



*Reliability through Experience*

## De Smet Engineers & Contractors and the Sugar Industry



# De Smet...



Since the very beginning, more than 50 years ago, De Smet Engineers & Contractors has dedicated its life to the Agro-Industry :

- research and development
- studies
- financial arrangements
- implementation of projects
- technical assistance after start-up  
...and operates worldwide.

Today, De Smet Engineers & Contractors offers a wide range of services, from a mere consulting assignment to a turnkey project.

Major fields of activity encompassed by De Smet Engineers & Contractors are :

- vegetable oil extraction, refining and all related technologies
- oleochemicals
- beet or cane sugar production
- sugar refining and complementary services
- production of chicory inulin and by-products
- production of glucose, fructose and by-products
- storage and handling of cereals
- treatment of animal fat by-products, etc.



De Smet Engineers & Contractors strength relies on the quality of its personnel, their experience, their permanent quest for quality through research and development and their constant contact with the food industry.

# De Smet Engineers & Contractors

De Smet Engineers & Contractors has been created with the aim :

- on one hand to implement turnkey projects
- on the other hand, to offer various technologies to the world of sugar, inulin, glucose, fructose and their by-products.



Its staff includes :

- teams of sugar technologists and specialists in given domains, such as the installation of piping and steel structures, civil engineering works, electrical installations, automation, programming, as well as all kinds of erection and start-up assistance, as required in the most stringent industrial operations
- economists, marketing officers as well as specialists in financial arrangements for a project
- project managers assisted by planning and budget control advisors.

## The De Smet Engineers & Contractors Sugar Division

De Smet Engineers & Contractors Sugar team is made up of engineers and dedicated specialists such as mechanical engineers, chemical engineers, biochemists, experts in thermodynamics, industrial architects, environment engineers, computer technicians and draughtsmen specialised in flow-sheets, installation drawings and isometric view elaboration.

The Sugar Division finds, within De Smet Engineers & Contractors environment and in its special relationship with other companies, all the additional resources needed to guarantee smooth and profitable operation of a plant.



## From technological audit to turnkey projects



The range of services provided by the De Smet Engineers & Contractors Sugar Division goes from a simple recommendation given over the phone up to the turnkey realisation of sugar plants requiring tailor made financial arrangements.

De Smet Engineers & Contractors relies on the skill and dedication of a professional team of highly qualified engineers who have, over the years implemented sugar projects, for beet as well as for cane, on the five continents.



## Strong points of De Smet Engineers & Contractors Sugar Division

**The high competence of its personnel and knowledge of local constraints.** The long experience derived from a great number of case studies, plant design, erection, start-up, commissioning jobs, as well as constant contacts with the industry guarantee high-quality services.

**A proprietary computer simulation of a sugar plant in operation.** This software is extremely efficient, as it allows the simulation of the factory's operation simultaneously on the technological and energetic point of view. Such simultaneity guarantees the accuracy of the calculations.

**A latest version of a 3D drawing software,** allowing the calculation of a computerised model that includes all parts of the factory : steel structures, equipment, pipelines, cables... The customer can visualise the plant before it is commissioned.



## “First, pay attention to the Customer”

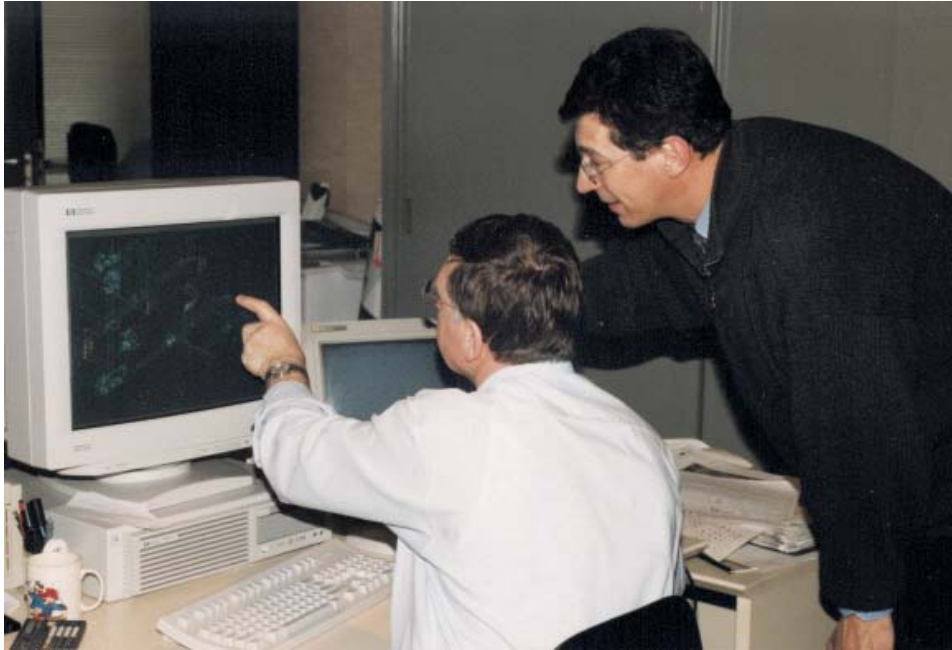
This motto is the heart and soul of the De Smet Engineers & Contractors Sugar Division's normal way of thinking. Understanding the customer means that we must be able at any point in time to offer him what he actually needs.

Therefore, we have to know him very well : his environment, his traditions, his industrial past and his future plans. We have to inform him, in full confidence, of what already exists on the market and of our specific experience.

A good contract must always reflect the real cooperation between the customer and De Smet Engineers & Contractors.

A good contract will never end at the signature of the final acceptance certificate : for De Smet Engineers & Contractors the contract continues through frequent contacts with the customer, thus helping him to make optimal use of the tools he bought and informing him of new or improved techniques and technologies.





## Independence

As an engineering company, De Smet Engineers & Contractors is completely free from any kind of obligation towards a workshop, a range of products or a technology : De Smet Engineers & Contractors can offer better services to its customer in compliance with his needs and is also free to propose to this customer services and equipment from the country of origin as per customer's wishes and local possibilities.

The only concern of De Smet Engineers & Contractors is to make sure the customer receives the most efficient industrial tool delivered on time and at the best financial conditions.





**DE SMET ENGINEERS & CONTRACTORS** has been created in 1990 by the De Smet Group with the intention to have an organisation totally dedicated to large projects, extending its expertise to process auxiliaries, site construction activities and project management.

**Oils & Fats** as well as **Sugar** have been the core of **DE SMET ENGINEERS & CONTRACTORS'** field of activity. Diversification however has taken place, based on a worldwide competence in project management acquired over the years.

**DE SMET ENGINEERS & CONTRACTORS** is not only equipment supplier, but well plant supplier and contract manager. It has developed the **Full Responsibility Concept**, based on a comprehensive range of multi-disciplinary resources.

From the initial study to vocational training, **DE SMET ENGINEERS & CONTRACTORS** has the ability and skill to **successfully complete large turnkey projects, even on a greenfield site**, all within the contractual budget and delivery time, whether on its own or in association with other companies.



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