

Q&A with Craig Suttle, on FPE with FloMat bag filling & discharging systems



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We're introducing you to our new FPE, FloMat Expert!



Bag filling and discharging systems are a new, and effective addition to the Schenck Process range, so we've taken the opportunity to introduce you to Craig Suttle, our Product Manager and 'Guru' for the FPE FloMat systems. Craig recently joined our growing Schenck Process team and has a lot of knowledge to offer our customers!

Q: Craig, you're not new to the material processing industry, but you are to Schenck Process, so tell us a bit about yourself, out of work?

A: I have been married to my wife Justina for approaching 14 years and we have a 5 year old daughter who keeps us busy. As a family we like to go for walks with our dog and camping trips. In the free time I do have, I manage a local football team which I have been involved with as a player/coach/manager for nearly 20 years. Although just for fun, I also like to play guitar.

Q: What first interested you in material handling processes?

A: To be honest I kind of "fell into" materials handling. I actually undertook a manufacturing apprenticeship immediately after school. The company I worked for manufactured equipment for the materials handling industry. My first real experience was during an installation of some equipment on a client's site. I was interested in the various process required to manufacture everyday products. Whether it was the storage, conveying, weighing, mixing etc. There is a lot that goes on in factories that the consumer of the products really doesn't have an appreciation for.

Q: How has the industry changed, during the years you have worked in it?

A: In the 20 or so years I have been involved the industry there have been some significant changes. Materials handling is not such a "dark art" as it used to be. Companies are much more reliant on testing and lab data than ever before. There are also less and less "one stop shop" type companies in the market place. It was actually one of the things that drew me to Schenck Process, knowing how many disciplines the group has in its portfolio. From a client's perspective I would say the need for improved safety standards have been a main objective along with automation. We are now also seeing a focus on environmental issues which are also being heavily considered.

Q: Can you explain some of the challenges customers often face with bulk handling systems?

A: I think one is finding a vendor they can trust to undertake the work/project in hand. As I previously mentioned, testing and lab analysis are a massive part of our industry now however there are still some companies out there who use “past experience” as the basis of their solution. As a lot of my peers would tell you, this is a dangerous approach, for example flour from supplier “A” can have different properties to flour from supplier “B” and should almost be treated as different materials. Then there is the usual capital cost versus “payback” challenge – but from experience, many of our clients know, the longer-term payback is less costly, with quality systems.

Q: FloMat, Bulk Bag Filling & Discharging, adds a new range to the Schenck Process offering. How has the brand become so successful?

A: The brand has been at the forefront of the bulk bag handling for almost 40 years and has developed a solid customer base. Now that the brand has become part of the Schenck Process Group this can only cement this position. FloMat has always had a reputation for quality and innovation and we intend to continue this approach by incorporating new features, yet also embracing the “tried and tested” technology. Schenck Process are also offering support to any customer who have existing FloMat units, we have a spares department with extensive knowledge and can offer advice to our (and past FloMat) clients.

Q: What sectors are FloMat ideal for?

A: We would consider all projects and be honest and open with any enquiry. Some of our most popular sectors for FloMat has been seen across the food, chemical and plastics industries, although we still have a good customer base and reference over most sectors.

Q: How do our customers benefit from adopting FloMat solutions?

A: I believe from the 40 years’ experience in the design, manufacture, delivery and installation of this type of equipment from a historic point of view, but now backed by the strength of Schenck Process group. Whether it is a blue chip company or start up business making an enquiry we feel we have a solution both technically and commercially.

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Thank you to Craig for sharing some of his useful knowledge. To learn more, you can get in touch with Craig directly, via 07917372002 or FloMatEnquiries@schenckprocess.com



Bulk Bag Discharger – Fork Lift Loaded



Bulk Bag Discharger – Integral Hoist



Bulk Bag Fillers

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