

# Winery Saves \$250,000 Per Year with Micro Motion® Flowmeters

## RESULTS

- Eliminated overfills
- \$250,000 savings per year
- Meters paid for themselves within nine months
- Saved time spent reducing inaccurate loads



## APPLICATION

In the wine industry, overfilling trucks can be a severe problem. Overfilling not only results in lost revenue to the supplier, but also can result in considerable highway fines.

## CHALLENGE

At a large wine producer in California, truck loading had traditionally been done with volumetric flowmeters and then checked against a weigh scale. The target loading value for each shipment was 80,000 pounds of wine. If the truck was overloaded, tire operators had to reduce the load, which was a very time consuming process.

It had been estimated that each over-fill represented between \$150 to \$200 in lost revenue. The plant management determined that reducing overfills could only be accomplished by installing a truck scale on each of the eight loading racks. This would entail an approximate cost of \$44,000 per scale (\$352,000 for all eight loading racks). Another solution involved installing two mass flowmeters per loading rack at a cost of \$12,000 per meter (\$192,000 for all eight loading racks).

## SOLUTION

Based on the cost comparison between truck scales and mass flowmeters, the customer decided to purchase 16 Micro Motion® Coriolis flowmeters for the eight loading stations (two meters per station).

*Micro Motion meters provide the accuracy needed for truck loading.*

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With the old system, there was an average of three overfills per week per loading station, with each overfill resulting in a loss of \$150 to \$200. The new Micro Motion mass flowmeter system eliminated overfills altogether. This resulted in savings of up to \$600 per week per loading station. With eight stations in operation, the total savings was estimated at up to \$250,000 per year ( $\$600/\text{week}/\text{loading rack} \times 8 \text{ loading racks} \times 52 \text{ weeks}/\text{year}$ ). Because the 16 Micro Motion flowmeters cost \$192,000, the payback period was just over nine months.

This customer harvested and crushed over 1 million tons of grapes last year. Every drop of wine produced was metered through Micro Motion mass flowmeters and the winery is now able to deliver its product more profitably.

