



**CONSULATE GENERAL  
OF DENMARK**  
*The Trade Council*

# DANISH AGROTECH CATALOGUE

## 2020



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# AGROINTELLI

we simplify farming

New technical solutions  
for automation and robotics

The radical lack of workforce in the agricultural sector around the world is currently challenging the food production industry - one of the most important industries as demand for healthy and nutritious food continues to increase from a growing global population. Furthermore, the agricultural sector is in some countries experiencing decreasing harvest yields as a result of soil compaction and erosion due to decades of operating heavy machinery in the field.

AgroIntelli is a Danish company addressing such challenges with revolutionary and radical innovative solutions for arable farming. After many years of research and development, Agointelli recently commercialised the self-driving agricultural robot "Robotti". Inspired by the traditional tractor, Robotti is equipped with diesel engines, hydraulics and four-wheel drive. Furthermore, Robotti has a completely standard three-point hitch, which makes it compatible with many existing standard implements. Therefore, Robotti can perform several field tasks, for example: seedbed preparation, seeding, weeding, fertilizing, spraying and mowing.

Robotti operates autonomously and minimizes the direct need of work force. In addition, the robot typically weighs less than half of what a tractor weighs, which reduces the risk of yield decreases from soil compaction. The low weight and the great design increases accuracy and allows the robot to operate incredibly precise in the field – also after sixteen hours.

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*Potato ridging*



*Seeding sugar beets*



*Mechanical weeding in sugar beets*



## WINTEX AGRO

The future is in the soil and in professional soil samples

Wintex Agro has specialized in developing and manufacturing automatic soil samplers. Being international specialists and thanks to our worldwide activities, we are familiar with virtually every soil type and all geological conditions as well as with the strict requirements for collecting soil samples and the associated documentation.

We are eager to optimally support you in complying with both statutory and voluntary provisions and in working time and cost effective. For this systematic and perfect sampling is a requirement, and it is furthermore the basis for the related documentation, for optimizing the soil quality and for site-specific fertilizer management.

Wintex soil samplers are designed to minimize physical strain, to make soil sampling fast, accurate, and cost-effective. They can be mounted on virtually every vehicle, and all functions can be carried out from the driver's seat. Combined with a GPS system it will allow you to register exactly where the samples were taken and to establish site-specific fertilizer management. Wintex soil samplers do only require minimum maintenance and do only have few wearing parts which means that you will have a device with low running costs.



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**BogBalle A/s**

**Fertilizer and salt spreaders**

Bogballe was founded in 1934 by Anders Peter Laursen. Since 1950 the focus has solely been on developing, producing and distributing mineral fertilizer spreaders. Today BOGBALLE has reached a status as being one of the leading fertilizer spreader manufacturers in Europe and claims to be "The Specialist" in spreading of mineral fertilizers.

Bogballe spreaders are divided into the segments semi-professional, professional and super professional, providing a wide range of spreader solutions – amongst them the world's largest lift mounted spreader, M60W.

Lift mounted spreaders have always been the company's approach increasing flexibility and punctuality in the field. The most effective and precise fertilizer application is ensured by constant innovation. GPS is one of the optimizing solutions ensuring that headland overlapping is avoided by automatic opening and closure of the spreader plus performs section control in wedges and when using prescription maps. Furthermore, great hopper width ensures an easy loading operation. The factory's metal handling and Flexi Coat Paint ensures optimum quality, durability and a long life for the machines. The product range consists of fertilizer spreaders, salt spreaders, sand spreaders.



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# VIEMOSE DGS

## Automated NFT farm systems for high-yield sustainable vegetables/herbs growing

Viemose DGS is Scandinavia's largest manufacturer of automated farm systems such as Moving Gutter Systems, Vertical Farming, greenhouses and traditional indoor farming on benches. Established in 1947 we have developed a strong international presence, exporting our greenhouse production systems to all of Europe, Russia, USA and Canada, The Middle East and Africa.

