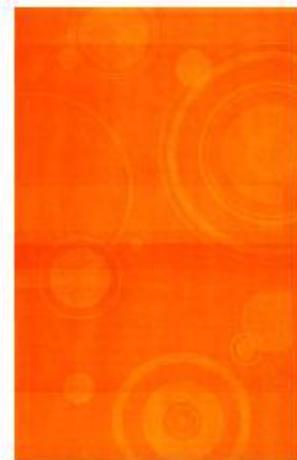


Client: 

The 2014

Raimo Training Guide



Agenda Raimo Training Guide

- Overview
- The Product
- Installing the Device
- Materials used with Raimo
- Benefits/Selling Points
- Working Safely
- FAQ's



Raimo originated in Finland over 20 years ago when manufacturers of fertiliser started to use big bags (FIBCs). It became apparent that handling these big bags was becoming more difficult for the farmer. By cutting the bottom of the bag the entire contents poured out whether the farmer wanted it all or not and inevitably the end result was a lot of waste. This is still true today.

Where is Raimo used? Over the last couple of decades Raimo has been commonly used by farmers in Finland, Sweden and Norway. In the last 7 years OBS Enviro has introduced Raimo to other countries in Europe and beyond.

Who uses Raimo? Raimo was designed for use with fertiliser and therefore it is mainly used by farmers. Increasingly new end users are emerging. For example Raimo is used by fish farmers, users of bagged wood pellets, gravel, salt etc. Raimo is also used in production facilities with various types of bagged material (more examples of specific materials which are suitable with Raimo follow later).

What does Raimo do?

- Allows the user to discharge the exact quantity of material from bulk bags.
- Safely stores unused material in the bag until the next time material is needed.
- The extension tube directs the flow of material to where you want it.

Once the user has discharged what he needs he closes the chute to store the remaining material in the bag. The extension tube is taken off (snap on fitting) and the bag is lowered to the ground with the dispenser still attached.

Specific situations where Raimo is used:

- The hopper can not take a full bulk bag of fertiliser and needs to be topped up regularly (farming)
- The spreader/drill hopper is empty and there is only a small area of land left to be treated. (farming)
- There is a need to direct the flow of material from a bulk bag into another container, for example into a feeder system.
- The material from a bulk bag needs to be spread evenly and not end up in a big heap, for example when spreading sand or gravel on a footpath.
- When mixing or blending material and precision is key.

A Raimo unit is made up of the following parts:

The main dispenser section (a guard covers 2 small cutting blades) with a slide which opens and closes the dispenser.

The locking ring: This is screwed on to the main part of the dispenser. When Raimo is installed the ring catches the liner of the bag ensuring it is caught tightly.

The extension tube: It attaches to the main part of the dispenser with a snap-on fitting. The extension tube allows the material to be directed to where it needs to go.



Easy to install and easy move from bag to bag

- Puncture the liner of the bag with the cutting blades.
- Screw the main part until the locking ring touches the bag.
- Turn the locking ring until the dispenser is locked into place.
- Attach the extension tube *(if needed)*.
- Open and close the chute to control the flow as required.

More detailed installation instructions are found on the Raimo leaflet.

As well as fertiliser Raimo also works well with any free-flowing material in granular or pelleted form. Some examples that we know work are:

- Seed
- Pelleted feed
- Salt
- Wood pellets
- Gravel
- Various chemicals
- Plastics

N.B. Powders do not work well with Raimo as they are not free-flowing enough and have a tendency to block the opening of the dispenser.

- Ideal for all situations where the flow needs to be controlled and only part of a bag is needed.
- Material which is not required is not wasted.
- The high cost of fertiliser and other material means the farmer/operator can save money.
(Raimo costs the farmer around a quarter of a tonne of fertiliser)
- Using less fertiliser is better for the environment.
- Robust piece of equipment which can last for many years.

- If a Raimo product is not present, operators empty bulk bags by cutting the bottom of the bag causing the full content of the bag to fall out. This may mean some operators are standing underneath a hanging bag which can be extremely dangerous.
- In all our promotional material we show Raimo being installed on the SIDE near the bottom of the bag. (N.B The further down the bag the dispenser is installed the better the flow).
- It is possible to install the dispenser on the underside of the bulk bag however this practice must take place in a controlled, supervised and safe manner e.g. by placing the bag in a frame.
- Never put a hand inside the dispenser when it is installed on the bag. The cutting blades are inside. There is a warning sticker on the Raimo unit.

How robust is Raimo and how long will it last?

- It is made from a very durable plastic and all metal (screws, cutting blades and metal parts on the extension tube) are made of stainless steel. Raimo can withstand at least 1000kg of pressure. How long it lasts depends on how often Raimo is used and with the material used. For a farmer who uses Raimo a few times a year the typical life span is 5 years plus. We sell spare parts for the knife blades and the locking ring.

Does Raimo come in different sizes?

- No there is only one size of Raimo. The diameter of the flow hole is 11 cm.

Is Raimo certified for use with food products?

- The product has not been certified for use within the food industry. This can be looked at if there is deemed to be a demand for Raimo within this industry.

What happens to the piece of material which the blades cut when installing Raimo?

- Usually Raimo does not cut a full circle when being installed. The almost-full-circle of material should still be attached to the bag and remain inside near the opening.