



CASE STUDY

## IMPLEMENTING THE RIGHT SYSTEM to deliver scalable growth

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"The Matcon IBC System has provided batch quality and manufacturing flexibility, allowing us to attract new customers to our business."

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Andrew Gubatan, Plant Manager

THE POWDER HANDLING EXPERTS

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Discover how FJ Wagon were able to  
increase capacity to deliver tailored orders quickly and efficiently.



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## About FJ Wagon

The company's mission  
is to lower the cost of  
raising animals without  
compromising the quality  
of products.

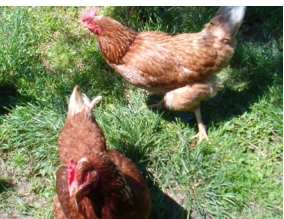


F.J. Wagon Animal Health, Inc., an affiliate of Simon Enterprises, Inc., is a service-oriented supplier of swine, poultry and aqua products. The Filipino-Chinese family-owned corporation was established in 2000 to develop exclusive partnerships with leading companies in the sector, enabling them to become a major distributor of animal nutrition products for the domestic market. Their partners include Lumis Enzymes, a manufacturer of enzymes for the Feed, Food and Textile Industry, Dr. Eckel Creative Solutions, a supplier of alternative feed additives and Bentoli, a global provider of specialty animal feed additives.

In 2011, F.J. Wagon relaunched as a manufacturing and distribution company focused on the production of quality pre-mixes, water soluble powders and specialized nutritional products. The company

is an innovative leader in the animal nutrition industry and through their continual pursuit for excellence, are now a key supplier to Business to Business (B2B) animal nutrition producers and provide contract-blending services for B2B local manufacturers.

The company's mission is to lower the cost of raising animals without compromising the quality of products. This means that they must manufacture in an efficient way to provide their customers with a mix of imported and locally made products. With a renewed goal of manufacturing homogeneity and by using their state-of-the-art food and pharma-grade equipment, F. J. Wagon have become a competitive supplier of homogenous and high quality premixes for the animal industry.



## The need

With F. J. Wagon's existing production set-up, they could not consistently meet with the high standards of product quality required.

They needed to achieve homogeneity of certain mixes with different bulk densities. They also identified that the following key areas needed to be addressed:

- Reduce manual handling.
- Reduce the amount of downtime due to cleaning requirements.
- Implement a system that enables scalable growth potential.

## The right solution

F. J. Wagon took advantage of Matcon's state-of-the-art in-house Test Facilities which are equipped with full-scale Materials Handling equipment to replicate working conditions for Production-oriented interface testing. Near-Infrared (NIR) spectroscopy was used during the blending trials to prove homogeneity and determine correct recipe blend times, removing the need for invasive sampling. This testing gave F. J. Wagon the confidence that Matcon equipment was suitable for their application and the right investment choice.



The initial phase of the new process system included installation of the following equipment:

- Two IBC Filling Systems to deliver contained formulation.
- A Tumble Blending System with an Intensifier to deliver high shear blending.
- Three IBC Discharge Stations to feed directly to B2B packers (auger filler type supplied by a 3rd party).
- Four Stainless Steel IBCs in two sizes (2x 300L and 2 x 1000L).





## THE RESULTS

- The Matcon IBC Blending System consistently blends powder ingredients producing homogenous premixes.
- Increased capacity to deliver tailored orders e.g. customised Lumiz Enzymes concepts, tagged as being “pioneer in customising enzymes”.
- Lean working and efficient practices.
- Increased Product Flexibility.
- Ability to attract new business opportunities from local farmers, integrators and multinational feed millers, establishing a strong customer base.

## The rewards

“Currently one IBC Blender does the work that four Ribbon Blenders did previously.”

Andrew Gubatan, Plant Manager

The Matcon IBC System installed has given FJ Wagon the following:

- Ability to repeatedly and quickly changeover products and re-evaluate new products to target specific concerns in the animal nutrition industry.
- Blend multiple batch sizes ranging from 50Kg to 400Kg enabling them to meet specific order sizes without the need for stock.
- Achieve 5-10 recipe changes per day as cleaning is now faster.
- A production volume of 10 ton per day, nearly double the old production capability.
- Production time reduced to 8 hours per day.
- Ability to provide improved animal nutrition and food safety by producing a more homogenous blend that doesn't segregate.





With their current system set-up,  
F. J. Wagon are now on track to  
achieve their vision to become THE  
leading provider of holistic solutions  
for their customers' animals and  
animal farming in the Philippines.

*"Our production volume  
has almost doubled with the  
Matcon IBC System. We are  
no longer using the ribbon  
blenders as the mixing results  
achieved with the Matcon IBC  
Blender with High Shear is far  
better than with the ribbon  
blenders. Ribbon blending  
produces a variance of 7%  
in homogeneity while IBC  
blending produces a variance  
of 2%."*

**Andrew Gubatan**  
**Plant Manager**



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## WHY CHOOSE MATCON

We understand the challenges faced by manufacturers of Animal Nutrition products.

## YOUR CHALLENGES

Ensuring dispersion of micro and minor ingredients is essential in providing a quality product every time.

Cross-contamination of ingredients is a constant risk with traditional fixed mixer production systems.

De-mixing of blends on transfer to packing results in scrapped batches & increased costs of manufacturing.

## HOW WE CAN HELP

Our stainless steel IBCs are hygienically designed for ease of cleaning and safe ingredient handling.

The unique Cone Valve within each IBC ensures full discharge of product without de-mixing.

The Cone Valve helps even the stickiest of products to flow effectively and under control.

