

KING *Field Sales Digest*

A Publication of News and Product Information from King Engineering Corporation

Inside this issue:

APPLICATION REPORTS

- **WhiteWave Foods**
Page 1-2
- **Environmental Recovery Corporation**
Page 3

SPOTLIGHT

- **New Website Debut**
Page 1-2
- **Maintenance Improves Reliability & Efficiency**
Page 3

WHAT'S UP & COMING

- **PACKEX Toronto**
- **Process Expo Las Vegas**
Page 4

WhiteWave FOODS



WhiteWave Foods—Mount Crawford, VA

WhiteWave Foods in Mount Crawford, VA undertook a major effort to improve the reliability and performance of tank level gauging. Taking a systematic approach to the issue, they contacted King after hearing positive reports about another KING-GAGE system installed by our local distributor, **Fred Uebelhoer (KSE Corporation, King of Prussia, PA)**. WhiteWave management wanted better accuracy, integration of level data to a PLC, and the ability to share real-time inventory with other WhiteWave units that exchange product with this plant.

...continued on next page

New KING-GAGE® Website Debuts

www.king-gage.com

We undertook a comprehensive re-design and significantly improved our KING-GAGE website which was launched in March. The site provides an expanded array of information on **KING-GAGE Liquid Level Tank Gauging**, **KING-GAGE Marine Systems**, and **KING Filters** for compressed air.

You are invited to visit the new website and familiarize yourself with some of what is now offered there. Some of the notable new aspects of the website are application sections with recommended products, **search function**, email, and newsletter subscription (for our customers and prospects).

...continued on next page



www.king-gage.com

WhiteWave FOODS

continued

The plant had implemented a PLC based gauging system over a period of years that had yielded disappointing results. Various manufacturers' liquid level transmitters had been installed in hopes of resolving issues of reliability and/or stability. The



LP2 Indicator

proposal by KSE recommended replacing all twenty-four existing transmitters, installation of four (4) local read-out **KING-GAGE LP2** multiple tank digital indicators, and a **KING-GAGE LP3** tank monitoring system.

The KING-GAGE system achieved the critical aspect of a reliable integration to their Allen Bradley PLC5



LP3 System

process control architecture while enabling access to tank inventory data via the LP3's built-in web server. Now other WhiteWave facilities can obtain their data directly via a gateway and secure network to better coordinate with the Mount Crawford plant.

With the digital communications interface to the Allen Bradley PLC5 established beforehand by KSE Corporation, ultimately the change-over was accomplished by plant personnel on a tank-by-tank basis, enabling them to bring the system on line without interrupting processing or receiving operations.



Fred Uebelhoer
KSE Corporation

The majority of tanks were physically calibrated by KSE using NIST traceable, PA Dept. of Weights & Measures certified provers. On a handful of sugar tanks where this was impractical, the final scaling data will be based on tank drawings. Startup of the new system has gone extremely well and plant operations have benefited from consistency and greater accuracy of tank level data.

Approximately (10) of WhiteWave's tanks are located in a refrigerated silo alley with extremely tough conditions for electronics, hence KSE's recommendation of the KING-GAGE Acra-Sensor/868 DP Sensor Control level sensing package for the project. Our hybrid design pairs a sanitary pneumatic diaphragm sensor with a two wire transmitter providing 4-20 mA output. Adapter insert fittings were provided for all tanks equipped with competitive shells (e.g., Anderson Instrument, Rosemount, Tank Mate) which greatly reduced the effort and cost of a retrofit.

WhiteWave Brands:



The Mount Crawford facility produces national brands including Silk soymilk, Horizon Organic, International Delight non-dairy coffee creamer, and Land O' Lakes creamer products. Originally constructed in 1988, Dean Foods acquired the plant in 2002 and has solely produced WhiteWave foods (a wholly owned subsidiary) since 2005.

New Website Debut

continued



One goal was to also improve the website as a technical resource. Our library of product documentation has also increased with a greatly expanded selection of data sheets, installation instructions, and manuals. There is also information about warranty and RMA procedures.

From our standpoint, one of the most exciting aspects of this new website is the ease in which we may add content and update information. As we develop new product data sheets or revise an existing product manual, those documents will be almost instantly available via the website.

