



# HILLER

separation & process

NEWS 1\_2010

GERMANY AUSTRIA INDIA

**EDIBLES OLIVE OIL**

GREECE SPAIN ITALY

**MINERAL OIL NATURAL GAS**

HUNGARY TUNISIA USA

**RENEWABLE ENGERY**

RUSSIA MALAYSIA CHINA

**CHEMISTRY PHARMA**

GERMANY - BAVARIA EMIRATES

**ENVIRONMENTAL TECHNOLOGY**

CHINA TURKEY ENGLAND

**WASTEWATER TREATMENT**

AUSTRIA GREECE RUSSIA

**MINING TUNNELING**

SPAIN ITALY INDIA POLAND

E

Dear Reader,

### Wonderful!

What a positive word! Unfortunately we heard it far too rarely recently. This is a good reason for saying it out loud and saying it with conviction, as, although the financial crisis still isn't over, the gloomiest predictions fortunately haven't come true and things are slowly getting back to normal. After everything we went through last year, this, I feel, is a good reason for optimism. Naturally we shouldn't forget that many people have been hit hard, in some countries even harder than here in Germany. However, it seems that the situation is stabilizing everywhere and this should improve things for everyone, at least in the medium-term. What I want to say is that "it could have been worse" and that recovery is in sight!



2009 also proved to be a difficult year for Hiller, as a typical German engineering company. However, thanks to the extraordinary commitment of our employees, we succeeded in surviving it unscathed. This wasn't easy and we demanded a lot from every single employee, but our strategy has ultimately paid off. We have used the crisis to our benefit and have literally tilled and sowed.

At the same time, we have remained true to ourselves and have not forgotten nor lowered our own standards with respect to quality, customer proximity, trust and sustainability. We will continue this policy in the future as well, because this is what we are and this is what customers expect from us and appreciate in us.

As proof of this, this year we will be attending a large number of trade fairs and at many of them I will be present myself. Take a look at the list of trade fairs on our website [www.hillerzentri.de](http://www.hillerzentri.de). This list is constantly updated and you can be sure that one of these events is bound to be close to you. Your sales or service contact will be happy to send you entry tickets. I can promise a few innovations this year and some of these seeds are already sprouting!

If you're unable to attend a trade fair, please feel free to contact us by phone or e-mail instead. As a customer-oriented company, your opinion is very important to us. E-mails can be sent to the following address: [info@hillerzentri.de](mailto:info@hillerzentri.de). If you want your message to reach a particular individual, just mention this in your message. Long or short, each message will be read and individually reacted upon.

I hope that you now better understand why I'm feeling so optimistic, and I hope some of my optimism will rub off on you!

With best wishes from Bavaria and "Vergelt's Gott!",  
our way to say "thank you"!

Yours,  
Georg Hiller



## OVERVIEW:

### Projects | Product applications | Fairs | News | Internal | Service | Sales partner:

- 3 > A Focus on the UK Market – **MSE HILLER** Limited
- 4 > Turn-key decanter plants for processing of oil based mud
- 5 > Product presentation:  
The **HILLER** Hammer Mill **HM600**
- 6 > **HILLER** GmbH sponsors a refrigerated vehicle
- 7 > Continuation of olive oil activities in Turkey
- 8 > Custom-made **HILLER** decanter for process-water containing fibre and starch
- 9 > 15 years of established quality management at **HILLER**  
> New sales partner for South Africa: UDEC Process
- 10 > **HILLER DP 15** - The baby of the decanter family  
> Start-up at the Zbraslav (CZ) sewage treatment plant
- 11 > **HILLER** Service worldwide  
In the footsteps of Marco Polos



## A Focus on the UK Market – MSE HILLER Limited

Our partner in the UK, **MSE HILLER**, are located in Chesterfield just south of Sheffield in Derbyshire, a county which sits on the edge of the Peak District National Park – an area of outstanding natural beauty.

Established as a **HILLER** agent in 2001 the company rapidly developed an enviable reputation for the supply of quality products with a high level of after sales service support.

They now own one of the largest and most modern fleets of Mobile Sludge Dewatering rigs in Europe, based mainly around the model **DP31-422**, **DP54-422** and **DP66-422** size of centrifuges. They also own several of the older machine models and successfully use the CP1-11, S2-1, S3-01, S5-1 and CP5-1 centrifuges which is testament to the robust design and flexibility of these machines.



