



## INCREASE AVAILABILITY AND IMPROVE CONTROLS SYSTEM

### ABOUT THE CUSTOMER

- Leading manufacturer of dairy products.
- Focused on providing higher quality cheeses and dairy products at competitive market prices.
- Rural manufacturing locations make it difficult to attract and retain top technical talent.

### CHALLENGES

The customer had multiple projects that required technical aptitude and a fundamental understanding of instrumentation and programming.

Unfortunately, the customer struggled with heavy turnover and significant training and associated costs to get their staff to the technical competency level required for the role of Instrumentation Technicians.

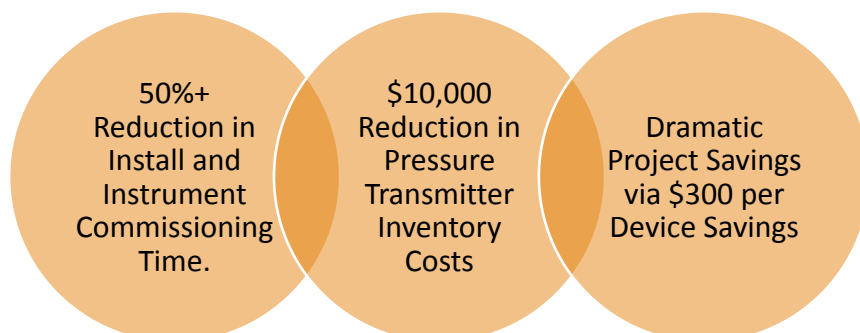
With a growing business and additional production shifts, they also couldn't guarantee a technician would be in the plant when needed.

- Employee turnover and rising labor costs led to a challenge ensuring that their technical staff could commission instrumentation on demand.
- Operators and technicians needed to learn how to program and calibrate instruments from multiple manufacturers, all with different operating instructions, requiring a higher level of technical expertise.
- The cost of instrumentation forced the customer to make compromises on previous capital projects.
- The cost of stocking instrumentation with various process fittings impacted the inventory budget for the organization.

### SOLUTIONS – Why ifm?

- Implementing ifm's IO-Link Ethernet modules and sensors allowed the customer to simplify their controls and instrumentation through "plug and play" connectivity. This resulted in a 50% reduction in their instrumentation commissioning and setup time.
- The reduced need for instrumentation programming expertise eased the burden on their technical staff allowing them to work on other projects.
- ifm was able to offer the customer the added benefit of providing a \$300 savings per instrument over the nearest competitor.
- Choosing ifm's pressure sensors with variable process fittings allowed the customer to reduce their plant inventory for pressure sensors by 40%. This \$10,000 reduction in inventory allowed the client to allocate this money for other purposes.

### IMPACT TO CUSTOMER



Contact your local ifm Sales Engineer or email [cs.us@ifm.com](mailto:cs.us@ifm.com)