



HILLER

separation & process

NEWS 2014

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EDIBLES OLIVE OIL

GREECE SPAIN ITALY

MINERAL OIL NATURAL GAS

HUNGARY TUNISIA USA

RENEWABLE ENERGY

RUSSIA MALAYSIA CHINA

CHEMICALS PHARMA

GERMANY - BAVARIA EMIRATES

ENVIRONMENTAL TECHNOLOGY

CHINA TURKEY ENGLAND

WASTEWATER TREATMENT

AUSTRIA GREECE RUSSIA

MINING TUNNELING

SPAIN ITALY INDIA POLAND



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Since July 2013, **HILLER GmbH** has been signed up at the Social Media Service Facebook.

So log in on "Facebook" and visit us:

www.facebook.com/HillerSeparation

We will keep you up to date about our latest events and projects.

Of course, we will be very pleased about your personal messages and comments etc.

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HILLER's new Sales Manager

On 1st September 2013 **HILLER** were pleased to welcome Mr. Georg Diakourakis as our new Sales Manager.

Mr. Diakourakis' main responsibility is to lead our national and international sales teams. His aim is to achieve a lasting development of the markets through goal-oriented diversification and globalisation of sales – nationally and internationally. The born bavarian was previously the Vice President Associate for Business Development at "Ryder Industries Ltd", Waldkraiburg. Among other things, he was responsible for developing the sales organisation in Europe. Other milestones in Mr. Diakourakis' career have been president/CEO at "MULTIPOND America Inc., Green Bay", Senior Sales Engineer at "ADE International GmbH" and Division Manager at "METROLOGIC Instrument GmbH".

We wish Mr. Diakourakis all the best and much success in his new and exciting task ahead!

Please don't hesitate to contact Mr. Diakourakis for offers or informations under the following address:

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HILLER Separation & Process LLC receives Best of Lampasas Award

HILLER Separation & Process LLC has been selected for the **2013 Best of Lampasas Award** in the **Construction** category.

Each year, the Lampasas Award Program identifies companies that have achieved exceptional marketing success in their local community and business category. These are local companies that enhance the positive image of small business through service to their customers and our community. These exceptional companies help make the Lampasas area a great place to live and to work. Various sources of information were gathered and analyzed to choose the winners in each category. The 2013 Lampasas Award Program focuses on quality, not quantity. Winners are determined based on the information gathered both internally by the Lampasas Award Program and data provided by third parties.

Recognition is given to those companies that have shown the ability to use their best practices and implemented programs to generate competitive advantages and long-term value.





ECOMONDO in Rimini

A customer of **HILLER's** Italian Sales Partner „**Huber Technology GmbH**“ presented a **HILLER** Centrifuge **DP45-362** at the **ECOMONDO** in Rimini, one of Europe's most important exhibitions for environment and waste water processes.

And this exhibition was quite a great success as Horst Schnarf, general manager of the Italian company, confirmed.



The two companies have been working together for more than twelve years now and succeeded in installing more than 100 **HILLER** centrifuges all over Italy. A real success story as both parties do agree.

This success is based on two pillars, the one being the high quality of **HILLER** decanter centrifuges and the other the excellent customer service and technical support by the Italian sales partner.

45.000 € cost reduction per year due to **HILLER** decanter

During the sewage treatment a large amount of sludge is produced. This sludge needs to be collected and disposed of – currently 1.100 tons per year.

“The old plant was built in 1987 and was getting long in the tooth”, explained the project engineer, Dominik Klein, of the company Hydro Compact based in Blomberg. As the cost of sewage sludge disposal is getting more expensive – it costs 65 to 70 euros per ton at the moment – the associated investment and operating costs need to be as low as possible.

Initially a test work took place to determine the best solution. Two possible technologies were tested: a centrifuge and a screw press. “The result was that the centrifuge achieved a higher degree of dewatering”, reported Klein.

The dry solids content was between 21 and 22 percent. The screw press reached only 16 percent. This lower figure was the same value which was previously being achieved by the old sludge dewatering plant.