**MSE HILLER** mobile dewatering rigs have been used on such prestigious projects as the Channel Tunnel Rail Link, The London Olympics and the Glasgow Commonwealth Games sites.

By offering this unique “try before you buy” approach **MSE HILLER** have managed to further develop and strengthen the **HILLER** brand name within the UK and have successfully supplied most of the UK water companies, as well as securing framework supply agreements with companies such as Walkers Crisps, United Utilities, Northumbrian Water and South West Water.

The next stage in their development, say the Directors Ivan Fomin and Huw Thomas, is the building of a brand new 2.5 acre purpose built service centre just off the M1 motorway at the new junction 29A.

This is currently under construction and will be open in August 2010. More information on this in the next edition of **HILLER** News.



# Turn-key decanter plants for processing of oil based mud

One of **HILLER** key objectives is, to provide the customer with decanters and plants which offer leading edge performance, but at the same time are robust and easy to operate, as well as best possible service.



The purposes of the **HILLER** decanter equipment in **DVS**' process are:

- Removal of water from the raw mud, in order not to feed the water to the final thermal treatment, which would be too energy costly.
- Separation of the oil from the raw mud for further processing to a marketable oil quality.



**DVS Norge A/S** has thoroughly tested how true we are in regard to this philosophy: Over a period of 1.5 years **DVS Norge** has tested **HILLER** decanters for treatment of site remediation waste, mud tank sediment, and oil based drilling mud under sometimes rather adverse operating conditions. Under all conditions our machines proved the claim of supreme performance, reliability, and ease of operation. At the same time, the **HILLER** service team could also demonstrate that professionalism, quick response, and proximity to the customer are in deed lived, and not just marketing phrases.

As a result of this very thorough evaluation, **DVS Norge** has ordered two complete **HILLER** turn-key plants for the treatment of oil-based drilling mud, and other wastes produced by Norway's off-shore industry. The plants are designed in accordance with the European ATEX guideline, and feature **DecaOil DO54 3-phase decanter centrifuges**.

Due to the capacity and flexibility of these units, **DVS Norge** is well set up not only for his current operation, but also for the future. And since the plants are installed on skids, the customer can also pursue business opportunities which require the treatment equipment to be brought on-site.

**DVS Norge A/S** is based in Mongstad, Norway, near Bergen. They are specialised in treatment of waste muds and other watery waste produced by the off-shore industry. For this purpose **DVS Norge A/S** operates a tank farm comprising of 10 operational tanks with a total volume of 12.500 m<sup>3</sup> directly connected to pipe systems for load/unloading ships along the pier on the Mongstad Base – the biggest supply base for off shore business in Norway. Further to this, **DVS Norge** also operates a treatment facility around 1.5 km from the tank farm covering office, workshop and production facilities including under-roof and outside storing facilities.

Product presentation:

## The **HILLER** Hammer Mill HM600

Owners of **HILLER DecaFood DF** decanter systems for juice production can all confirm: Ten years of systematic development work have paid off!

The maximum yields, perfect juice quality and unrivalled flexibility of the **HILLER DF** System are all impressive, not to mention the easy use and secure operation. With just the push of a button, the operator can switch production from one product to another, e.g. from the production of naturally-cloudy direct apple juice to purée production or the processing of sediment from juice storage tanks. Yield, quality and ease of use depend on every single component in the system and their optimal synergy.

The **HILLER DF** System is compatible with almost every conventional product processing equipment, for example, all standard grating mills, and can consequently be easily incorporated into existing production lines. This, however, does not normally allow to fully meet our standards for quality and perfection.

For this reason, **HILLER** has also turned its attention to the area of product processing and has developed the **HM600 Hammer Mill**.

This new mill can either be incorporated as a single appliance into the production line or, preferably, together with a **HILLER DecaFood** decanter system. In both cases installation is quick and easy, with unrivalled operating comfort and higher attainable juice yields than with conventional mills.

The **HILLER HM600** is supplied as a stand-alone system that is independent of the decanter system. It has its own switch and control cabinet, conveying screw and frame. While the customer can choose from a large number of sieves based on the desired milling fineness, the mill's control system independently supplies the product amount in such a way that throughput is optimized and overfeeding prevented. All the parts that come into contact with the product are made of stainless steel and the machine is CIP-compatible.

