



Proving the Value of the ITM-3 Turbidity Sensor

Actual Savings

Description	Savings/Value After ITM-3 Installation
Medium-size Pennsylvania Dairy with escalating BOD charges	Cuts sewage costs by 15% in the first 90 days
Large Idaho Dairy with high CIP consumables cost (base, acid, cleaning agents)	Reduced CIP consumables cost by 20% in the first 90 days
Medium-sized Utah Dairy (milk, cream, yogurt and cheese) had wide product quality variances with time-controlled phase transitions	Reduced product quality variance by 80% in the first 30 days
Medium-sized Vermont Dairy (milk, cream and cheese) used conductivity monitoring that read low BOD as high BOD and diverted it to the treatment plant, resulting in high operating costs and out-of-spec pH levels.	Reduced treatment plant operating expense by 15% in the first 120 days.
Large Arizona Dairy high cost-of-ownership with existing graphite-lens sensors: fouled sensors, annual light source duty cycle.	Reduced sensor-related operating expense by 50% in the first 90 days.
Large New Mexico Dairy with sub-standard plant efficiency due to time based phase control and CIP processes.	Gained 3% additional daily processing volume capacity with a corresponding impact on profits and reduction in costs.

What Dairy Users Say about the Anderson Instrument ITM-3 Turbidity Sensor

Regarding Phase Separation

“The baseline contrast between our time control approach and the first month with the ITM-3 turbidity sensor was eye opening. We know that we’d save but we were a bit stunned by how much product and water we had been wasting all these years using time control.” --Wisconsin Dairy Plant Manager 2013

“The waste must have just crept up on us with the time control approach. Product viscosity variance, temperature change and piping over time had changed things and nobody was sure about how to make the changes to be sure we weren’t flushing our profits down the drain every day. Once we made the change it was pretty easy to see how much we’d been losing not using the ITM-3” --Tillamook County, Oregon Dairy 2012



CIP-Return Line (monitoring of pre-rinse water to product leftovers)

“We had to do something. Our water cost was up. The county was on our back and the fees were going up. Chemicals were not getting cheaper and it seemed like just a matter of time until there was an article about us in the local paper. Once the Anderson Rep laid it all out it was a no-brainer. We made the switch and in two weeks everything was going in the right direction for the first time in years.” --Northern California Coastal Dairy 2012

“The difference the turbidity sensor made was just 30 seconds from what the timed system had been doing but what a difference. Those 30 seconds, it turned out, were wasting 15 gallons of product and 15-20 gallons of water. We’re still not sure about the chemicals but I suspect it will be more than I want to know about. The ITM-3 paid for itself in the first three weeks and we expect about \$20,000 to the bottom line over the next 12 months from just that one sensor.” -- South Eastern Ice cream plant manager 2010.

Quality Control

“We had a couple of batches that didn’t make their expiration dates over the last couple of years due to coliform getting into the yogurt and cheese because of screwed up time control phase detection. The buyers were tweaked at us, it may have damaged our brand and the returns were costly. After the second one we decided to switch over to the ITM-3 turbidity sensor so we could all know with certainty and quit worrying.” -- New York Dairy financial manager 2012

Leakage Control of Filter and Gaskets:

“We adopted the Anderson ITM-3 to save product, chemicals and water. About four months into the experience we noticed some blips in our numbers. The Anderson Rep told us we probably had at least one gasket issue and he even told us where it probably was. We changed it out and the problem was gone. On the old timed system we would have never seen the problem.” – Arizona dairy plant manager 2011