A **Moving Gutter System (MGS)** consists of an automated NFT growing field where plants are placed in custom-made gutters.

As the plants grow the spacing between the gutters increases automatically, ensuring optimal growing space for each plant, simultaneously the gutters move along the growing field so that young plants are set at one end and the harvest takes place at the other end. The results is a 28-fold productivity increase over traditional ground-based farming. An MGS system can be fitted with any level of automation required by the customer.

**Irrigation** - Pre-fertilized water is fed directly into each gutter, allowing the plants to take up the exact amount of water needed. The remaining water is recycled to 100% in the system. Any type of pre-fertilized water works in the MGS-system and it is highly suited as part of an aquaponics solution. Savings of water are up to 95% vs. traditional ground-based farming.

**Labor** - Only few people are required to operate the automated MGS-systems, enabling significant savings in labor costs, up to 80% vs. ground-based farming.

**Vertical Farming** - When floor space is limited the MGS lines can be stacked above each other, to achieve automated Vertical Farming with the same advantages as the single-layer MGS but achieving up to 7 times higher yield using the same floor spacing.



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# FieldSense

## Decision-support tools for the agricultural industry

FieldSense is a data and technology company based in Aarhus, Denmark. The company provides different decision-support services for farmers in Europe based on analysis of satellite imagery and site-specific weather data. These services are available to farmers via the FieldSense platform for web, smartphone and tablet devices.

By using the FieldSense Farm Weather service, farmers can monitor the in-field weather conditions of their crops closely. Measurements of 8 different weather parameters are used for in-app decision-support for securing optimized spraying, for monitoring different pests and crop diseases, and for following the growth stage progression of select crop types. Most importantly, the Farm Weather service provides frequent information that is critically important for prioritizing field tasks and related logistics. The weather stations are solar-powered and transmit data through mobile networks.

FieldSense also offers large-scale monitoring of crop activity using frequently updated crop health satellite imagery. The imagery provides a fast and reliable overview of crops regardless of location, helping farmers identify and tackle crop health issues in a timely manner. The imagery can also be used to create variable-rate prescription maps to achieve a more optimal application of fertilisers and pesticides.

The underlying technologies and data of FieldSense can further be accessed via API, allowing for integration with other platforms and services.

FieldSense is able to process very large quantities of data for individual customers and is an ideal solution for large-scale agricultural operations anywhere in the world, as well as a valuable partner for agri-businesses looking to innovate.



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**DTU Fotonik**

Department of Photonics Engineering

**Massive IoT research and prototyping**

## Our research

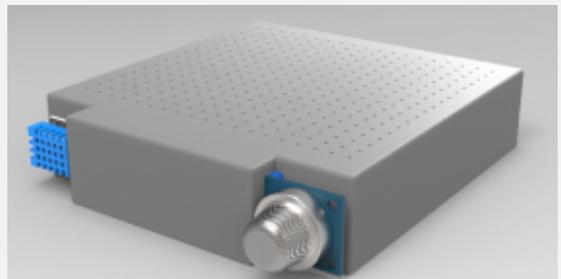
DTU Fotonik IoT research group focuses on hardware, software and state-of-the-art communication protocols boosting the performance, security and reliability of massive IoT deployments.

We look into Low Power Wide-Area Networks (LPWANs), particularly **NB-IoT, LoRaWAN, Sigfox, LTE-M**. Our expertise and research interests include, but are not limited to:

- **Ultra low-power** hardware design
- **Efficient** IoT applications development
- IoT **security**: vulnerability analysis, secure firmware solutions
- LPWAN network **coverage optimisation** (including hard-to-reach deep-indoor areas)
- **Ultra-reliable** IoT for critical applications: novel failure-recovery schemes, device-to-device enhancements, and many others
- **Sustainable IoT communication**
- **IoT for smart cities, communities and rural areas**
- **IoT for specific use cases (farming, tracking, e-health, etc.)**

## Our network

We stay in close touch with the industry through numerous collaboration projects with Danish and global companies (consultancy, hardware prototype, end-to-end solution). In academia, national international collaboration is an essential part of our activity: we cooperate with Aalborg University, Nordic IoT Hub universities (LU, KTH, NTNU, Aalto University) and since recently, we are involved in research projects with a Brazilian university, UFCG.



