



INCREASE AVAILABILITY AND IMPROVE CONTROLS SYSTEM

OUR CUSTOMER

A leading manufacturer of cheese and dairy products.

- Focused on producing the best quality at competitive prices.
- Rural manufacturing locations make it difficult to attract and retain top technical talent.

THE CHALLENGE

Continuous improvement of production processes is necessary to increase productivity. Technical skills and a basic understanding of automation technology are essential in many optimization projects. High fluctuation and the associated costs for extensive training to bring technicians up to the required level of competence are a burden on the profitability of production.

Operators and technicians had to learn how to program and calibrate equipment from various manufacturers, which resulted in regular problems during commissioning. The high prices for automation technology from competitors forced our customers to compromise on previous investments. The cost of stocking instrumentation with various process fittings impacted the inventory budget for the organization.

THE SOLUTION – Why ifm?

- The simple "plug and play" connectivity of ifm's IO-Link-Ethernet-modules and sensors enabled the customer to reduce the time for commissioning and setting up the devices by 50%.
- The reduced need for instrumentation programming expertise eased the burden on their technical staff allowing them to work on other projects.
- With ifm products the customer was able to save \$ 300 per device compared to the direct competitor
- The choice of ifm pressure sensors with variable process connections enabled the customer to reduce its equipment inventory for pressure sensors by 40%.
- The \$10,000 reduction in inventory allowed the customer to use the money for other purposes.

MEASURABLE RESULTS

