

SUCCESS STORY

Gelatin

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

How Gelatin customer increased its yield exponentially just in the first year with TEWS

CHALLENGES:

The two biggest challenges that Gelatin Customer 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:

Our Customer 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 THIS INVESTMENT
IN TEWS TECHNOLOGY WAS € 90K
BY THE END OF THE FIRST YEAR.**

€50K
INVESTMENTS

+1KT
YIELD

+2%
PRODUCTION

€ 90K
EARNINGS

*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.