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Post-harvest grain management for predicting the quality of crops in storage and transit

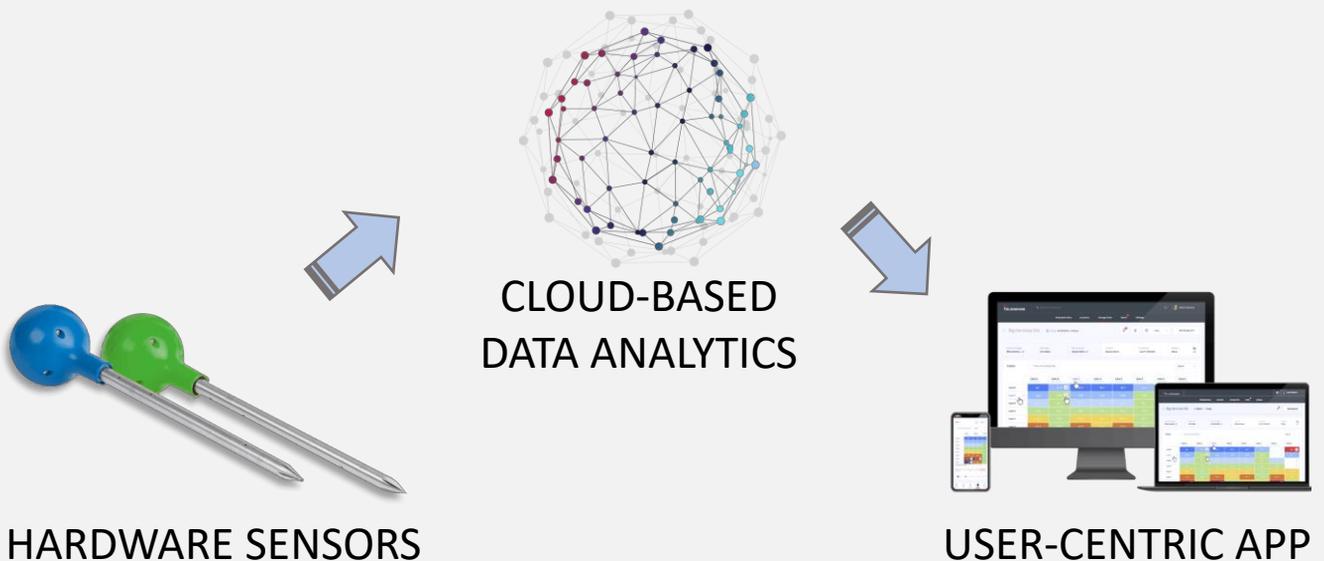


TeleSense, Inc. provides real-time, industrial IoT monitoring solutions for post-harvest crop storage and transport. We use artificial intelligence and machine learning to predict potential risks in the world's perishable commodities supply chain, both in storage and transport.

Our cellular-enabled hardware sensors gather temperature, moisture, and location data that is wirelessly uploaded to the cloud for analysis. Proprietary TeleSense algorithms then analyze the data and look for abnormalities which may indicate problems, such as hot spots.

Analyzed data, insights and suggestions on how to improve the situation are wirelessly shared with customers via the TeleSense App. Users can quickly check on all of their storage units and be alerted to take preventive action if trouble is on the horizon. The TeleSense App is designed to be simple and intuitive to use, and caters to the needs of multinational corporations as well as individual operators.

Whether in storage or transport, TeleSense simplifies the monitoring of perishable commodities. Our solutions help eliminate human error, improve operational efficiency and increase profitability.