Although, according to the project engineer, the capital cost was slightly higher, ultimately the centrifuge



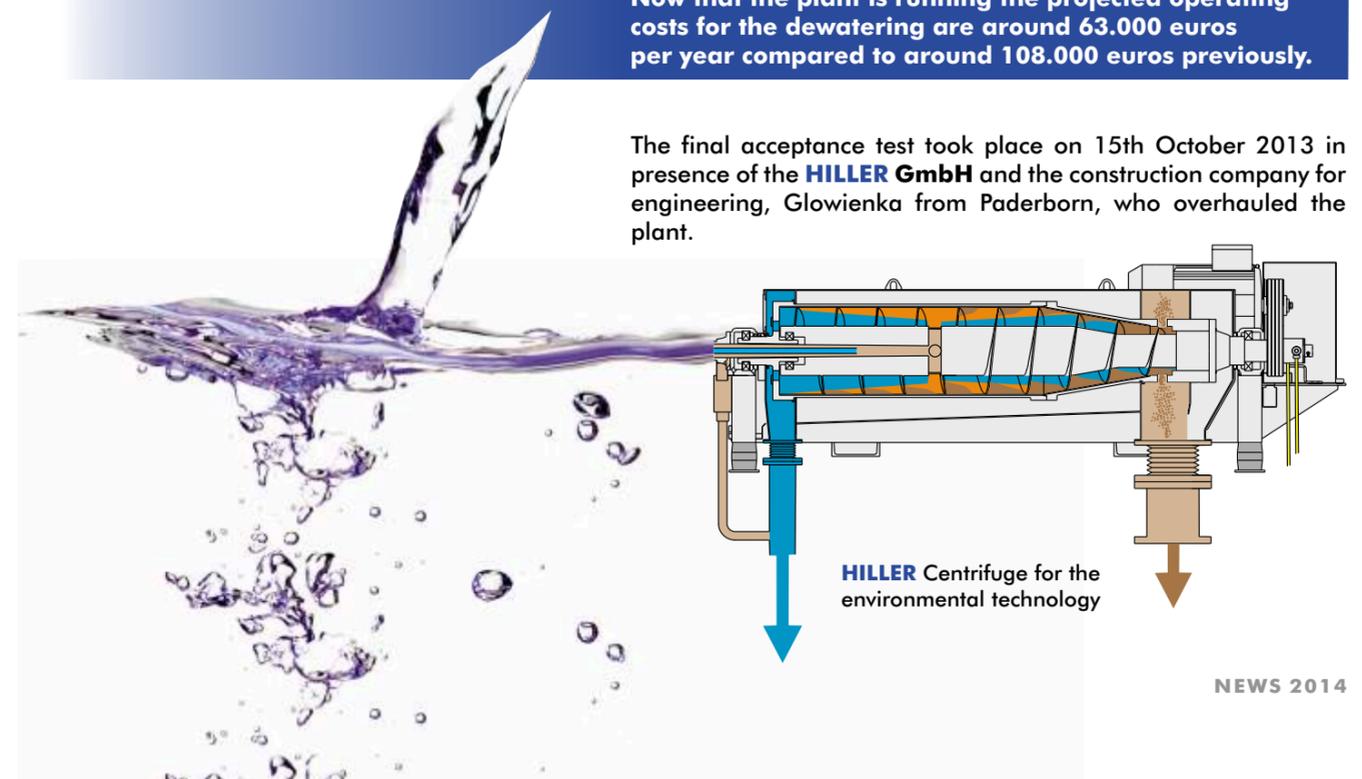
Extract from “Lippische” Newspaper, Jana Beckmann



technology won the order because it offered the lowest whole life costs. According to Mr Klein's statements, the new plant also achieves a higher throughput of 12 m³/h compared to the old plant which only reached 4 to 5 m³/h. Furthermore the processing times are shorter.

Now that the plant is running the projected operating costs for the dewatering are around 63.000 euros per year compared to around 108.000 euros previously.

The final acceptance test took place on 15th October 2013 in presence of the **HILLER GmbH** and the construction company for engineering, Glowienka from Paderborn, who overhauled the plant.



HILLER Centrifuge for the environmental technology



New apprentices at **HILLER** in Vilsbiburg

On the scent of the water:
from the wastewater treatment plant up to the River Isar

On September 2nd 2013, Managing Director Georg Hiller welcomed seven new apprentices into **HILLER GmbH** in Vilsbiburg.

The young men and women have decided to do an apprenticeship as Industrial Mechanics, Mechatronics as well as Industrial Managers and Technical Product Designers.

On their first day, they had a guided tour through the factory in Vilsbiburg and a product presentation.



On the second day, the trainers organized an excursion together with all apprentices. The aims of this activity were on the one hand to see decanters in operation at a customer's site, and on the other hand to get to know each other better. The first destination was the wastewater treatment plant Grüneck, where a guided tour was organized to see the installed **DP484** with conveyor system and control cabinet delivered a year ago.

