

DH100 Cuts Dehydrator Waste: *By Shaun Leid*

The addition of the Dehydrator to Somat Company's line of waste reduction equipment marks the first step in shifting product line focus from simply reducing waste stream volume destined for the dumpster to landfill diversion and sustainable use. In recent years the measure of equipment efficiency ranging from the auto industry to power generation is quantified in terms of "Carbon Footprint." In an effort to reduce a product's impact on the environment, manufacturers evaluate the environmental implications of a product throughout its lifecycle, from raw materials and assembly to operation and disposal. In the latest attempt to cut waste, Somat Engineers focused on reducing the carbon footprint of the Dehydrator line of products in several aspects from components to machine operation.

The first step in improving the environmental stewardship of the Dehydrator was to reduce the carbon footprint created by the manufacturing process. The attraction of significant cost savings is ultimately responsible for the recent relocation of several household name manufacturers to foreign soil. The outdated energy-laden manufacturing processes and transportation of parts across the ocean can be held equally responsible for increasing a product's environmental impact. Somat Engineering and Purchasing joined efforts to source a number of Dehydrator components with stateside manufacturers. As a result, Somat is proud to announce that effective August 2011; the Dehydrator line of products will be assembled in the United States at the Lancaster Pennsylvania-based facility. In this phase of transitioning assembly to the U.S., all mechanical drive and electrical controls for the Dehydrator will be purchased and assembled within the Union. Assembly of the electrical components at the Somat factory means that new Dehydrators will boast a UL listed control panel. The switch to domestic

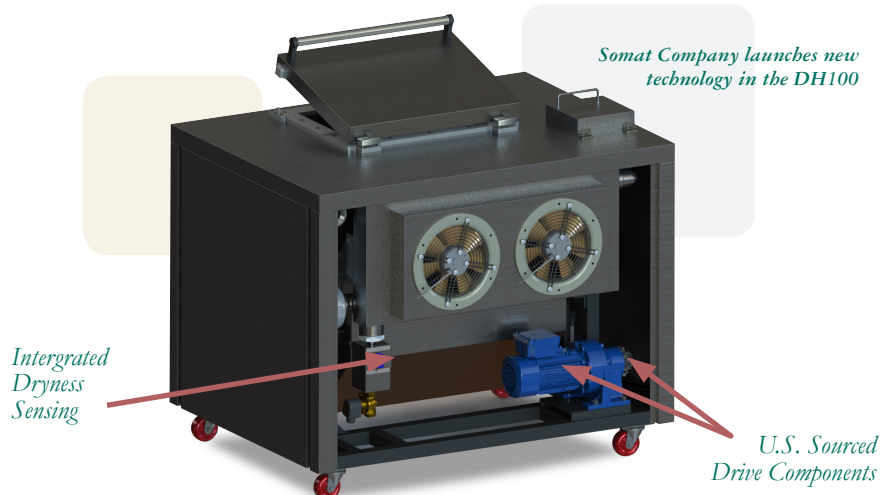
components not only reduces the amount of energy required to produce a Dehydrator but also ensures a customer that their potential investment will keep Americans working.

In addition to reducing the carbon footprint during manufacturing, Somat Engineers developed new technology to make the Dehydrator more efficient during operation. The original dehydration cycle used a predetermined processing time, regardless of load size and waste stream. The amount of energy consumed during the process remained constant whether the machine was full or at half capacity. In some cases, particularly a pulped waste stream, the timed cycle wasn't long enough to fully process the material. In response to the operational challenges presented by a timed cycle, Somat Engineers implemented a PLC control scheme and developed "dryness sensing technology."

The PLC controls coupled with a touch screen allows for custom-tailored Dehydrator operation based on the customers' needs. In addition to providing a wide range of operational adjustability, the Dehydrator is now equipped with Somat's patent pending "dryness sensing technology." The new system monitors the rate of dehydration by

observing the amount of time it takes the system to remove a predetermined volume of water from the waste material. The time interval is monitored throughout the entire cycle and compared to set threshold interval in the PLC. Once the threshold interval is exceeded, the material is determined dry, and the Dehydrator begins to cool the chamber for discharge. The time threshold is also fully adjustable to meet the customers' dryness requirements. More importantly, the Dehydrator cycle time and power consumption is now fully dependent on the amount of material being processed. In addition to improving operation and efficiency, the new Dehydrator is outfitted with an automatic lubrication system for the agitation shaft; this corrects a weakness in the design that had led to early bearing failures and also makes the unit almost maintenance free. Lubrication intervals can be set on an application basis and only require a technician to replace the grease cartridge when empty. Average lifespan of the grease cartridge is 18 months.

The Dehydrator's new components and increase in efficiency are evidence of Somat Company's continued effort to offer waste handling solutions that are innovative, easy to use, and promote environmental stewardship.



Employee Spotlight:



Todd Heagy

Materials Replenishment Coordinator

and the Somat Demonstration Trailer

Traveling from coast to coast, meeting genuinely good people along the way and seeing the sites are just a few reasons why Todd Heagy enjoys driving the Somat Demonstration Trailer. In this new position since January 2011, Heagy has the opportunity to take the Somat Company's show on the road by promoting products that offer several benefits. Simply put, Somat's Waste Pulping and Dehydration Systems cut cafeteria trash by as much as 95%. Both systems are easy to use, and Heagy shows this first hand while on the road demonstrating to potential customers.