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Intelligent farm storage management

For more information, please visit [www.grainit.net/en](http://www.grainit.net/en)



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# FaunaPhotonics

## Real-time monitoring of insects with light

FaunaPhotonics is a technology company based in Copenhagen, Denmark, building next generation real-time insect monitoring technology. Our patent protected sensor technology uses light to detect insects in the field and artificial intelligence to automatically classify insects that are observed. Our technique can scout for overall insect activity and individual species at once, providing real-time insights into in-field insect populations.

Insect pests directly damage crops causing significant losses and regular monitoring of fields is a labor-intensive, time-consuming and costly activity. At the same time, efficient pest control that is non-threatening to beneficials and pollinators is a major challenge. The ability to systematically, efficiently and accurately monitor insect populations is key to improved pest control.

Through an automatic monitoring solution integrated into digital farming platforms, we will provide a reliable decision-making tool for effective integrated pest management. This is a major change from the current norm of manual observation and sampling that offer limited ability to characterize insect activity at the plot level.

In-field sensors will enable farmers to only treat fields when and where it is really needed. Insecticide spray programs will become more targeted, knowing with better precision when is the optimum time to treat and what is the optimum treatment strategy for each field.

By bringing a new technology to the market, we will fill gaps in knowledge of insect populations, leading to more sustainable agricultural production and improvements in understanding insect biodiversity. On our journey we will make insect monitoring and risk assessment easier for our customers.

Our ambition is to become world leading in this domain.



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**Working with nature to protect crops**

BioPhero is a biotechnology company that was founded in 2016 as a technology spin-out from the Technical University of Denmark. Our mission is to make affordable, safe insecticide replacements in the form of biologically produced insect pheromone active ingredients and to lead the global transition towards sustainable agriculture where safe pheromone-based products become the primary method for pest control.

Using our fermentation technology, we offer active pheromone ingredients that target the main pests of corn, soybeans, rice, and more. Pheromones are chemical signal molecules used by insects to attract their mating partners. The female insects emit sex pheromones when they are ready for mating. The pheromones are volatile and create a pheromone plume which the male insects can detect and follow to locate the female. Mating Disruption works by spraying insect pheromones into the field, leaving the males unable to locate the 'true' female source. As a result, fewer insects locate a mating partner, mating levels are reduced and the pest population in the field is controlled.

A significant market exists for pheromone-based mating disruption today in fruit and vegetable applications. BioPhero's production process delivers pheromones at a larger scale and at a lower cost than current synthetic chemistry methods, which makes it economically feasible to use them in large-area row-crop applications. BioPhero's approach is unique because we are the only company in the pheromone industry to fully use the potential of biological production and to make the product available to the industry as active ingredients.

We are certain there is a great potential for pheromone-based pest control in Brazilian row crops, which can be realized now that the pheromones themselves are becoming available at an attractive price. Pheromone based mating disruption can help reduce the pest pressure of e.g. Helicoverpa, Spodoptera and other lepidopteran pests. This will reduce the amount of chemical insecticides required and be a helpful tool to delay or avoid insect resistance building towards GM traits and common pesticide modes of action.

We would like to connect if your company is considering making pheromone formulations or products targeting row crop pests. If you are looking to integrate pheromone solutions into your IRM/IPM programs, we would be happy to help and connect you with companies that can deliver pheromones formulated for end use and document field performance of mating disruption. We welcome a dialogue with all stakeholders (including academia, regulators, and growers) about pheromone technology and its applications.



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**New solutions for modern-day farming**

Ecobotix, founded in 2015, develops and offers innovative solutions for modern-day agriculture. The company's product offerings include patented bio-control delivery systems, multi-spectral drone solutions and camerabased insect traps, mainly targeting intelligent management of insect pests.

We take pride in benefitting our customers with innovative products, same time being committed to sustainable crop production, healthy, pesticidefree foods and taking greater care of our environment. We believe that agricultural activities should be always both economically and ecologically sound and our business is to develop and provide such solutions.

