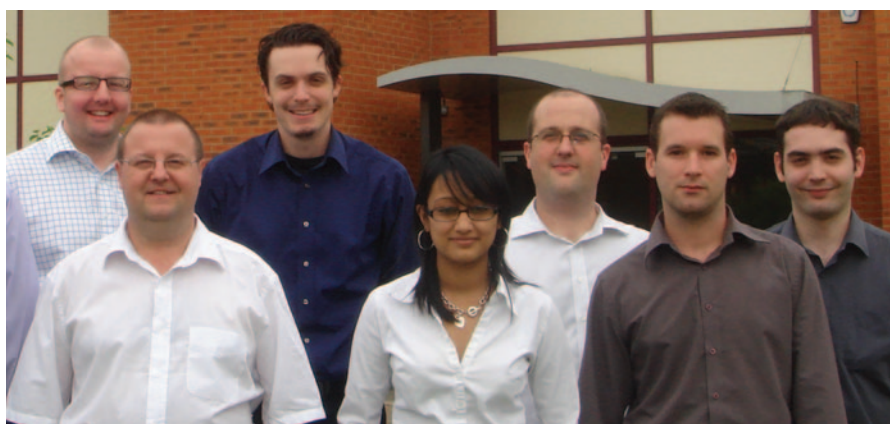
Contact Details

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Service Telephone
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T.S. & S. Fax
+44 870 442 6401

Email
technicalsales.uk@tetrapak.com



The Sales Support Team, from left to right – Gregg Prior, Keith Webb, Richard Royce, Hemma Chamillall, Darren Cleary, John Blackmore, Paul Jordan.

Next Issue:

Contherm Core: a new and exciting range of budget Scraped Surface Heat Exchangers (SSHE).

For more information on Tetra Pak equipment, Prepared Foods enquires or anything in the Update please contact:

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Albatch Update

In the last issue we discussed the Albatch food processing unit. This is a perfect unit to move a company from manual batch production to a more automated, semi-continuous system. Following a successful promotion last year, Tetra Pak has now extended the range to 300L, 600L and 2500L capacities and is developing a much awaited 1800L version.

