Costa ENTERPRISES

WEA Conference - 2009

Frank Belperio

Costa ENTERPRISES

10 mins presentation

‘beyond the client’s expectations’

Costa ENTERPRISES

Winery Equipment Division

At every opportunity our aim is to deliver solutions & service **‘beyond the client’s expectations’.**

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Winery Equipment Division

Costa Enterprises is a well established and highly regarded company recognised for its packaging & technically adept servicing credentials.

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‘Innovative Processing Solutions’

It has earned this status because it has built its business on the premise that understanding the client's requirements and offering a solution accordingly is what matters.

'we try to achieve this at every opportunity'.

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Winery Equipment Division

Costa Enterprises has expanded it business model by introducing the – Winery Equipment Division.

Winery Operations / Processing is where the challenges exist in achieving improved process flow, value and reduction of expenditure.

The practical application of the various and appropriate technologies is the key.

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Winery Equipment Division

The Winery Equipment Division will address the issues that challenge all wineries in achieving the sought after balance between – process, cost and return.

Costa Enterprises has reintroduced Cadalpe to the market –
(a long standing supplier of filtration and other winery equipment),
and of course the Diemme product range.

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Winery Equipment Division

The Winery Equipment Division team is robustly supported by various long standing experienced personnel, a strong Technical & Spare Parts group including our core suppliers offering their specific expertise as well.

With the combined experience and resources of Alberto Costa's team, the group conveys an authoritative team to engage in the demands of business today.

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‘We approach our duties more so as Technical and Solutions providers rather than the simpler model of peddling a product’.

The topic today is mostly about Cross Flow Filtration in relation to Winery Operations and Process Efficacies as a notion.

Along with CTS - Continuous Tartrate Stabilisation technology;
(something that has been around in other wine regions of the world for some 20 years),

Cross Flow is the topic that is discussed freely these days – in time so too will CTS.

In saying that we feel that still today the practical applications of this technology are muddied by sales speak and overcooked claims.

There are some winery personnel that know significantly more than some of the advocates of Cross Flow and this is a worthy ‘benchmark’ for us all.

Those in the less informed group perhaps are at risk.

They do not have the time or resources to more fully investigate and judge what the best option for them is,

and where to spend their limited funds in order to achieve the best returns.

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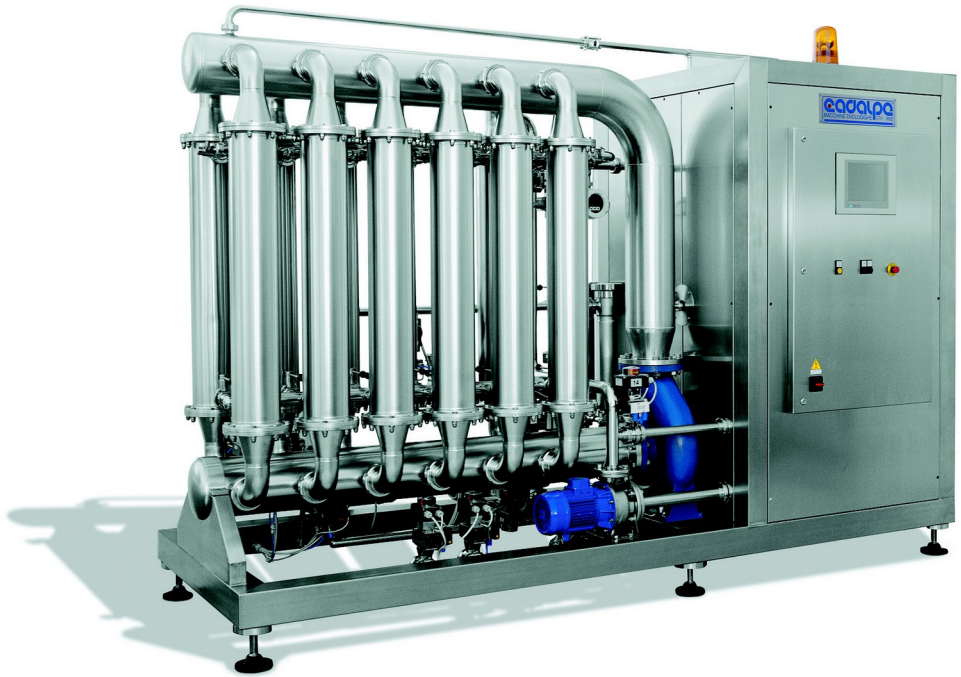

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Costa Enterprises is interested in working with the client to achieve the best outcome possible for winery process and packaging. Innovative and flexible '**consultations**' are required.

The divide between process technology and capital expenditure is the single most important challenge to both sides of the process / supply chain.

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Cross Flow - a topic that once was seen as useful but cost prohibitive is now a valued and sought after option in consideration for improved efficacies in the winery.

The challenge for us is to provide useful information about the product, demonstrate effectively that we understand where and why it fits and offer a solutions driven approach in assisting the client to realise the delivery of such technology in a fair and reasonable way.

Cross Flow filtration is a viable and sustainable opportunity for any winery.

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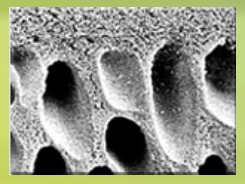
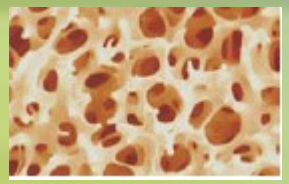
The Cadalpe Cross Flow does offer some unique points of difference, (and similarities of course) to its competitors but most importantly its design reflects an understanding of the process and requirements of the winery.

