

## NEWS / BUSINESS

## Solecta announces launch of SolectaINSIGHTS performance analysis for dairy processors

**BOSTON** — Solecta, a brand of Acuriant Technologies Inc., this month announced the launch of SolectaINSIGHTS, a performance analysis service that shows a dairy processor when to replace elements in its plant.

Solecta provides polymeric membrane solutions across microfiltration, ultrafiltration (UF), nanofiltration and reverse osmosis for dairy, food ingredients, life sciences and advanced manufacturing. The company's applications engineers work within the client's process to improve membrane system performance against defined operational and economic targets.

Most dairy processors replace elements on a fixed schedule rather than based on how each one is performing. That has been the standard approach for years, and a reasonable one, Solecta notes. Without ongoing visibility into individual membrane performance, a calendar is the most practical way to plan. The cost is that elements can be losing money for months before its scheduled change-out.

"An aging membrane gives up protein a little at a time. The loss leaves in the permeate instead of showing up on a monthly report, and by the time margin slips enough to notice, it has been building for months," says Scott LaRoche, director of applications engineering at Solecta. "Solecta field casework puts the recoverable share at 2 to 5 percentage points of protein yield."

That protein never has been worth more. USDA's *Dairy Market News* reported whey protein isolate above \$14 a pound in late July, with buyers expecting further increases on firm demand and very limited availability, and whey protein concentrate (WPC) 80 in the upper \$12s in late June.

WPC values have roughly doubled in two years, Solecta notes. The constraint behind the rise is the capacity to convert liquid whey into high-protein ingredients rather than the supply of whey itself.

Every membrane has a flip point — the moment when the value of protein lost in the permeate exceeds the cost of new elements, the company notes. For UF dairy systems, it typically lands at nine to 15 months. Some loops cross over sooner; some run efficiently longer. The calendar cannot tell you which is which — but SolectaINSIGHTS does.

"The industry's answer to a protein shortage is new capacity, and new capacity takes years," says Jürgen von Hollen, CEO of Acuriant Technologies Inc. "The fastest path to additional protein capture sits inside plants already running, in the milk they buy every day. SolectaINSIGHTS shows processors, on their own data, the month an element starts giving that

protein away so they make the replacement call on numbers rather than on the calendar."

SolectaINSIGHTS runs on a monthly cycle and does not require remote access to the plant. A participating processor submits operating data such as permeate protein percentage, flow rates and pressures. A Solecta applications engineer analyzes it and returns a report covering the performance trend for each loop, a recommended replacement date and the dollar value of the protein currently leaving in permeate followed by a review call. The result is a

single figure for each line: the flip point. Solecta's applications engineering team has commissioned more than 500 dairy installations, and that work shaped how SolectaINSIGHTS calculates a plant's flip point.

LaRoche says the idea grew out of a pattern the company's engineers kept spotting in their own reviews.

"We kept seeing the same thing — an element in operation that had already lost more protein value than its replacement would cost," LaRoche says. "SolectaINSIGHTS turns that pattern into something every plant we

work with can track month to month."

SolectaINSIGHTS launched earlier this month after a two-year private run with a top-10 U.S. cheese processor, which has made 100% of its membrane change-out decisions on the monthly reports over that period.

To learn more and access the full U.S. cheese processor case study, visit <https://solecta.com/membrane-solutions/solecta-insights/>.

Customers with additional questions may contact Brittney Zeller, global marketing director, at [info@acuriant.com](mailto:info@acuriant.com) or 760-630-9643. **CMN**



Data-Driven Membrane Decisions

# You can't see the protein slipping into your permeate. We can.

SolectaINSIGHTS is a monthly membrane performance service for dairy processors. **Yield trends, replacement timing, and permeate loss quantification** from your operational data, delivered by engineers with 500+ dairy installations behind them.

**2-5%**

recoverable protein yield

**\$15-40K**

recovered per loop, annually

**2-3×**

membrane spend recovered





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