To keep overall running costs as low as possible, special components prevent damage from any foreign bodies that might be contained in the product, and the entire construction is designed to require as little servicing as possible. The configuration of the drive system means that the mill can handle a large range of throughputs, right up to 15-20 t/h of raw material.

**HILLER** is proud to be able to offer its customers what they require for efficient production:

### **Powerful product preparation!**



## Good news for the food donation charity “Vilsbiburger Tafel”

### HILLER GmbH sponsors a refrigerated vehicle

“It is not only for what we do that we are held responsible, but also for what we do not do.”

(MOLIÈRE)



(from left) Georg Hiller Jr., Robert Böck and Simone Eckmaier of Hiller GmbH with Holger Peters of the Landshut Diakonie, Simone Kappeler, Michael Lenk from the Rotary Club and the drivers for the Vilsbiburger Tafel.

Following a generous donation from **HILLER** GmbH and the Rotary Club amongst others, the Vilsbiburger Tafel now has its own refrigerated vehicle for collecting foodstuffs from local grocery stores and supermarkets each week. In order to purchase the vehicle, the Vilsbiburger Tafel needed to raise €15,000 – a sum that this voluntary organisation would not have been able to afford by itself.

Just a year ago, Georg Hiller Jr. and Simone Eckmaier visited the Vilsbiburger Tafel on behalf of **HILLER** GmbH, underlining their commitment to helping those in need. Since then, **HILLER** GmbH has continued to support the valuable work of this organisation with monthly donations. Thanks to these contributions to the tune of €10,000, it was possible to purchase a van bearing the name “Glücksbringer” (which in this case intentionally has two meanings: “lucky charm”, as well as “bringer of good news”). The Vilsbiburger Tafel was also generously supported by the Rotary Club who contributed around €5,000 to this worthy cause.

When the vehicle was presented to the Vilsbiburger Tafel, those attending on behalf of **HILLER** GmbH also showed that they had not forgotten the promise they made in 2008: Georg Hiller Jr., Simone Eckmaier and Robert Böck provided Simone Kappeler, organiser of the Vilsbiburger Tafel, with a supply of olive oil produced with Hiller decanters.

At the **HILLER** GmbH Christmas festivities, employees also contributed generously so that Simone Kappeler could happily accept a further donation of €770.

The Vilsbiburger Tafel is a charitable initiative established by the people of Vilsbiburg who volunteer their time in order to combat food poverty in the area.

Grocery stores provide the Vilsbiburger Tafel with food items that are fit for purpose but no longer suitable for sale. The Vilsbiburger Tafel then distributes these goods on a set day to those in need for a nominal price of €1.

# Continuation of olive oil activities in Turkey

On the list of the world's olive oil producers, Turkey ranks fourth alongside Syria and Tunisia.

**HILLER** has been active in Turkey since the 90s and has carried out numerous installations in the country. In 2009, however, we acquired a strong partner for Turkey, **GEMAK**, and this year **HILLER** and **GEMAK** will also cooperate in the area of olive oil production.

The first visible sign for this cooperation will be in May at the **Olivtech trade fair** in Izmir, known until last year as Vinolive.



Legislation in Turkey is very progressive, and the problem of wastewater from olive oil production was tackled very early on. It was Spain, however, that led the way in terms of environmental protection, with the Spanish government, as early as the 90s, banning operators of olive oil mills from producing significant wastewater flows. The solution was quickly found: All oil mills rapidly switched from three-phase to two-phase production.

**Explanation:** In three-phase production, the decanter centrifuge produces three product streams - olive oil, the water contained in the fruit, and pomace. In two-phase production, there are just two product streams, namely olive oil and solid matter consisting of the pomace and the fruit water. This solid matter is then processed further in special plants and usually dried. The problem of separate, highly contaminated fruit water is thereby eliminated.

The law in Turkey now requires similar procedures to be adopted.



## Production figures in [1000 tonnes]

	2006/2007 season	2007/2008 season	2008/2009 season forecast	2009/2010 season forecast
EU total	2,031	2,119	1,933	2,149
of which				
Spain	1,111	1,236	1,028	1,200
Italy	490	510	540	540
Greece	370	327	305	348
Turkey	165	72	130	147
Tunisia	160	170	150	140
Syria	154	100	130	150
Morocco	75	85	85	95

Source: IOOC, Date: Nov. 2009

During the last olive season, which has now come to an end, we visited a large number of our customers in Turkey. They all told us that the machines switched to 2-phase operation processed practically the same quantity of olives as in the past. Having heard of the problems encountered by other manufacturers when switching from 3-phase to 2-phase production, they had initially feared that the amount of olive oil produced by their oil mills would decrease. As most oil mills operate as sub-contractors and are paid for the amount they produce, this would have meant a significant fall in income.