The training truck is loaded and bags are packed when a customer expresses interest. Heagy and his trailer travel to the site where he sets up a pulping unit in about a half hour. A cafeteria team feeds their own food scraps and disposables - plastic straws, cutlery, mini-sip pouches, milk cartons, foam trays, hot and cold drink cups, and more - through the Somat Pulper. The unit mixes the waste with water and reduces it to a chopped, watery slurry within minutes. The water is

then removed and re-circulated back to the pulping tank, leaving behind a semi-dry pulp. This pulp can then be transferred to the Somat Dehydrator for drying.

Most demonstrations are over the course of one day, where sometimes Heagy spearheads three to four classes throughout. Heagy says, "This can vary from site to site depending upon the customer's needs."

Heagy points out additional benefits to adopting the Somat Systems. Customers save money by reducing labor costs due to faster and easier clean up of food waste. Utility costs are lowered since water circulates for re-use. There is less trash, fewer pests and no more unpleasant smells. Kitchen floor space can be maximized in work areas, while less space is needed around a dumpster. The DH does not require any other material or chemical to dehydrate



TrailerContinued:

waste, will not consume any fresh water and does not discharge any "dirty water." In fact, the only discharge from the DH unit is a "Sterile Biomass" and a few gallons of condensate runoff from the condenser unit.

Finally, while these systems can run independently from one another, when coupled they offer increased improvement to the environment by reducing trash in landfills, re-using water and limiting the frequency and costs of hauling trips. Sometimes Somat's customers choose to recycle this waste as compost. Heagy says, "It's neat to see people's wheels turning when considering how to take the recycling as far as they see it - Every little bit helps."

"The Somat rig is also used for training. Any customer that wants practice can do so with the equipped trailer. Additionally, it is an opportunity for Somat representatives to brush up on their expertise," encourages Somat Company's General Manager, Lin Sensenig.

Representing these products is enjoyable for Heagy. Three-and-a-half years ago he found himself in the Foodservice Assembly Department as a Somat employee and was then promoted into Inventory Control. Here he purchases material, as well as manages fulfillment and replenishment. Heagy still does this when he is not on the road. Beyond his road show, Heagy takes his bike to explore

the areas he travels. He also includes his saxophone for amusement. When local, Heagy plays saxophone in the Lititz Community Band, as well as praise band at church. He has been married for 25 years to wife Sheri. They share three children - Cody (22), Alec (19), and Bree (14).



Todd Heagy and the Somat Company Demonstration Trailer

A Note From Lin:



Lin Sensenig
General Manager

In an effort to become more involved than what we have ever been in after-sales support, we have reorganized. Our mission is to be as good as or better on the after-sales support side than we are on pre-sales support. We want our Somat customers to be raving fans! I'd like to congratulate several members of the Somat Team on their new roles.

Rich Zimmerman - Business Venture Manager of the Foodservice Segment
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Rich has taken on increased responsibilities here at Somat over the past few years. He has also been involved in some significant projects at sister company Stero. Recently he has accepted the position of Foodservice Venture Manager. In this position he has control over sales, engineering and production. As a result of this recent reorganization, Rich will now also have control over the service function.

The intent of this move was to place the after-sales support decision-making responsibility in the hands of the Foodservice Segment Manager. Rich will be the final arbiter on warranty and customer goodwill issues. Look for us to become more involved in installation meetings and training. We have added resources in house to allow us to better serve our end users. Please feel free to contact Rich directly if you seek help with any after-sales issues.

Will Saylor - Service Department
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On a related note, Will Saylor, while reporting to Rich, will continue his role as point man for setting up service agencies and scheduling service work and startups.

Scott Witmer - Parts Sales Segment
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Since we have split the Parts and Services Segment as described above, Scott now oversees parts and reports directly to me.

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Herman Williams - Inside Sales Support

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Herman continues his role as Inside Sales Support and still outperforms the rest of us here at Somat! In fact, Herman still exercises almost on a daily basis at the local gym. He has a personal goal of bench-pressing 300 lbs. before turning 70 years of age! We refer to him as a "freak of nature," and we all want to be like him when we grow up! Herm's day usually starts at 6:00am here at Somat Company and doesn't finish until 5:00pm. He's often found in the office on the weekends and has to be continually prodded to use up his vacation time. Needless to say, he remains a vital part of our team.

Naomi Taylor - Accounting Department

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I'd also like to mention that Naomi Taylor in our Accounting Department is retiring the end of September 2011 after more than 20 years of service here at Somat Company. During this time, she has been responsible for all commission checks. So if any of our reps would like to shoot her a "thank you" email, I'm sure she'd appreciate it! Needless to say, she will be sorely missed.

Steve Eno - Research and Development

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Steve is vacating his duties as Dewatering Business Unit Manager and is back to his first love in Research and Development. He is working on a very cool waste conveyance system-utilizing vacuum versus water. I can't yet say too much about this project except that it looks very promising. Its main benefits will be:

(1) water reduction, (2) one-way piping versus two and (3) unlike traditional vacuum systems, this one will use smaller piping due to its ability to grind waste at the source, then transport it via vacuum. This unit will still have dewatering capabilities and will fit nicely with a dehydrator unit for complete on-site waste treatment. Look for it to debut next year.

NewWebsite:

By Charlene Goff

Somat Company is launching a new website that offers an improved design and easier navigation. We are expanding our equipment information pages, offering a new Services Resources Center and updating and improving our ROI calculator.

For consultants, we provide more complete LEED information on our products as well as an update on our Revit services. New case studies will focus in on how facilities are handling a range of sustainable goals, including minimization of waste and hauling costs, achieving zero waste goals and developing effective composting programs.

The new site will be live in early September.

www.somatcompany.com



A sample of Somat Company's upcoming homepage