Supported by the Danish Agricultural Agency and Innovation Fund Denmark, Ecobotix has developed and patented a versatile technology for automated distribution of macrobial bio-control products such as parasitoid wasps and predacious mites and insects. The technology can be flexibly mounted on e.g. irrigation booms in greenhouses, tractor booms or even on drone systems. Our solutions are thereby relevant for both covered production as well as open-field production systems.



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# WildDetect

Producer of the scare tool control box BirdAlert®

WildDetect® was founded in 2012 under the name "Wildlife Communication Technologies", as a spin-off from PhD from Aarhus University. The AniMan series was the company's first product. The AniMan has been developed and is now called BirdAlert®.

As soon as in 2012, the company won the innovation contest of Agro Business Park. The core competencies of the company are the detection skills, the deep knowledge of scare tools, and the sound library of scare recordings. The company offers solutions for all providers of scare tools, making their selections more efficient with BirdAlert® – the detection box and the control app.

WildDetect® research possibilities to expand and improve the BirdAlert® system. The goal is to be able to detect more species, also species that are especially problematic in other regions of the world. The company works on integrating more scare tools in the system. BirdAlert® employs an advanced microphone system to listen for injurious species of birds and then plays recorded scare sounds targeting that species.

The unique functions of the system are packed into an inexpensive, moveable and durable suitcase design. (20 x 25 x 30 cm. Weight: 14 kg including microphone.) The suitcase is equipped with five outputs and the sky is the limit as to what may be connected here in the future. On top of this, the BirdAlert® webapp makes it possible to monitor and control the system as well as collect data over time.

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# FOSS

Testes rápidos e confiáveis que reduzem custos e aumentam a sua produtividade

A produção de grãos sempre traz desafios. Padrões climáticos, manuseio eficaz do pós-colheita e a variabilidade da produção são apenas alguns fatores críticos que precisam ser considerados para atender a crescente demanda global por alimentos.

Uma análise eficaz da qualidade dos grãos aliada ao uso da inteligência artificial, automação e conectividade digital permite reduzir perdas e aumentar lucros. Expanda o seu negócio de forma rápida e lucrativa. Reduza custos e aumente a sua produtividade.

Com mais de 60 anos no mercado, a FOSS oferece soluções que garantem a qualidade dos alimentos e oferecem rápidos e precisos resultados para rápidas tomadas de decisão, gerando maiores rendimentos, menores desperdícios e clientes mais satisfeitos.



O **Infratec** é um instrumento que usa a tecnologia do infra-vermelho para a determinação de proteína, óleo, amido, fibra e umidade em grãos de soja, milho, trigo e outros. As análises são feitas em segundos e os resultados podem ser acessados de forma remota e em tempo real através da plataforma digital FOSSConnect. Esta ferramenta permite que você gerencie os dados gerados e tome decisões rápidas no recebimentos de grãos.



O analisador inline de infra-vermelho próximo, **ProFoss** oferece medições precisas e contínuas. Estas são realizadas em segundos, para garantir uma produção com a máxima eficiência. Visualize em tempo real, parâmetros como proteína, gordura e umidade diretamente no sistema da sala de controle da produção.



O **Dumatec 8000** é um analisador de Nitrogênio por combustão. O instrumento determina a porcentagem de proteína em 3 minutos. Baixo custo, rapidez e precisão. O instrumento está validado pelo métodos oficiais AOAC, AOCS, ISO DIN e outros. A automação que faltava para o laboratório da indústria.

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Mais conhecimento, melhores negócios  
no mercado de grãos

Serviços  
digitais



## Videometer A/S

We measure what you see – and beyond

Videometer is a leading company within seed and grain analytics. Seed and grain quality assessment based on spectral imaging is currently transforming the seed and grain industry. Traditional methods based on physical, physiological, biochemical, and molecular evaluation are effective, but often time-consuming, labor intensive, destructive, and requiring highly trained seed experts.