Now all our customers report that switching the **HILLER** decanters from three-phase to two-phase operation was easy, and that they run smoothly with no reduction in output.

We wish our partner **GEMAK** and naturally all our customers a successful 2010/2011 olive season!

## Custom-made **HILLER** decanter for process-water containing fibre and starch

Since its foundation, our customer has focused on transforming agricultural raw materials into high-grade products suitable for industrial use.

As the client had been using a **HILLER DP45-422** high-performance centrifuge for many years, contact was quickly established between the two companies.

Looking at the requirements profile, it quickly became clear that a custom-made Hiller centrifuge represented the best solution.

**HILLER** offered to carry out trials, but time was too short, as it was already almost the end of the season.

In order to agree on a clear common planning framework, a detailed and intensive consultation took place at the customer's premises. The site was examined and the optimal and safest setup determined.

Once all the necessary information had been gathered, design began of a machine for 15m<sup>3</sup>/h throughput with optimal removal of solids and pressurised discharge of the purified water.

Our in-house plant construction department was simultaneously commissioned with the configuration of the switch board - in strict accordance with the stipulated plant standards.

After just eleven weeks, the custom-made **DP45-362** high-performance centrifuge and the switch board were delivered to the customer. As installation of this machine was particularly easy, piping and cabling was carried out by the customer itself.

Any questions that arose could immediately be answered by Hiller's specialist departments, enabling the customer to implement the solutions directly.

Just in time for the new 2009 season, the supplied system was put into operation by our qualified service staff, with no problems being encountered. Advance commissioning using water meant that everything ran smoothly and according to plan.

The guaranteed process and mechanical properties were achieved immediately. Customer sign-off was therefore a mere formality.



## 15 years of established quality management at HILLER

A certified quality management system in accordance with DIN EN ISO 9001 and its ongoing development has been an integral part of **HILLER's** corporate philosophy since 1995. In December 2009 **HILLER** was once again successfully audited according to the latest quality management norm DIN EN ISO 9001:2008, with recertification being carried out by an auditing team from LGA InterCert GmbH in Nuremberg.

The new quality certificate is valid until August 2012.

As part of the audit, all relevant corporate processes together with documentation from the sales, development/design, manufacturing and service departments were examined for compliance with the norm's criteria. The auditors were impressed by the quality of the QM system and awarded **HILLER GmbH** top marks.

Successful recertification validates the efforts of **HILLER**, to provide the highest-possible product quality to our customers and our partners, together with strictly customer-oriented service.



## New sales partner for South Africa: UDEC Process



**HILLER** is proud to announce its new partnership with **UDEC Process** as exclusive sales partner for South Africa.

The distributor agreement has been officially signed off in February this year, and both partners are very happy to

have found exactly the right partner, perfectly matching their respective portfolios and strategies.

**UDEC** is marketing and distributing two groups of products in Southern Africa: Process equipment and adsorbents & chemical process materials. For both product groups they represent some of the world's best names.

In the course of the evaluation process, we have found that **UDEC** shares exactly the same views in regards to quality, and service and proximity to the customer as **HILLER** does.

We are therefore more than confident that this new partnership will quickly bear fruit, and that our future customers in South Africa will be delighted with our products as well as with the level of local service which they will receive.

We look forward to our joint business with **UDEC Process** and wish them all the best for the future!

## DecaPress DP15 – The baby of the HILLER high-performance decanter family



The latest addition to the decanter product range is taking **HILLER** into what one could light-heartedly refer to as the 'decanter microcosm'.

The new **DP15** decanter platform is opening up a sector of the market that is really very interesting, not least from the point of view of Hiller's company philosophy because despite its small size, the **DP15** is a true high-performance machine. The potential applications range from decentralised but nevertheless compact sewage treatment plants, to small food companies, through to a wide variety of pilot and specialist applications.

The **HILLER DecaPress DP15** is supplied as a turnkey compact system as standard, where all essential components required for operation, including the control cabinet, are fully assembled and tested on a steel platform in the factory. This also means that installation and commissioning can be carried out quickly and cost-effectively, and the customer is able to start benefiting from the power of our "baby" in the shortest possible time.

