

Filling to the Limit

At the 2011 AEGPL Congress in Bucharest, Kosan Crisplant AS will promote its Flexspeed lp gas cylinder processing equipment on booth numbers 122 and 123 in the Unirii Hall.

Kaj Lehmkuhl, marketing coordinator at Kosan Crisplant, said: "Conceived and born to challenge the concept of filling gas cylinders, Flexspeed has forever changed the lp gas filling business and how we understand and handle the limits of mechanical processing equipment. Flexspeed has taken the filling business to the limit

and far beyond, fulfilling the basic technological requirements but doing it better, breaking commonly recognised barriers and extending the perception of what can be achieved with a gas cylinder filling system.

"Flexspeed has the flexibility and efficiency to cover any filling capacity above 1,200 cylinders per hour on one carousel system, while keeping the price of each processed cylinder down and doing everything better than conventional systems. Not bad for a three-year old."



Kosan Crisplant has developed new features for Flexspeed system.

Kosan Crisplant has developed new features for its Flexspeed system, many of which are compatible with conventional filling systems, including its automatic tare value recognition system.

Kaj said: "Tare value entry is generally slow and faulty and very much depends on human resources, and so it is prone to human error. Automatic reading and data handling by a camera with optical character recognition software is almost as accurate as the human eye and much faster than manual tare value entry on a keyboard by a plant operator, even when reading up to 3,600 cylinders per hour."

With Kosan Crisplant's system, a camera takes an image of the cylinder top and transfers it to a computer for analysis. The optical character recognition (OCR) software detects the tare value printed on the cylinder and compares the detected value

with a cylinder database. When a match is confirmed, the computer transfers the value to the system for use in downstream processing units.

Kaj said: "Certain requirements for cylinder colour and contrasting print, including surface wear and cleanness of both body and print, must be met in order for the vision system to be fully accurate. Although developed for high-speed tare reading in Flexspeed systems, vision recognition has also proved useful in lower capacity conventional systems."

Kosan Crisplant will demonstrate its Flexspeed system during the World LP Gas Forum in Qatar in September alongside a conventional filling system.

Kaj said: "It will be possible to witness Flexspeed operate live next to a conventional filling system not too far from the venue, where you will be able to see the difference in technology and throughput at work."

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Sensile Optimising Delivery

On June 22-24, Sensile Technologies will exhibit at the 2011 AEGPL Congress on booth number 47 in the IC Bratianu Hall.

Totalgaz (Switzerland) has recently begun installing Sensile's SENTS telemetry system to remotely monitor its lpg vessels.

Xavier Sinnhuber, technical and industry sales manager at Totalgaz (Switzerland), said: "Our aim is to offer the best, most innovative products to our clients. We had been following the development of telemetry solutions for the lp gas industry for a couple of years, and once it became apparent that the technology was highly efficient and cost effective, we decided to install it on our tanks.

"Our research into the development of telemetry solutions had already helped give us a good idea of what

was available on the market. Sensile Technologies not only offered sophisticated, reliable and easy to install hardware, but also a user friendly and resourceful web portal. Moreover, the company has more than ten years' experience in the field and its offices and production are Swiss-based, which is also important for our clients."

Totalgaz will initially install the SENTS telemetry system on customers' vessels located in remote areas and with irregular lpg consumption, such as those located in mountainous regions.

Xavier said: "Even with sophisticated statistical tools, like historical consumption data, we couldn't know exactly when to deliver to such clients, as their consumption is not linear. Our other priority customers are those with high lpg consumption where

there's a high risk of tanks running dry, and commercial clients, including chicken breeders and farmers."

Totalgaz's objective is to optimise deliveries and reduce logistics costs. The company intends to reduce the number of its deliveries by 20 per cent in the first year.

Xavier said: "Our business model is based on push delivery, meaning we deliver gas automatically without any order from the customer. Prior to installation of the SENTS



SENTS allows users to access, download and analyse telemetry information.

solution, the only source of information we had for when to deliver was statistical data, which has its limits.

"With telemetry, we can now follow up and monitor our tanks without being dependent on human capital and statistical data – with a few clicks on the internet we can quickly access, download and analyse information. Furthermore, all our clients have access to the data for their tanks, allowing them to visualise their consumption and so increase their awareness of energy consumption and potential savings."

Totalgaz intends to import level data from all its monitored vessels directly into its ERP system to automatically generate delivery schedules.

"This will allow us to further improve our logistics and reduce transport related carbon emissions," said Xavier. Contact Sensile Technologies on + 41 21 805 0310
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