Spectral imaging is integrated with machine learning and artificial intelligence in the VideometerLab instrument providing a fast, non-destructive, and versatile seed evaluation system that can evolve over time and effectively handle variation from growth season to growth season, location, varietal and climate changes through a cloud database of virtualized seeds (aka digital twins). While seed imaging should not be the only tool to capture the characteristics of seed phenotypes, it will be the obvious backbone of a seed phenotype database due the fast, non-destructive, and versatile measurement.

Videometer systems measures size distribution, color, shape, admixture, weeds, mold damage, mechanical damage, insect damage, species, skinning, surface spectrum and chemistry of seed and grain – simultaneously and accurately.



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Innovative solutions within feed and farm technology

## SKIOLDGROUP

Seed processing industries all over the world rely on SKIOLD's high-quality, high-volume grain and seed cleaning/grading machines for optimum accuracy. Since, 1877, the company has been providing equipment that makes up complete, customized **feed milling solutions** for grinding and proportioning of feed for all kinds of livestock. SKIOLD help farmers and feed producers successfully take control over the feed production and hereby ensure healthier livestock with minimum waste of natural resources.

The SKIOLD **Aqua Feed manufacturing plants** provides complete control over the entire process to produce high quality fish feed, ensuring the most profitable operation, health and feed conversion rate.

SKIOLD is one of the most experienced suppliers in the market for **full-line farms** providing innovative equipment and complete solutions. Also, by the acquisition of JYDEN, LANDMECO and recently ROTECNA, housing for cattle and solutions for poultry and pigs are the areas in which we are striving to increase global reach with innovative design concepts based on decades of experience.

Furthermore, as an international leading brand in the market, with green Danish DNA, SKIOLD wants to make a difference in the provision of complete solution to clean raw materials, ensure food safety and increase yield with minimum impact on the globe and its natural resources.

**SKIOLD DAMAS SIGMA** is a high-capacity cleaning and grading machine for grains and cereals of all sizes. It was designed for pre-cleaning, malting barley grading, intervention standard cleaning, and industrial cleaning. Direct benefits include space saving, zero vibrations, fast screen change, dust free working space, but most important is the efficiency on cleaning mycotoxins from the surface of seeds and grains. Because seeds and grains are cleaned centrifugally, each individual grain is polished and cleaned across its entire surface area. This process reduces the presence of germs, fungi and bacteria by up to 90 % - providing a much more hygienic end product.

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Jimco A/S is the company behind some of the world's most unique air and waste-water purification and sterilization solutions. Since designing its very first air-cleaning unit in 1993, Jimco A/S has not looked back. Today, the company supplies its products to a large number of industries and institutions worldwide. Its customer base comprising factories within the food industry, commercial kitchens, waste-water treatment plants, schools and nursing homes. In brief, Jimco A/S undertakes all types of projects – large and small. Jimco A/S combines common sense with innovative thinking as the basis of the company's unique products. It is no coincidence that Jimco A/S supplies air-treatment units to some of the biggest chains in the world – including McDonald's, Scandic Hotels, McCain, Danish Crown etc.

With the introduction of the UV-C-based disinfection of surfaces, we now add yet another field of application to our patented UV-C technology, which has been awarded the EU Environmental award and which since 1993 has been used in air cleaning – systems which i.a. are used for removing obnoxious smells, improving the indoor climate as well as reducing the danger of fire and infection. The fact that it is now possible to disinfect surfaces brought us into the innovation of ORI Systems with means Organic Seeds Disinfection consisting of a method of interact ozone gas with the seeds under a control concentration.

### **Ozonitation Reactor for Seed and Grain Disinfection**

The ORI system allows purifying of seeds, cereals and fruits through contact with ozone, channeling it by conduction towards a hopper that has a diffusion system to disperse the seed and thus ensure its contact with ozone for just the necessary amount of time. The reactor system consists of an ozone generator by means of ultraviolet rays (with a consumption of 0.5 kw) where the ozone generated is driven by means of a fan, and channeled through a funnel and a flexible tube, until finally connected to the hopper. With this technique, all the ozone gas that is being driven by the ozonator, directed and focused towards the zone of passage of the seeds to carry out the purification process.



