

Tetra Pak strengthens competence in membrane filtration

In the past two years Tetra Pak has acquired DSS Silkeborg A/S and Filtration Engineering Company Inc. By integrating the European and American market leaders in membrane filtration for the milk and cheese industry Tetra Pak has considerably strengthened its range of products and services in this area.

To find out how the integration is progressing and what Tetra Pak can offer to the dairy industry with respect to membrane filtration today, we talked to Hermann Nortmann, Director Sales Mid Europe of Tetra Pak Processing GmbH, and Lothar Beck, Sales Manager at DSS Silkeborg A/S.

dmz: Mr. Nortmann, what were the reasons for Tetra Pak to purchase the filtration companies DSS and Filtration Engineering?

H. Nortmann: With respect to the increasing competitive pressure in the dairy industry, membrane filtration technologies are becoming more and more important. They offer milk producers the potential to add value while contributing to significant savings in operating costs, for example by reducing product losses and the consumption of energy and water. Furthermore, the

subject of "improving the environmental performance" is becoming increasingly important for many producers.

We see a growing need for membrane filtration technology and know-how. Through the acquisition of DSS and Filtration Engineering Tetra Pak have significantly strengthened its competence in the membrane filtration field and gained access to a considerably bigger market. We can now ensure global coverage for this technology and our services. Both local and global customers will benefit from this.

dmz: Mr Beck, from DSS' point of view: How did you benefit from the merger with Tetra Pak?

L. Beck: The core competence of DSS is the design and delivery of membrane filtration systems, both as stand-alone plants and

complete membrane filtration lines. With the integration into Tetra Pak we now get access to larger, more complex projects in which membrane filtration is part of an overall solution. This gives us a much bigger market potential and in the past 1½ years we have already won several projects for complete line solutions for milk and whey powder. In addition to all of this, we can now offer customers the complete membrane filtration portfolio as DSS did not have ceramic filter units in the product range until joining Tetra Pak.

dmz: As a result of the acquisitions I suppose the organisational structure needed to be revised. For example, where does the research and development for membrane filtration take place now?

L. Beck: The Tetra Pak competence centre for membrane filtration technologies is now combined at the DSS site in Silkeborg. The research and development and the main application knowledge for the membrane filtration is located there. In total, the Tetra Pak membrane filtration group now consists of more than 135 membrane filtration specialists and engineers with mechanical, chemical, food and dairy background. These experts are available to our customers for service and support, both for process optimisation as well as the design of new plants - either directly through DSS or by Tetra Pak Processing. The global presence of the Tetra Pak organisation with its strong local engineering teams is a good platform to provide our strong membrane filtration competence, our plant solutions as well as fast and reliable local service to our customers.



Hermann Nortmann, Director Sales mid Europe the Tetra Pak Processing GmbH, and Lothar Beck, Sales Manager at DSS Silkeborg A/S (f.l.).
Fotos: Tetra Pak

dmz: And how are you organized in sales?

H. Nortmann: For our customers the contacts remain the same. They can contact either their well-known sales engineers from Tetra Pak Processing or DSS directly. After 1½ years, we have noticed the cooperation between DSS and Tetra Pak Processing works very well, both external and internal. Where necessary, we have succeeded to join forces to provide the competence required for the success of our customers.

dmz: Mr Beck, what range of products and services do you cover today?

L. Beck: The combined knowledge of Tetra Pak Processing, DSS and Filtration Engineering has substantially strengthened us and we can competently offer a comprehensive product range in membrane filtration covering e.g. very powerful solutions for milk products such as yoghurt, Greek yoghurt, quark, Skyr, cream cheese and

Tetra Pak offers a comprehensive membrane filtration portfolio from simple stand-alone systems to the tailor-made line solutions and complete production plants with integrated membrane filtration systems.

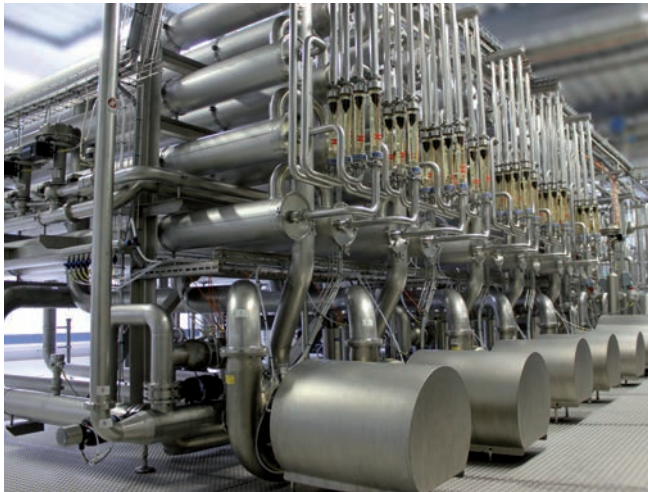


milk with extended shelf life (ESL). We also supply equipment for the production of baby food and their components, such as milk protein concentrate, milk protein isolate, milk casein concentrate, whey protein concentrate and whey protein isolate. In cheese applications the product supply ranges from protein and casein standardisation to feta production, whey concentration and demineralisation as well as brine clarification. Depending on the requirements we offer solutions with spiral

wound, plates or ceramic membranes. Thanks to a very well-stocked central warehouse our service organisation can provide a fast delivery service for membranes typically used in the dairy industry.

dmz: What role does membrane filtration play with respect to the environment?

L. Beck: When used correctly, the specific applications improve sustainability by maximising the raw material use, reducing ef-



DSS microfiltration plant for protein fractionation

fluent waste as well as secondary resources such as water and energy. In this respect, the critical success factor is the optimum alignment of the membrane filtration systems with the objectives of the overall process.

The recovery or recycling of water, condensate and CIP-media is also part of our scope of supply and is important for a sustainable solution. We also have solutions for the concentration of milk and whey to more than 30% dry matter reducing trans-

port and storage costs.

dmz: Mr Nortmann, what are your medium and long-term objectives?

H. Nortmann: With our knowledge and our pilot plant test equipment we would like to help our customers to optimise their existing processes, to benefit from new economical solutions and to develop new business areas. Our goal is to enable our customers to meet their market require-

ments by using our solutions in the best possible, reliable and competitive way. In short, we would like to be the preferred speaking partner for our customers and to solve their diverse requirements. With our comprehensive product portfolio, ranging from a simple stand-alone system to the tailor-made line solution and complete production plants with integrated membrane filtration systems we can offer the whole range.

dmz: Final question, do we meet at Anuga FoodTec ?

L. Beck: That we would of course very much look forward to. DSS has a stand in Hall 9.1, Booth A070. Main topics at our booth will be the use of membrane filtration for fermented products, such as Greek yogurt and Skyr, "green technology" to save energy and to recover water and product as well as the removal of spores from milk for the production of high quality cheese and powder. Our experts are available throughout the complete period, to answer questions about our technology, our equipment and the applications.

The questions led the dmz editorial