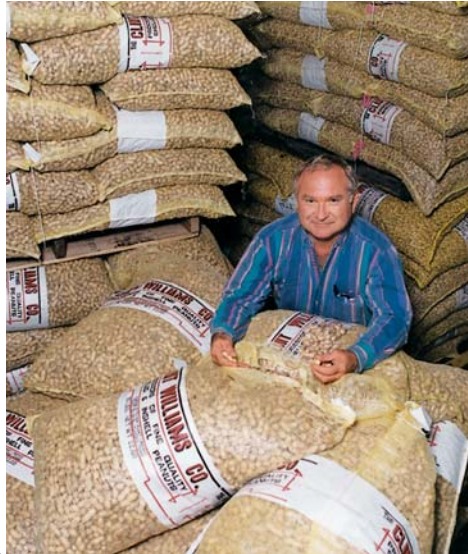


CASE STUDY



MOISTURE CRISIS: 16 MILLION POUNDS OF PEANUTS SAVED USING RENTAL DEHUMIDIFIERS — MADILL, OK

BACKGROUND

Clint Williams Co. is one of the nation's largest processors and exporters of peanuts. At its Madill, Oklahoma site, Clint Williams can grade, process, and store up to 18 million pounds of unshelled peanuts or 36 million pounds of shelled peanuts. The peanuts arrive at the plant with a moisture content of 10% after field drying in forced hot air wagons. While warehoused at Clint Williams, the moisture content is further reduced to 7% to maximize grade rating at sale. After processing, the peanuts are kept in cold storage—38-42 degrees F—until shipped to market. During this period, Clint Williams carefully monitors the moisture content. Peanuts which become too dry lose weight and thus value at sale. Peanuts with greater than a 9% moisture content exceed grading standards and lose value, as well. Should moisture content reach 12%, the inventory becomes threatened by the likelihood of mold and mildew formation—a catastrophic occurrence!

Above: Munters MCS controlled humidity throughout The Clint Williams Co. plant saving 16 million pounds of peanuts.

THE PROBLEM

High summer humidities were threatening the peanut stores at The Clint Williams Co. Orders were up and shipping activity had been constant during the humid summer months, allowing outside air to regularly infiltrate the plant. As a result, humidity readings inside the cold storage areas had climbed to 80-90% RH. Ollie Hall, CWC plant manager, was alarmed.

“Our grade rating was threatened as moisture content was beginning to exceed the 9% maximum required for trading. Beyond that, increasing moisture content could very well bring with it mold and mildew formation. If the moisture content continued to climb, we would have been forced to reprocess the inventories using heat. This type of reprocessing would have kept us from shipping peanuts for three months and would have cost \$800,000 to \$1 million.”

A crisis was just days away. Ollie called on Larry Wickline of Wickline Sales Co., the Munters Cargocaire sales representative for Oklahoma. It was too late to purchase equipment in time to avert the impending disaster. However, Larry could offer a unique solution to Ollie—emergency dehumidification services from Munters Moisture Control Services.



THE SOLUTION

Munters Moisture Control Services is the nation's leading provider of temporary humidity control equipment to industry. Organized to offer short-term and emergency dehumidification services, it has more than 30 offices throughout the U.S. and Canada with rental equipment for state-of-the-art dehumidification and temperature control.

Within the hour, Larry had contacted Munters MCS and plans were immediately put in place to rush eight Cargocaire HC-4500 dehumidifiers to the Clint Williams site. Along with the equipment, Munters would send experienced technicians to configure the temporary dehumidification system for optimum performance. The Munters solution would be turnkey, and the Munters team would work closely with Clint Williams staff members to make sure the process went smoothly.

In just days, the desiccant industrial dehumidifiers were on site and the temporary system up and running. "Both the equipment and the Munters people were first class," said Ollie. "They worked quickly, and left with everything running perfectly."

Within hours of start up, readings showed that humidity levels were falling in the cold storage areas. The high volume of extremely dry air produced by the Munters dehumidifiers was replacing the high humidity of summer inside the facility, and, in turn, drawing the moisture out of the peanuts. The moisture content, which had been regained during several months of storage, would be quickly stabilized and then reduced.



Moisture Control Services—Munters Corporation

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Member of the Incentive Group



Munters MCS rental dehumidifiers controlled humidity for four months.

THE RESULTS

Within four days after the Munters installation, the crisis was over. The environment was stabilized and moisture content was dropping in the peanuts. "We had calculated that the desired moisture level in the peanuts would be reached in about three to four weeks," said Larry Wickline. "That's just about what it took, but the significant change in the conditions, achieved within a few days, was extremely important to prove to the customer just how effective the long-term use of desiccant dehumidification would be. Ollie told me that he considered the effectiveness of the Cargocaire equipment truly remarkable."

After the moisture content of the peanuts had returned to the desired levels, the fleet of eight rental dehumidifiers was reduced to two HC-4500s. This equipment controlled humidity in the plant, preventing moisture from again being absorbed by the peanuts.

The total cost of the equipment rental over a four month period was \$75,000. Compared to the prospect of nearly \$1 million in reprocessing and significant costs associated with business delays, the rentals proved extremely cost-effective. "We will be eternally indebted to Munters," said Ollie Hall. "There is no doubt that without Munters we would have had to reprocess 16 million pounds of peanuts. Munters allowed us to ship and sell peanuts."

Amesbury, MA
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Baltimore, MD
Beaumont, TX
Boston, MA
Charlotte, NC
Chicago, IL
Cleveland, OH
Corpus Christi, TX
Dallas, TX

Detroit, MI
Hartford, CT
Houston, TX
Kansas City, MO
Los Angeles, CA
Miami, FL
Milwaukee, WI
Minneapolis, MN
New Orleans, LA
New York, NY

Orlando, FL
Philadelphia, PA
Pittsburgh, PA
Portland, OR
San Antonio, TX
San Francisco, CA
Seattle, WA
St. Louis, MO
Toronto, ON
Vancouver, BC

THE BENEFITS

■ No Business Interruption

A major business disruption was avoided. Fast-acting Munters MCS crews arrived promptly and built up a temporary, cost-effective system.

■ Preserved Product Quality

Valuable inventories of peanuts were saved and their quality enhanced by desiccant humidity control. Just as thousands of companies protect their operations full-time with Cargocaire equipment, companies with temporary humidity control needs can count on Munters MCS for short-term solutions.

■ An On-site Test Before Purchase

Munters MCS allows companies to test dehumidification solutions without a capital expenditure. Whether a test or an emergency, companies get "real time" data to evaluate their long-term needs.

■ Flexible Configurations

Munters services allowed the option of reducing the rental equipment on-site after initial goals were met. Whether you need to expand or contract your initial configuration, MCS is prepared to react.

■ Technical Support

Munters turnkey service brings with it years of industrial process experience. As the leading supplier of dehumidification equipment to industry, Munters can advise as you plan to meet even difficult requirements.