## Successful start-up at the Zbraslav (CZ) sewage treatment plant

In November 2009, our sales partner for the Czech Republic and Slovakia, **Export Import Robert Vit** from Marktrechwitz, started up another **HILLER Decapress** for PVK a.s., a sewage treatment plant operator based in Prague and subsidiary of the Veolia Group.

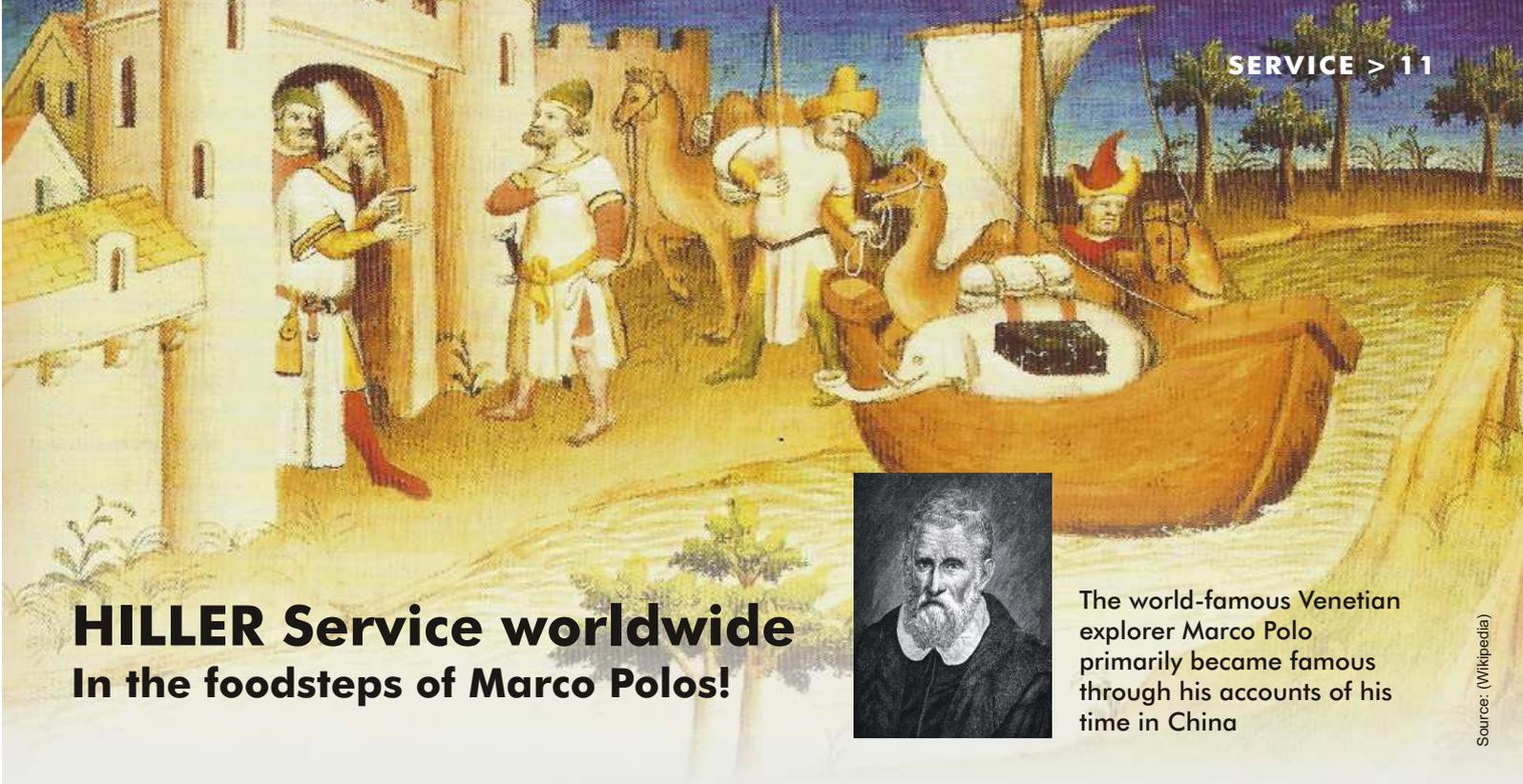
The entire dewatering system for Zbraslav STP was supplied by local plant construction company HAKOV.

