

# Studies in success



## Kirby® Titan - A good match for Snapchill dairy units



The Snapchill milk chilling and heat recovery system with Kirby Titan Condensing Units

**Snapchill is a milk chilling and heat recovery solution aimed at 75% of New Zealand dairy farmers who have herds of between 300 and 600 cows.**

**Snapchill started as an idea in late 2011, when founders Dale Stone and Matt Parkinson discussed ways to recover heat from the refrigeration process which was normally wasted, in a form that could be more useful than existing methods.**

Matt had identified an issue in dairy farming where, as herds were increasing, farmers were having more issues with cooling their milk after milking and prior to collection.

Larger refrigeration equipment was one solution, but this would require increased capital and operational costs for the farmer without any real payback. The other issues were electrical capacity at the milking station and power supply off the power network.

The company's solution was Snapchill. The system sits between the farmers' existing pre-chillers and the bulk milk vat and creates ice during off-peak times when power is cheaper. As it does so, it recovers heat – enough to make a tank full of water at around 82° for use in the cow shed for plant and vat washing.

A Snapchill unit can typically be fitted in a day or two and in most instances does not require a power upgrade to the farm supply. The units are also modular, so they can be grouped or stacked to cater for larger farms, with both heating and cooling only units available. The company also opted for natural water/ice as a coolant, as opposed to

### At a glance...

#### **The Business Need:**

Reliable product supply that delivers consistent performance for the end user.

A strong and supportive supply partnership.

#### **The Solution:**

Kirby Titan Outdoor Condensing units - model PPH217MHA1-2.

The Kirby Titan Outdoor Condensing Unit is a tough, compact and robust commercial range with impressive performance and capacity ranging from 12-41kW.

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Snapchill runs off peak storing the cooling energy until needed as well as providing free 82°C hot water

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chemicals, to give a more sustainable, low contamination risk solution to cooling the milk quicker.

The free hot water saves the farmer the cost of heating water, which gives a viable saving/pay back, to offset the capital cost of extra cooling equipment.

***“The farmer benefits from having a better quality product by cooling milk quicker, using less energy and getting plenty of free hot water”.***

When the company came to sourcing suppliers, they drew on previous product and people experiences. Dale Stone commented,

***“Heatcraft offered the right product for our application. The Kirby Titan Outdoor Condensing Unit with Maneurop compressors are a good match for what we are doing. They are a good robust product well fit for purpose”.***

Snapchill opted for a locally available mechanical control system so that operational downtime can be minimised, should a fault occur. “The customer’s income is in the vat, worth thousands at a time. Delayed repair times will result in instantaneous loss of income. Systems are able to be serviced by any competent refrigeration serviceman or electrician. This helps with protecting their income”.

Other components and controls sourced from Heatcraft include; Dixell electronic controls, Ranco pressure switches, Heldon and Refac copper fittings, Danfoss expansion valves, Insulclamp bracketing

systems and insulation products.

Technical support from Account Manager Jason Anderson and Field Engineers, Mark Meyer and George Hale was also a key to solidifying the supply partnership between Snapchill and Heatcraft.

***“We have always been impressed with the availability of the Heatcraft team (often out of hours when we were still working) to confirm whether our application of the product was appropriate, and also giving us feedback on what other options were available to us within the Heatcraft product range”.***

When it came to the supply of parts and components, Snapchill were well supported by the local Heatcraft branches.

***“We are consistently given accurate delivery times and availability details - we do not experience over promising and under delivery. If there is a problem with delivery, we normally find out from Heatcraft before-hand, rather than find***

***out there is a problem well after the promised delivery date”.***

Stone concluded; ***“We have always felt that Heatcraft understood our requirements, even in the early days. They understand that as a growing company, we need to form a synergy with suppliers to help us get the product to market. Reliable product supply that delivers consistent performance for the end-user is a “Win-Win” situation for all involved”.***

Snapchill is in the process of developing a smaller unit to allow for those consumers who only have single phase power supply, and/or smaller herds.

**For more information on how Heatcraft can help resolve your business challenges, contact your Heatcraft Account Manager on 0800 653 330.**

**For more information on Snapchill, visit their website at [snapchill.co.nz](http://snapchill.co.nz).**



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