

Need for Expansion and Modernization

Customer case - September 2024



Bioceval GmbH & Co. KG is part of the SARIA Group, which operates internationally as a manufacturer of quality products for animal nutrition, agriculture, aquaculture and industrial applications, as well as in the food industry.

Bioceval GmbH & Co. Kg is in Cuxhaven in Germany. At this location there is a long-lasting tradition of making high quality fish meal and fish oil: these premium products have been manufactured here since 1912.

Raw materials for fishmeal processing

Bioceval collects fish waste - more accurately, the by-products of fish - from all over Europe and processes them in Cuxhaven.

The raw materials they use include scraps from marine fish from fishery (pollock, rosefish, plaice, herring, etc.) and from farmed fish (salmon, trout, etc.).

On delivery, raw materials are checked for quality before storing according to type in special bunkers. During the subsequent production process, the raw material is heated, pressed, deoiled concentrated and finally dried. The production process results in high-quality oil and meal.



THE CHALLENGE



The main reason behind the facility upgrade was the aging infrastructure, which dated back to the 1960s. The old production facility, including the bunker and crane system, no longer met modern hygiene and safety standards, and the open raw material bunkers were contributing to odor issues in the surrounding area.

To address these problems and comply with new regulations, the company initiated a significant project to overhaul the facility.

YEAR-LONG COLLABORATION

The collaboration between Bioceval / Markus Beckmann, who is the main Bioceval contact, and JS Proputec goes more than 10 years back in time.

At JS Proputec, we pride ourselves on building strong, long-term relationships with our customers, and this is one of those.

The facility in Cuxhaven originally handled everything with screw conveyors, but about 12 to 14 years ago, Markus decided to switch to pumps. During a visit to Norway, he purchased two used lamella pumps from another supplier, which sparked his interest in this type of pump technology.

The early experiments with those pumps proved successful, leading to further upgrades, and that's when Markus first partnered with JS Proputec.

One of the initial projects we worked on together involved upgrading Markus's raw material collection hopper. He decided to overhaul the system, including the pumps and the hopper.

We supplied a custom piece that fits perfectly into the facility's existing setup - right down to the centimeter. Markus was very pleasantly surprised at how precise and seamless the integration was.

This was the start of a deeper partnership, where he purchased two JS lamella pumps and later acquired two more as reserves.

Today, his facility runs around 16 to 17 JS lamella pumps, with a few extra kept as spares, making JS a crucial supplier in their operation. This also was an important parameter prior to this new project.

