

Quality Service and Trust Drives Lianco

Lianco Ltd are powder drying, processing, conveying and containment specialists for the pharmaceutical, biotechnology, chemical, food and dairy industries. 'Manufacturing Ireland' talks to Finbar Smith, the company's new Sales Director.



API Dispensing Suite Project managed by Hosokawa

Lianco is a company with extensive experience in system design, equipment selection and project management. The company was setup over 20 years ago by Philip Ward with the initial focus of supplying evaporation and spray drying equipment to the dairy industry. From there it developed a complete range of powder handling, conveying and storage equipment.

With Ireland becoming a major location for pharmaceutical and biotechnology investment, the potential to develop Lianco in a technically demanding area was immense. With Philip's experience in the food and pharmaceutical sectors he was aware of the need to expand Lianco's contact base and ability to service the pharmaceutical industries and as a result Finbar Smith joined the Lianco team in April 2006.

Finbar has had 13 years

"Representing blue chip companies gives our clients the confidence and the reassurance that they are getting the best process solution available from the world market."

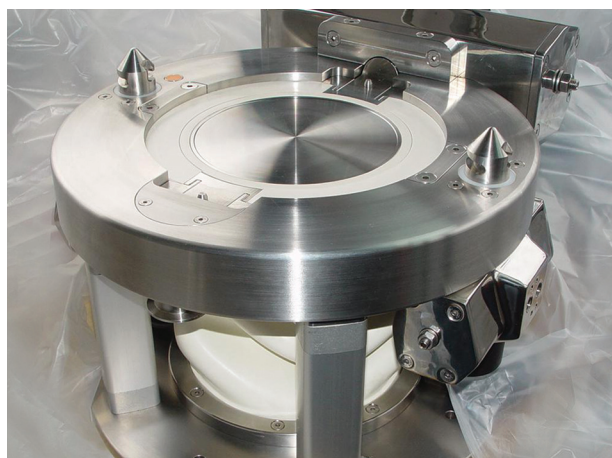
experience working with BCD Engineering where his area of expertise was in the design and implementation of process equipment applications in the pharmaceutical sector.

While Lianco has been a successful company through its principals and wide customer base, it recognised the need to source additional "Blue Chip" principals to expand into the pharmaceutical industry, where brand, product quality and back-up service are very important. With Finbar's experience of well known manufacturing companies which specialize in equipment supply to the pharmaceutical sector, Lianco decided to approach a number of new Principals.

Hosokawa has been servicing Ireland from their

offices in the U.K. for over the past 20 years, and while this has been successful, Hosokawa knew by establishing direct representation in Ireland through Lianco its business potential would grow significantly. This has proved to be correct and in the past 6 months Hosokawa's sales have grown significantly and they have an extensive enquiry list for business in the near future. There has been a positive reaction too from the Irish client base, as having direct representation in Ireland has resulted in faster response times. Lianco ensures client queries are directed upwards to the most relevant personnel in Hosokawa.

An area of huge growth in the pharmaceutical sec-

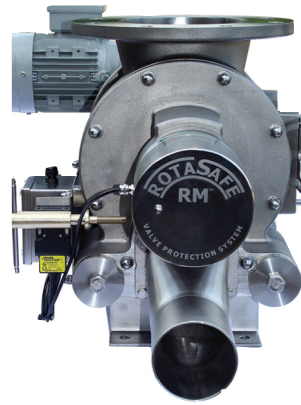


Actuated Split B'Fly valve complete with flexible docking compensator from Andocke

tor has been the protection of the operator. As more new drugs are coming on stream with higher potency issues and lower Operator Exposure Levels (OEL) required the operators working in pharmaceutical and biotechnology plants require more advanced types of containment equipment and technology. The use of laminar air downflow booths, discharge & pack-off systems and Glovebox isolators are required to minimise or eliminate exposure to the operator. The containment division within Hosokawa has a worldwide reputation for excellence in supply of the above products.

Hosokawa's ability to supply the equipment and to project manage its clients process requirements from start to finish has resulted in Lianco delivering a sale for three of its principals in one project. This project required a Hosokawa Glovebox isolators for dispensing API, an Andocke split B'Fly valve technology for sub 1 µg contained transfer & docking and a Harbruc pillar lift for blending and handling the API in blend vessels.

Clients are changing to larger transport containers such as large FIBC's as they strive to eliminate manual handling issues which regularly arise from dealing



Rotaval's new Rota Safe RM rotor protection system

“Clients feel comfortable with Irish representatives who have technical experience and knowledge to ensure that the optimum solution is proposed.”

with powder materials. The synergies between Lianco's principals ensure that its client gets the best process solution as is demonstrated in a new project with a Mecabag FIBC handling station which provides the operator with complete control of the FIBC and Visval's revolutionary new FIBC discharge station which allows automatic docking, partial discharge and automatic undocking without any operator intervention while achieving sub 10 µg OEL levels.

Blue chip need not mean expensive as is demonstrated by Tech-nilab's modular range of vacuum transfer and tablet de-dusting equipment which provides a cost effective solution to many manual handling issues in the pharmaceutical sector.

Whether it is innovative products such as Rotaval's new rotary valve protection system (Rotasafe RM) which is designed to detect any contact between the rotor and the valve housing, thus instantly isolating power to the drive motor. Or fine detail such as Heaton Green's liner crimping system which allows the user to tie, cut and contain the ends of continuous liners as they are being filled. Lianco continuously strives to provide clients with a complete solution whether that is one or multiple principal products.

Lianco has not forgotten its' roots and the food and dairy industry has always made up a significant part of its sales target. The announcement of a € 100 million aid package for the Irish dairy industry is expected to trigger €300m in gross capital investment across the sector. This aid

package is intended to help re-organise the industry so it can process products more efficiently and market them more effectively. Lianco in conjunction with Wet & Dry (for evaporation, spray drying and bag house filters) are predicting a busy period over the next 2 to 3 years as they assist producers meet more efficient production and more stringent environmental requirements. With this increase in production comes the need for high volume bulk handling and Gericke's range of conveying equipment and Avlon's range of high volume FIBC and 25Kg filling machines they are also set for a busy time. Lianco operates on many levels; both Philip Ward and Finbar Smith are process specialists who regularly meet clients to understand their processes. With a wide portfolio of equipment available to Lianco they are in a position to recommend the best course of action. Lianco's frequent contact and high visibility in the Irish marketplace provides an important reassurance to our principals that Lianco are also providing the best service and interface for their company in Ireland and this is a win, win situation all round.

In conclusion Finbar says: “We can get to the decision makers because we are well respected, and our clients know we won't waste their time. With our principals we put a lot of effort in meeting the technical, quality, and delivery requirements that our clients expect of us and also that we never rest in as we strive to bring the latest and the best technology available worldwide to the Irish market”.



Spray Dryer and fluid bed dryer for instant whole milk