

Callidan's MoistScan breaks into Russia

After several years of market research, Callidan Instruments says it has secured a strong foot-hold in Russia.

Working closely with Moscow-based instrumentation company Konvels, Callidan has introduced its MoistScan online microwave moisture technology to a number of industries.

Callidan has sold gauges for online moisture analysis and control to applications including iron ore, coal concentrate and mineral salts.

According Ben Faa, managing director of Callidan, breaking into the Russian market has not been easy.

"Online moisture analysis is a relatively new technology for Russia," said Ben. "A major component of Callidan's marketing strategy has been educating industries on the benefits of being able to measure moisture on a continual basis in real time and using this information to improve productivity and processing efficiency."

Breaking into the market also involved the company complying with stringent quality, health and safety requirements specific to Russia. This meant MoistScan had to achieve certification for quality and safety under Russia's stringent industry certification process.

In terms of specific Russian applications, a number of MoistScan MA-500 online microwave moisture analysers were purchased by a large salt mining and mineral processing company. The analysers are employed on a multiple-feed rotary kiln dryer to measure the moisture of various mineral salt derivations. The data from the analysers is used in a feed-forward control loop to regulate the resident time of the material in the dryer.

Several other MoistScan sensors are being used to measure moisture in a halite dump so as to avoid hold-ups in the chute as the material enters the dump.

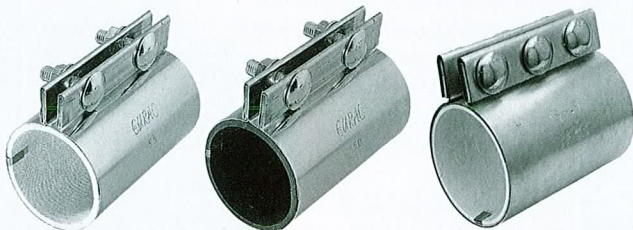
A large coal processing company has purchased a number of MoistScan meters to measure moisture in coal concentrate products from a bank of horizontal belt filters. Moisture data from the analysers is used to assess the performance of belt filters. Manual adjustments to the vacuum pressure are made based on the moisture reading.

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