

# profit from mooij

issue 10, July 2010



**Profit from mooij** is our new email newsletter about storing potatoes and onions. You receive a free copy of this every month. As storage technology is currently making huge advances, there is a great deal to write about and to learn.

By now you will be used to receiving neutral storage information from us every month, but in this issue of **profit from mooij** we want to tell you about the storage technology training course we organised and provided in China. In addition, we would like to introduce 3 new dealers to you.

## Training course in China



We provided the first Mooij storage technology training course after the Spring Festival, which was held on 11 and 12 March 2010. We organised it together with our Chinese agent BJHMA.

Mr. Dongqing, CEO of Yanbei company very much wanted to host this event for all Chinese storage specialists.

He had also invited Maarten Mooij to come along to this training course to explain the possibilities of the storage system and the requirements for good storage.

Attention was also paid to the difference between the European and the American ventilation system, and why the hybrid system is extremely suitable for China.



Needless to say practical issues, such as the settings of the Orion and Rainbow storage computers, the benefits of humidification, the CO<sub>2</sub> control and the application of sprout inhibitors such as CIPC, were also discussed at length.

Around the middle of March 2010 it was still fairly cold in Zhangbei, but the participants were highly motivated, full of energy and showed a great deal of interest in the course. Most of them were managers of the storage facilities and storage facility staff, which meant that they already had some experience.

The aim of the training course is to transfer and increase knowledge and to bring together theory and practice. Our common goal is after all to improve the storage result.



With the aid of an Internet connection, participants practised with the settings for a storage facility in the Netherlands.

A practical examination was administered at the end of the course, which meant that the participants not only went home with more knowledge but also a diploma.

## New dealers in the Netherlands, Belgium and Lithuania

Our new dealer for the North West of the Netherlands is Installatiebedrijf Olof Schuur from Breezand. Installatiebedrijf Olof Schuur has been making installations for the drying and storage of bulbs, onions and potatoes since 1985. Peter Rotteveel is the man to talk to when it comes to projects. When it comes to assembly and service, we are proud to have a real Mooijman - Stef Mooiman.



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We are pleased to introduce you to our dealer for Belgium: Installatiebedrijf Vandoorne. Ing. Emanuel Vandoorne has been actively involved in the sale and installation of storage systems for potatoes and onions and for other outdoor products since 1998. Vandoorne covers Flanders, is well represented in the French-speaking Walloon provinces of Belgium and in part of the North of France.



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In Lithuania we have started with UAB Pusnis ir Ko in Kaunas as a dealer. Darius Kuprionis, his wife and 4 employees all work in this family-run business. UAB Pusnis

mainly used to supply and install mechanical cooling systems for agricultural products, but in light of the increased demand for ventilation with outside air combined with supporting mechanical cooling, we are able to offer an all-round concept together. UAB Pusnis is very highly thought-of because of its cooling installations and service.



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Look at [www.mooij-agro.nl](http://www.mooij-agro.nl) under News.

If you have any questions, additional information or different experiences, please let me know.

Yours sincerely,  
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