

NEWS / BUSINESS

Alpma partners with Statco-DSI to jointly market membrane technology in North America

MILWAUKEE — Alpma and Statco-DSI Process Systems have entered into an agreement to jointly market Alpma's membrane technology in the North American dairy market.

Under the terms of the agreement, Alpma will supply the engineering know-how and technology for membrane applications, and Statco-DSI will act as the turnkey integrator of the complete process system. The partnership offerings will include reverse osmosis and polishing, nanofiltration, ultrafiltration and membrane filtration systems across a wide range of dairy applications including pre-processing of milk for dairies, as well as the pro-

cessing of sweet and acid whey into high-quality whey protein products.

Together, utilizing each other's strengths, North American customers now will have access to Alpma's full membrane system applications and Statco-DSI's nationwide integration capabilities.

"With this partnership, our customers can have access to a local integrator while at the same time benefit from a worldwide leader in membrane technology," says Jack Jordan, vice president of business development, Statco-DSI.

He adds the two companies have similar cultures and by combining

expertise, it presents the opportunity to cross promote one another as the partnership develops.

"Our combined expertise gives U.S. dairy customers access to a market so far largely dominated by just one global player," says Frank Eberle, managing director/co-CEO, Alpma.

Alpma is a global mechanical engineering company. In addition to its processing technology, it also produces cheesemaking, cutting and packaging equipment and technology installations for the dairy and food industry.

Statco-DSI is the largest independently-owned system integrator in North America. Eberle notes that by

partnering with Statco-DSI to provide total solutions and technology skids to the dairy, food and beverage industry, the two companies have differentiated themselves in the marketplace to support customers through the entire process.

For more information, visit www.alpma.de or www.statco-dsi.com. **CMN**

INTL FCStone opens Know-Risk platform to broader market

NEW YORK — INTL FCStone Inc. recently announced that Know-Risk, its system for commodity price and inventory management, is being opened up broadly to the market after a 15-year track record of success. The platform now is serving more than 200 clients across multiple countries and languages, including multiple Fortune 500 companies, the company says.

Know-Risk provides procurement professionals comprehensive insight into their commodity portfolio by aggregating information from different sources, presenting it in an easily understood format and tracking portfolio performance. The platform allows for the capture of both physical and financial positions and automatically values them to the current market, thus producing risk management, profit-loss and accounting reporting, including market-to-market, variance-to-budget and scenario analysis.

All information is cloud-based and updated daily, allowing procurement professionals to make informed and timely decisions for their business, INTL FCStone says.

"Information plays a crucial role in today's commodity marketplace, but managing it can often be a challenge. Know-Risk is designed to help manage and interact with the more pertinent information in real time so that our clients can develop sophisticated risk management strategies and tactics," says Shane Mathis, senior vice president of INTL FCStone Financial Inc. and developer of Know-Risk. "INTL FCStone has been a leading player in the commodity business for over 30 years, providing high-touch financial services to almost every end of the value chain. We understand our clients' needs intimately and have built Know-Risk to be a key component of their daily operations."

Customizable and adaptable, the Know-Risk system is set up according to each client's specific needs, conforming to their specific reporting and existing data structures rather than asking clients to adapt to a universal package. Additionally, the system is built from the bottom up rather than the top down, allowing clients to only pay for what they need and design their system accordingly, INTL FCStone says.

For more information, visit www.intlfcstone.com. **CMN**



United expertise in milk and whey processing – Focus on Essentials.

STATCO-DSI Process Systems and ALPMA to jointly market ALPMA membrane technology to the North American dairy market.

Together, utilizing each other's strengths, North American customers will now have access to ALPMA's full membrane portfolio and STATCO-DSI's extensive integration and service capabilities.

If you have an inquiry, you may contact: jjordan@statco-dsi.com and vincent.lease@alpma.com

www.statco-dsi.com, www.alpma.com



For more information please visit www.statco-dsi.com