First of all, the digested sludge from the digestion tanks is transported to the receiver containers with agitators. Afterwards, it is conveyed to the centrifuge via an eccentric screw. By the help of a coagulation aid, the black sludge is transformed into liquid and solid flocks, which are then



separated by the centrifuge. The inlet screen captures the very coarse particles from the wastewater.

The next tank is the grit chamber. Here, air injection ensures that only the sand sinks on the ground and can be removed via a scraper. In a further tank without air the sludge sinks to the bottom. The water then goes through the aeration tanks, where microorganisms convert pollutants (e.g. ammonia) into nitrate. In the last tank, the remaining sludge is separated from the water. This sludge is then returned to the aeration tank with all its microorganisms. The last step of the wastewater treatment process is the UV-disinfection. The water from the wastewater treatment plant returns into the river Isar. Therefore, the water has to be sterile, as the river is designated as bathing water.

After a light lunch, the apprentices and trainers together paddled down the Isar in an inflatable dinghy. With the help of the amazing weather their aims of team building and getting to know each other better were achieved positively and with a lot of fun.

The group was supported by the Mühldorf (Bavaria) section of the Technical Assistance Organization, technical unit Water Hazards. To show their appreciation to the Technical Assistance Organization, **HILLER** presented a small gift of thanks.

To round off the day perfectly, the group stopped in a beer garden on the way home.

This excursion has been a great start for the new apprentices at the **HILLER GmbH**.



... and at **MSE HILLER**



Engineering company **MSE HILLER** has recently taken on four apprentices to train in their new premises at Markham Vale.

The apprentices are aged between 18 and 20, and will be attending courses in mechanical engineering, hydraulics, machining, CAD and welding. In addition they will receive on the job training in fitting, machining, welding and balancing.

The company specialises in large scale process centrifuges used for water treatment, and has enjoyed a high degree of growth since relocating to purpose built premises at Markham Vale.

Workshop Manager, Alan Britland, says, "We have a commitment to training and developing young people in our business. I am excited about working with these trainees, and about the opportunities they will have in the future."

These young engineers are the lifeblood of our future economic success and we are pleased to be playing our small part".



We operate throughout the UK and Ireland from our base in Derbyshire.

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2013
CHEMSHOW
NEW YORK CITY



HILLER took part in the **Chem Show 2013** in New York City for the first time along with its sales partner Kusters Zima / Waste Tech. With over 5500 visitors the exhibition was a great success. The trade show takes place biannually and specialises in the chemical process industry.

During the fair, interesting contacts were established and existing customers were informed about new products. The exhibition model was a dummy of the **DP15**, in Perspex construction, which easily shows the functionality of a centrifuge.

Potential buyers got a lot of information from the Vilsbiburg based area sales manager, Uwe Weigel, (second from right). He was on hand to give interested visitors a great introduction to centrifuge technology.



HILLER in HELLAS



Peter Meister, the owner of the technical supplier Ludwig Meister produces his own olive oil with a **HILLER decanter** on a Mediterranean island.

200 days Mediterranean sun, 25 meters to the seashore and chirping cicadas in the olive groves. For over 20 years, the Dachau businessman has come here with his family. Into the idyll of the Western Greek island Zakynthos. Almost just as long, they have also enjoyed the oil of their own olives – and this thanks to a **HILLER decanter**.

Peter Meister didn't hardly expect this as he visited the local oil mill a few years ago: "I just wanted to see how the oil is produced from the olives after the harvest", explained the Dachau businessman.

The family enterprise's metier is normally roller bearings, tool technology and services for optimized logistics processes. They have been supplying their products to the **HILLER GmbH** for many years, too. "At the beginning, the growing of olives was just fun for us", admits Peter Meister. With the olive trees growing, also the yield and a kind of ambition was growing, added Peter Meister.

Today, the businessman is quite glad to that a **HILLER decanter** is installed at the oil mill on Zakynthos, because the quality of his oil is very important to him.



Meanwhile, the self-generated olive oil belongs to the company's tradition for many years.

At the yearly sales meeting, "each staff member gets a bottle of our olive oil", says Peter Meister.



Wastewater treatment plant Straubing decides in favour of the **HILLER DecaPress DP484**



The wastewater treatment plant at Straubing, which is owned and operated by "Straubinger Stadtentwässerung und Straßenreinigung" decided to expand their dewatering capacity.