THE SOLUTION

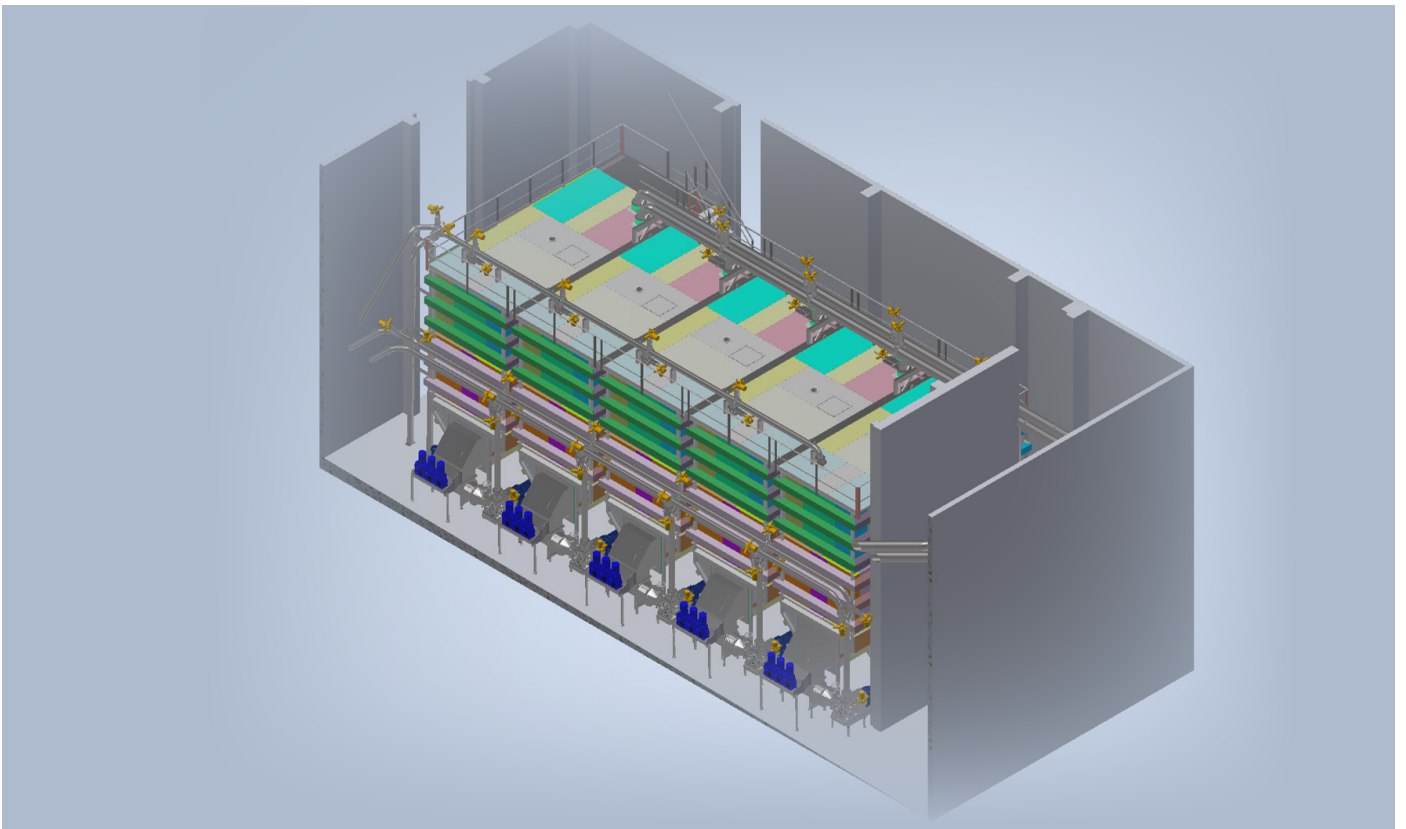


A huge project

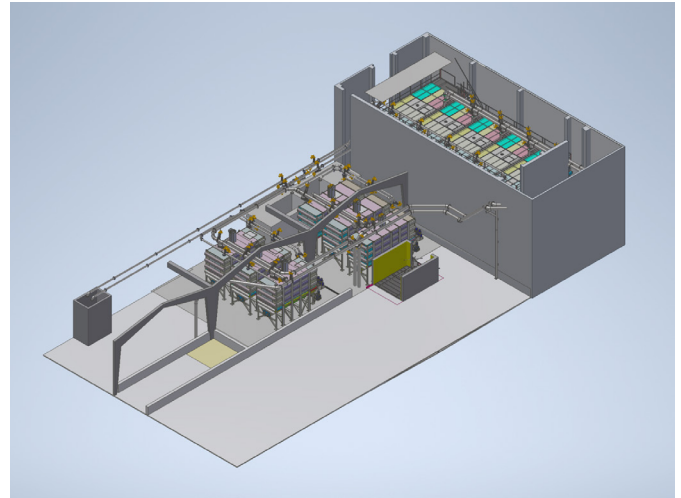
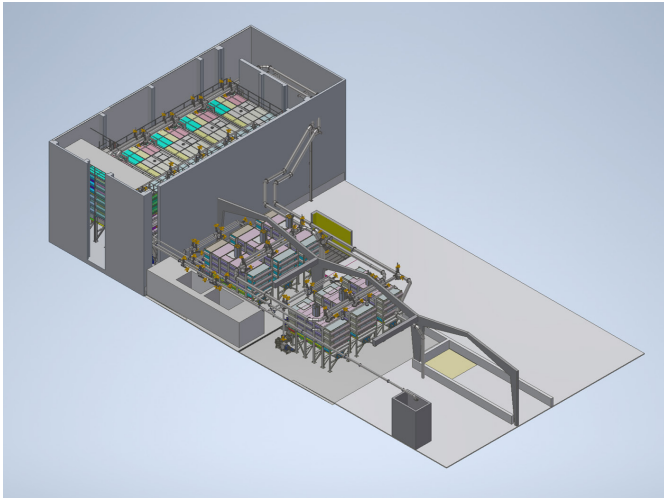
At JS Proputec we consider this as the biggest project in our more than 40-year old history. A completely new reception facility for raw material is a huge project, and the assembly was planned in two phases.

Besides Lamella pumps, the entire system includes pipes, silos and conveyors. In addition, all project management, installation and commissioning. The Danish company FM Bulk became a collaborating partner, leaving JS Proputec to focus on the pipes, extraction screws for the silos, and lamella pumps.

JS proputec continued to handle all project management throughout the entire project.



THE SOLUTION



We say what we want, and JS build it!

Markus, a long-standing customer of JS Proputec, has been working with Bioceval for over 10 years. The shift from using screw conveyors for production to lamella pumps marked the beginning of a fruitful collaboration with JS Proputec.

Markus Beckmann says:

– JS Proputec's flexibility, attention to detail, and responsive customer service have made them a vital partner.

And he continues:

– Once the entire project is up and running, I anticipate a significant increase in revenue as we will be able to produce a wider range of specialized products.



Markus Beckmann, Bioceval GmbH & Co. KG

See [video](#) from Bioceval GmbH & Co. KG

Please contact us for further information about the case or for general information about our products and solutions: +45 9890 3566 - info@jsproputec.com