Another goal of the redesigned website strives to improve our visibility to prospective customers. People now overwhelmingly turn first to the web when looking for information upon which to base their planning, budgeting, and purchase decisions. With the opportunity to have more dynamic content and greater number of searchable pages, the KING-GAGE website will have more prominence in search results for keywords related to our products.

List of select King Engineering Corporation customers:



ENVIRONMENTAL RECOVERY CORPORATION

Lancaster, PA

Environmental Recovery Corporation processes a wide variety of non-hazardous waste materials generated by industries located in the Northeast and Mid-Atlantic regions of the U.S. This includes municipal/governmental clean-ups, runoffs, providing complete environmental remediation plus transport and transfer of hazardous waste materials to approved disposal facilities.



Environmental Recovery—Lancaster, PA

Environmental Recovery was seeking a complete gauging solution for a dozen vertical tanks at their facility containing various waste and contaminant solutions. These are used as part of the process to dewater and purify waste streams primarily through removal of solvents and oils. Our local distributor, KSE Corporation (King of Prussia, PA) recommended the **KING-GAGE LP3 system** for their application.

Downpipe (bubbler) sensors using the **738 LiquiSeal Purge Control** were chosen for the primary transmitters as they do not require tank access for service and were a less expensive solution than other choices. All the tank capacity data were scaled from drawings supplied by the tank

manufacturer. This system was largely installed by the customer with KSE supplying labor to commission the system and verify calibrations.



738 D/P LiquiSeal Purge Control

During start up, KSE discovered that downpipes were longer than installation notes indicated. They rectified this by measuring the actual reserve dimensions and updating the LP3 system with new iButton data-packs and a flash card reprogrammed by King.

KSE also provided on site training on LP3 operation for the customer's personnel as well as preventative maintenance procedures. Environmental Recovery was very satisfied with the installation and now plans to expand the system by adding an additional (4) tanks this year.

Lancaster Oil Company, now doing business as Environmental Recovery Corporation of PA (<http://www.er-cofpa.com>), was started in 1988 as a waste water and waste oil treatment facility. The company provides tracking and records maintenance of its clients' waste streams according to EPA/DEP mandates from "cradle to grave".

Maintenance Improves Reliability & Efficiency

We would like to remind you that some simple procedures can assure both dependability and optimal performance of air operated systems or pneumatic instrumentation.

For pneumatic KING-GAGE components...

Replace the integral filter element (p/n 7333-10) on all Sensor Controls or Purge Controls. These final filters are located on the underside of all KING-GAGE airflow controls and are easy to replace.

Visually inspect air lines and connections. Through the course of a year (depending upon conditions), polyethylene tubing may become cracked or brittle if situated in dry/cold locations. Then again, humid/warm locations may result in moisture accumulation within air lines. Simply looking for potential leak points or moisture filled lines may prevent a bigger problem from manifesting later on.

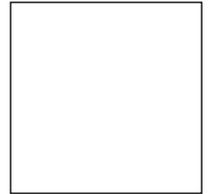
For air filters and dryers...

Most **KING Filters** employ a dual element design using scrubber (1st stage) and polisher (2nd stage) cartridges. A good rule of thumb is to replace cartridge sets at least **once per year**, as this will ensure clean, dry and oil-free compressed air. It also guards against loaded cartridges causing pressure drops that hurt the efficiency of the compressed air system by making your compressor work harder. Of course, conditions vary and your plant air may mandate more frequent cartridge replacement especially where moisture is present in the air line piping.



List of select King Engineering Corporation customers:





Our new Canadian distributor, **EBR Equipment Inc.** (Quebec), plans to exhibit at PACKEX/IPA Canada. We will be sending a factory support representative to assist them during the show that runs **May 5-7, 2009.**



PACKEX Toronto & IPA Canada

The only combined show of its kind in Canada for packaging, food process, material handling, and logistics with 8,000 attendees plus over 500 exhibitors.



KING-GAGE
will also be exhibiting at
Pack/Process Expo.

**Las Vegas
Convention Center**

October 5-7, 2009

Booth 6324
(South Hall)