It is one of the few wastewater treatment plants throughout Europe, which can be operated energy-self-sufficiently. The required energy is produced via a co-fermentation plant, which transforms the arising gas into energy and heat.

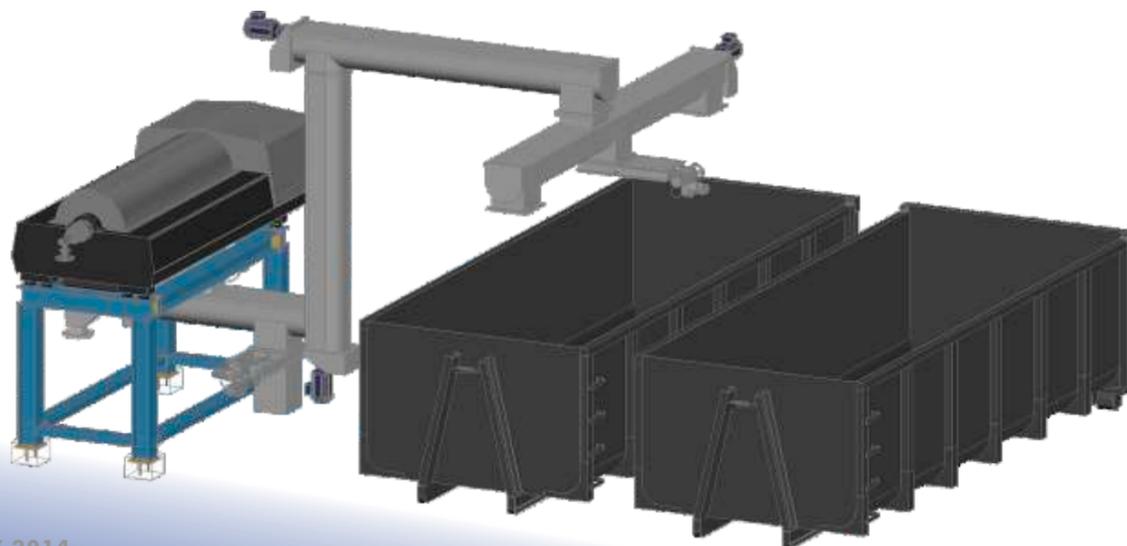
The city of Straubing runs a wastewater heat recovery for 100 flats in a part of the city of Straubing. A special heat exchanger withdraws the residual heat from the wastewater and ensures the supply of the heat to the flats.

In the middle of the year 2013, the management decided to modernize and increase the sewage sludge decanters to keep up with the latest technology.

As the dewatered sludge goes through downstream drying and combustion, it was very important to install a reliable system. The two existing decanters from an American manufacturer no longer satisfied this requirement.

The new system allows the sludge to be transported either to a bunker for drying, or to a roll-on-roll-off container, if the dryer is not being used.

Due to an overall competitive offering, **HILLER GmbH** won the order for the supply of a heavy-duty decanter **DP484** with associated ancillary equipment.



HILLER develops the Palm Oil market



HILLER decanters are used for the production of **palm kernel oil** and **palm oil**.



Palm kernel oil is gained from the kernels of the fruits and consists of more than 80% saturated fats (mainly lauric acid).

Palm oil is a vegetable oil, which is extracted from the pulp of the oil palm. 44 % saturated palmitic acids and 39 % unsaturated oleic acids are bound in the fat molecules.

Palm oil is produced from the flesh of the palm fruits. The fruits are sterilized and pressed. In doing so crude palm oil is produced. Fruits and oil have an orange-red colouring due to the high carotin content. This colour is removed by refining the fruits.

Pure and fresh palm oil has a specific violet scent, a sweet and pleasant taste, and a clear, bright colour. However, commercial oil is mostly cloudy and coloured due to less careful extraction methods. Due to ageing, the oil increases in cloudiness and develops an intensive scent.

The oil palm grows best in countries which have a tropical climate. More than three quarters of the global palm oil production still comes from the southeast Asian countries Indonesia and Malaysia. In the year 2013, 31 million tons palm oil were produced in Indonesia alone.



Our Indonesian partner **PT SUMATERA EGAMEKINKA** sold the first **HILLER** machine to the company **PT PERKEBUNAN NUSANTARA V** in Indonesia. Their mill is situated in Riau, which is in the west of Sumatra.

The machine, a **DO54-423-VA-HY**, has now been commissioned on-site. The test results achieved by the **HILLER** centrifuge were better than the competitor's thereby offering the customer an additional saving due to less residual oil lost in the sludge and wastewater.



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