

Ryan Instruments

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MARKET: Egg distribution.

CUSTOMER: Southern Empire Egg Farm in Shady Dale, Georgia.

PROBLEM: If eggs aren't kept at 45°F, product quality suffers. At high temperatures, the egg whites begin to break down, causing the egg to become runny. At the other extreme, frozen eggs will usually crack.

Southern Empire sends two shipments of medium Grade A eggs each week to Puerto Rico. In the process, the eggs are exposed to possible temperature abuse in hot climates as they travel via the following distribution legs:

- An 8-hour truck ride to Jacksonville, Fla.
- Dockside waiting time, prior to loading, which sometimes lasts as long as two days.
- A 4-day water crossing to Puerto Rico by barge.

APPLICATION: For the last three years, Southern Empire has used Ryan time/temperature monitors (TTMs) on each of its egg shipments to Puerto Rico. It costs Southern Empire \$23.50 for each Ryan TTM; a shipment of 315,000 eggs is worth between \$20,000 to \$22,000.

BENEFIT: In one instance, a contract carrier allowed the eggs to freeze, according to Jerry Straughan, Vice President of Southern Empire. "When the shipment got to Jacksonville, the information showed that the eggs had been frozen by the carrier," Straughan says, "The carrier filed an insurance claim with its insurance company, who paid us for the eggs." On other occasions, Ryan TTMs demonstrated that eggs were exposed to high temperatures for two days while waiting at the port. Southern Empire was reimbursed for the shipments.

CONCLUSION: "Each Ryan TTM gives us and the customer a reliable method of knowing the refrigerator unit was kept at 45° F, which is what we specify," Straughan says. "And the recorder provides backup material for claims with the insurance company."