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# FOSS

Otimizando recursos através de análises inteligentes

Líder global em análises de leite e lácteos. A variedade versátil de soluções analíticas da FOSS dá acesso rápido a dados precisos em toda a cadeia de valor do leite - desde o aprimoramento do rebanho leiteiro, teste de leite cru e recebimento de matéria-prima até o controle do processo e especificação do produto final.

As soluções FOSS para o laboratório incluem, além dos já tradicionais analisadores de alto volume como **Bactoscan** e **Fossomatic**, o **Bacsomatic** para a determinação rápida de CBT e CCS e os analisadores da linha **MilkoScan** para análise composicional e detecção de adulterantes no leite.

Para análises de amostras do processo, instrumentos da linha **MilkoScan** também estão preparados para este desafio, assim como o **FoodScan 2**, reconhecido globalmente para análises de queijos, manteigas, iogurtes, e o **NIRS DS2500** para lácteos em pó. Além destes, nos últimos anos, as soluções de análise de processos online, como o **ProFoss**, estão sendo usadas em diferentes estágios do processo de produção.



A FOSS possui mais de 60 anos de experiência no desenvolvimento de soluções analíticas dedicadas para a indústria de leite e lácteos que oferecem rápidos e precisos resultados para rápidas tomadas de decisão, gerando maiores rendimentos, menores desperdícios e clientes mais satisfeitos.



Além de instrumentos analíticos, os clientes da FOSS podem contar com os **serviços digitais** que são oferecidos com os analisadores, permitindo uma avaliação constante do desempenho de hardware e calibração através de suporte remoto e relatórios mensais.

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Mais conhecimento, melhores negócios  
para a indústria de laticínios





World class poultry farm solutions for  
the greatest farmers in the world

**SKIOLD**LANDMECO

For more information, please visit <https://landmeco.com>



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# It **Knows** Its Way around **Chicks**

The development and production of special equipment for the poultry industry is the main task of the Danish Firm JTT Conveying A/S. In cooperation with poultry producers, the slaughtering industry and the veterinary system, the equipment to catch and load broilers for transportation has undergone further development and improvement.

## **The necessity of this development arose from**

- 1.) relatively high losses due to injuries by manual catching of the broilers
- 2.) the strict rules and regulations combined with high cost of labour.

## **The advantages of this machine ( Toppings )**

- To catch broilers in the houses.
- The loading of the broilers into containers.
- Very little losses due to the extremely careful method of catching broilers.
- Avoiding of stress at the loading.
- Great efficiency: 8.000 to 9.000 broilers will be handled per hour.
- Improved quality at the loading into the containers.
- Reduction of cost of labour (three persons only are needed for the process).
- Uncomplicated reception in the slaughter.
- Reduce the risk of salmonella infection.
- Less chance of infecting humans and chickens

## **The principal structure of the machine**

- A collecting-head system, operated by hydraulics.
- A conveyer, adjustable up to 20 or 22 metres.
- The central unit, with four-wheel drive.
- A teleskopik carrier-system
- The loading platform, turnable sideways (Four varieties for three different types of containers).



**The way this equipment works:** The collector consists of three rotating barrel-like drums, rotating against one another. These drums are hydraulically driven and steered by the control-unit. The surface of the drums is covered with long flexible rubberfingers which force the broilers very gently onto the collector, and further onto the conveyer-belt. This conveyer-belt brings the broilers into the containers, which are positioned on the turnable loading-platform. A fork-lift truck loads the containers on the waiting truck.

One person operates the collector, two persons control the proper filling of the containers and a fourth person operates the fork-lift truck, he is also the truckdriver, taking the load away and bringing back empty containers.

TELESCOPIC LOADING CONVEYOR



REMOTE CONTROL



TRAILER PLATFORM



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