The heart of the system is the capillary polymer membranes with hollow fibres which have an absolute porosity of 0.2 µ.

The construction material, "Sulphone-Polyvinyl-Pyrrolidone" polyester, has a pronounced hydrophile character and an asymmetrical structure.

Hydrophily and *asymmetry* are both very important qualities for ensuring filtration efficiency that is as constant as possible over time.





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From automation, flow rates and bore size and filterability ratings to redundancy features and ‘hold up’ volume management, its design is geared towards ease of use and maximising efficiencies and thus returns.

Flexibility and useability are valued things that help wineries with their process cost justifications.

Stainless Steel Construction and membrane encasing.

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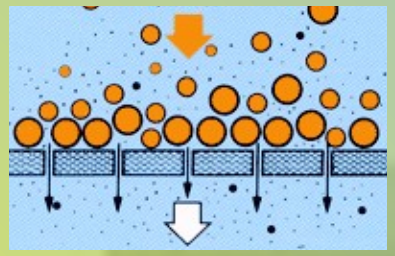
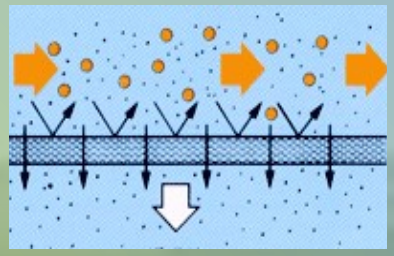
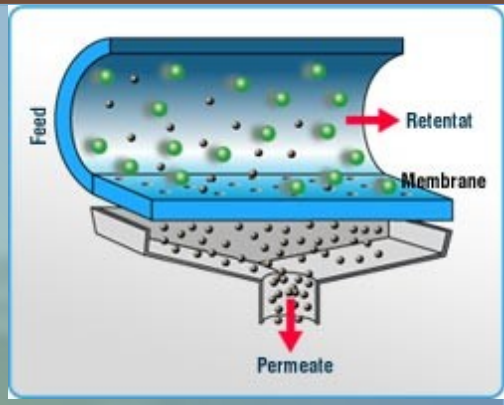
Filtrazione “dead-end”



Filtrazione tangenziale





When the cost is balanced against its life / or amortised across the millions of litres of through put, the cross flow really is a viable and effective system.

In fact there are few items in the winery that offer such good returns for ‘the spend’.

The challenge is Service, Technical back up and training on its effective use and thus maximising its range of use and pay back opportunities.

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Benefits;

- Reduced capital costs & Reduced power use
- Reduced handling & Improved OH&S – no diatomaceous earth
- Reduced waste management resultant
- Hold Up Volume Final Filtration & Reduced losses
- Absolute rated membrane & Unique Reverse Cycle ‘Back Wash’
- High resistance to temperature membrane for cleaning
- All Stainless Steel Housings & Fitments
- Automation for ‘set & leave’ operation – Reduced labour costs
- Faster turnaround of finished product (one pass filtration)
- Simplicity of use

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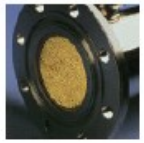

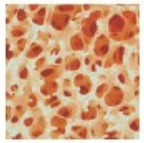

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Winery Equipment Division

- **Whichever method is applied to introduce you to Cross Flow Technology, there are important considerations when 'scoping' a unit for your needs.**
- **Whatever they may be, Costa Enterprises and Cadalpe will work with you to establish a solution that fits your immediate business needs and with a view for future growth too.**

Thank you

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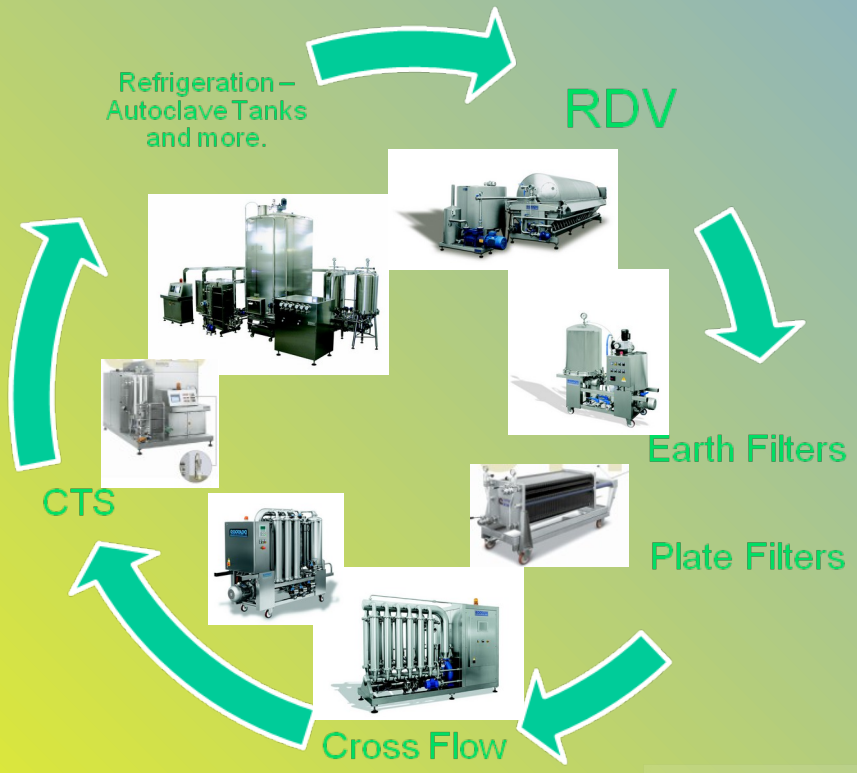

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