

## How Innovation Facilitates Operational Excellence

An international seed producer from Germany was pursuing a solution to considerably increase his gravity cleaner results. Insufficient product quality and imprecise separation are typical results of conventional gravity separation technologies. This sometimes leads to the downgrade from seed to consumer quality, big seed losses as well as the risk of non-certification.

### Challenge

#### Increased productivity and quality requirements

Gravity Cleaning is a key step in the cleaning process to separate undesired light matter. The conventional gravity sorter in use has been generating a middle-fraction, requiring a reprocessing with still too much valuable good product in the reject. Quality and high production efficiencies have become non-negotiables needs.

### Operational Ease

Skilled labour, effective and continued knowledge transfer, transparency and objective criteria have always been critical to assure a well run operation and quality results. As these resources have become increasingly hard to assure, innovative solutions are needed. This should secure an easy setup and regulation control with the possibility to save settings and data of the operational process. Efficient maintenance as well as an easy cleaning process should be a must.

### BUSINESS AREA

International seed producer

### LOCATION

Germany

### CROP

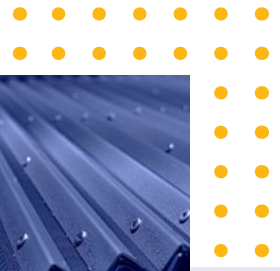
Wheat and Cereal Varieties

### CAPACITY

10 t/h

### BUSINESS GOALS

- Increase seed cleaning efficiency and seed quality
- Reduce loss of good product
- Increment revenue through quality improvements
- Facilitated machine setup and operational ease



### Solution

Innovative design in combination with a solid standard technology is what represents the entire PETKUS G-Series line.

One of the core-improvements: the last third of the table surface has been modified with a new table lining, designed as a zig-zag shaped ribbed construction, increasing the lifting force and airflow to sort the heavy goods more precisely from the light.

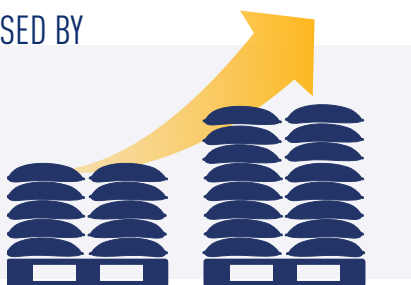
### Results

#### 01

The proportion of certified seed increased by 18% with the PETKUS G mid-ex vs. the standard table with identical input due to a more precise separation of light and heavy fractions.

PROPORTION OF CERTIFIED SEED INCREASED BY

18%



**„THE INVESTMENT WAS THE RIGHT DECISION. WE ACHIEVED AN UNEXPECTEDLY FAST ROI.“**

- Production Manager

#### 02

The sales increased by approx. 80 € per ton of sorted product and revenues were very superior. The payback period of the investment has been reached in one year based on a yearly capacity of 2000 MT of wheat.<sup>1</sup>

€ PAYBACK PERIOD  
**1 YEAR**

<sup>1</sup> Assuming the heavy fraction at the average price for wheat seed and the light fraction valued at the average MATIF price for commodity product.

#### 03

The G mid-ex sorted with a purity level of 99.3% in the heavy fraction. The percentage of light product in the heavy fraction (good product) was with 0.7 % almost negligible.

