

Galloway Company

www.gallowaycompany.com



“The installation was on time and under budget. It is very robust, with a lot of room to grow. And we are just thrilled with the expanded communications capabilities we are seeing with the Mesh network.”

*Kevin Beauchamp
Process Engineer*

Galloway upgrades to a better Invensys Operations Management Control Solution

Goals

- Upgrade the existing Micro I/A Series control system into the new Mesh-based I/A Series System to improve performance, expandability and communications
- Provide the ability to connect to the ERP (Enterprise Resource Planning) system
- Enhance system reliability and mitigate risks associated with equipment obsolescence

Challenges

- Existing communications system is having problems interfacing with third party I/O

Solutions and Products

- Foxboro® Distributed Control System - I/A Series®
- Foxboro Mesh Network

Results

- Upgraded system reliability, functionality, performance and lower maintenance cost resulted in \$250,000 in savings
- New upgrade eliminated the third-party I/O and has simplified maintenance and communications

Neenah, Wisconsin – For over 75 years, the Galloway family name has been highly respected within the dairy industry. Their family-owned business, Galloway Company, is located in Neenah, Wisconsin and has been housed in its current facility since 1927.

Galloway Company is a leader in innovative processing of liquid concentrated specialty high value dairy blends, a niche market. It is one of the largest manufacturers of frozen dairy dessert mixes in the mid west (sold through a joint venture called Classic Mix Partners, LLC). It is also the largest sweetened condensed milk producer in the nation and is a leader in the manufacture of innovative dairy bases for the beverage industry. In addition, it manufactures a range of custom dairy blends that includes acidified cloudifiers, alcohol cream liqueurs, and other unique beverage formulations.

For three generations, leading confectioners, ice cream topping and variegate manufacturers and bakeries have relied on Galloway Company to provide the highest-quality shelf stable fluid dairy ingredients. The company takes a long-term approach by continually investing in its people, equipment and technology to assure that its customers receive the highest-quality products and excellent service.

All of Galloway Company's products are prepared on unique, state-of-the-art processing equipment, using I/A Series control technology to assure minimal variation and maximum flexibility.



The Foxboro Micro I/A System

Introduced in the mid-90s, Micro I/A was offered to customers who did not need to satisfy the requirements of a mission-critical solution. A cost-effective, smaller-scale version of the well-received I/A Series system, Micro I/A employed the same technology as the larger system, but interfaced to third-party I/O. As part of its AdvantageSM Upgrade Program, Invensys Operations Management has created an initiative to help Micro I/A customer's move up to the new Mesh network. The Mesh gives customers more power, better communications, and higher reliability with its inherent redundancy. In addition, upgrades will have a lower risk of downtime as the new system can reuse the intellectual property associated with the legacy Micro I/A units.



I/A Series Displays

Expanding Requirements Mean They Need More

In 2006, the Galloway Company decided that it was time to consider an upgrade. The company was facing a planned process expansion and they were experiencing intermittent problems communicating with the Allen-Bradley Flex I/O. Requirements for expansion included:

- Better performance, expandability, and support
- Better communications capabilities
- Connection to their ERP (Enterprise Resource Planning) system
- Dedicated alarming to the area
- Process optimization applications

Galloway looked at Invensys and Allen-Bradley as possible vendors to support this upgrade. Invensys was selected for the upgrade due to its lower cost as well as the low risk of its upgrade program. Relying on the company's proven track record in keeping customers continuously current through comprehensive migration to the I/A Series technology, Galloway Dairy was confident that Invensys could easily manage their project. Galloway also realized that upgrading would not be this easy if they selected another vendor.

Benefits of an Industrial MESH Network

The Mesh control network consists of a number of COTS (Commercial Off-The-Shelf) Ethernet switches connected to provide alternate communication paths between stations, to allow high availability while eliminating single and even dual points of failure.

The flexibility of the architecture lets users design a network configuration that fits the needs of the control system.

Moving to the Mesh Network Makes Galloway a Happy I/A Series Customer

Now, the Galloway Company enjoys the advantages of an all I/A Series solution which, coupled with Invensys' support services, gives them full access to Customer First Support as well as the lower cost advantages of a new I/A Series system. The existing Profibus and Allen-Bradley I/O have now been replaced with Foxboro I/O with the Mesh network used for communications. Eliminating the third-party I/O has simplified maintenance and communications.

Kevin Beauchamp says that they are very happy with their new system. In fact, they have already realized \$250,000 in process optimization savings.



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