The **HILLER Decapress DP450-422 VA BD** dewateres the sludge to 30% solid matter and fulfils all stipulated performance and warranty values.

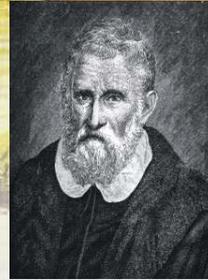
This new installation at Zbraslav STP represents another success for **HILLER**, demonstrating the quality of its centrifuges and the outstanding service provided by our sales partner Export Import Robert Vit in the Czech Republic and Slovakia.



Both the Czech operating companies, PVK a.s. in Prague, and ScvK in Teplice, are members of the international Veolia Group and are our largest customers in the Czech Republic and Slovakia. They regularly opt for new HILLER decanters because of their quality and the outstanding local service.



## HILLER Service worldwide In the footsteps of Marco Polos!



The world-famous Venetian explorer Marco Polo primarily became famous through his accounts of his time in China

Source: (Wikipedia)

**Marco Polo, the Venetian merchant and discoverer of the breathtaking culture of China, is still a renowned figure today. Almost 740 years later, a great deal has changed.**

**When working in China, Hiller employees too gain insights into the Far Eastern way of life.**

Many centuries have gone by since the Venetian merchant Marco Polo set sail for China from Europe with his father and uncle in search of new business opportunities. The voyage meant travelling long distances over land and sea. In 1274 this was an extremely arduous and dangerous undertaking. It often took months or even years to reach a destination, with illness and bandits being constant journey companions. Marco Polo was warmly received by the court of Kublai Khan and later on he even acted as a diplomat for the Mongolian ruler. His detailed reports on the mysterious and fascinating Chinese empire were avidly read in Europe and the accounts contributed significantly to the dawning of a new era, characterised by growing trading activities combined with wide-ranging cultural exchange between the two continents.

When our service engineers nowadays set off on their journeys to different parts of the world, 740 years later, naturally travelling has changed a great deal. Almost every location in the world is now reachable within 24 hours, and clearly no-one nowadays faces the same dangers as Marco Polo did in his time. What has remained the same, however, is the fascination these countries hold for our employees, and the cultural diversity they encounter there. There are also parallels to be found in terms of their role as ambassadors, be it

of a slightly different nature: Our service engineers, when working abroad, demonstrate at first-hand to our customers and partners our high quality-standards, and in doing so, contribute significantly to the build-up and expansion of our international service capabilities. Their work reflects the company's belief that not only sales but also service should, as far as possible, be provided locally, as customer proximity is one of the cornerstones of our identity and corporate philosophy.

The on-site activities of our service engineers consequently supplement and reinforce the training provided to our partners at the Vilsbiburg plant. The ultimate aim is for every partner to be able to fully support their customers locally. Despite this, our service engineers will continue to walk in the footsteps of Marco Polo and travel to our customers' premises when, for example, complex applications need to be serviced which possibly call for the use of special machines. After all, our uppermost aim is to ensure our customers are satisfied - worldwide.

We therefore rightly and proudly view our service engineers as modern-day Marco Polos. Ambassadors travelling between different cultures, on one occasion visiting, China, and on another occasion maybe the USA or "only" Austria, but always within easy reach.

MASTHEAD:

Editor:

**HILLER GmbH**  
separation & process

Schwalbenholzstraße 2  
D-84137 Vilsbiburg/Germany-Bavaria  
Tel. +49 (0) 8741 / 48-0  
Fax +49 (0) 8741 / 48-139  
[www.hillerzentri.de](http://www.hillerzentri.de)  
e-mail: [info@hillerzentri.de](mailto:info@hillerzentri.de)

**Responsible for contents and editorial office:**  
Hiller Georg jun., Arnim Hertle,  
Simone Eckmaier

Edition: half-yearly

**Idea, conception, graphic design, production, printing service:**  
© ANZO-Werbeagentur  
Aichstraße 21, D-84163 Marklkofen  
Tel. 08732/930505  
[www.anzo-werbeagentur.de](http://www.anzo-werbeagentur.de)



**HILLER can provide competent solutions for these industries and special applications:**



**Food and beverages, OV**

**Mineral oils, gas and regenerative energy**



**Chemical processing and pharmaceutical industry**

**Environmental technology**



**Mining, tunnel construction, mineral raw materials and drilling fluids**