



HILLER

separation & process

NEWS 2013

GERMANY AUSTRIA INDIA

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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Dear Customers and Readers,

An exceptionally positive 2012 is behind us, and I hope that this past year was a good year for you, too. **HILLER GmbH** not only broke multiple records in 2012, but also implemented a number of important strategic developments. Accordingly, "growth" is now one of our company's most important projects.

As already revealed in the local press, we have launched an investment programme of around 6 million euros primarily by expanding our on-site production site in Vilsbiburg. As well as these significant individual measures, many other activities will be carried out alongside of course, such as the ongoing renovation and expansion of our test machine fleet and our laboratory equipment.

Naturally growth also means growth in terms of human resources as well. On this front, our very high quality internal training of apprentices is providing a direct return on investment. Internally, too, these positive developments at our company are continually creating new opportunities for our employees to develop and grow into new roles. Growth at the level that we are currently seeing at **HILLER** also requires help from external experts, however. As a result, we have been advertising a number of job opportunities over the past few months and have received a surprisingly good response, particularly considering that there is virtually full employment in our region. Nevertheless, an unexpectedly high number of unexpectedly good and suitably qualified staff have applied for all these positions. This is doubly pleasing to me; firstly because this allows us to achieve our personnel expansion goals, and secondly because it shows the attractiveness of **HILLER** as an employer. I think we can all be a little bit proud of ourselves here; what makes us so good is of course our products and our claim to technological leadership. It's not only this however; it is above all also the special relationship that we strive to develop and strengthen within our company every day between all staff members, and especially in our external relationships with our customers.

So in this opening piece to the latest edition of **HILLER News** I would like to extend a very warm welcome to our many new customers and colleagues in particular. You will all notice quite quickly that there are a lot of things different about us: where others speak in terms of item quantities, we talk about sustainability; instead of profit-oriented we focus on being solution-oriented, and rather than printing high-gloss brochures, we speak to our customers. Welcome to **HILLER**, and wishing you all a positive and successful 2013!

With best wishes from Bavaria and "Vergelt's Gott!" - our way of saying "Thank you" to our customers, partners and employees,

Yours sincerely
Georg Hiller



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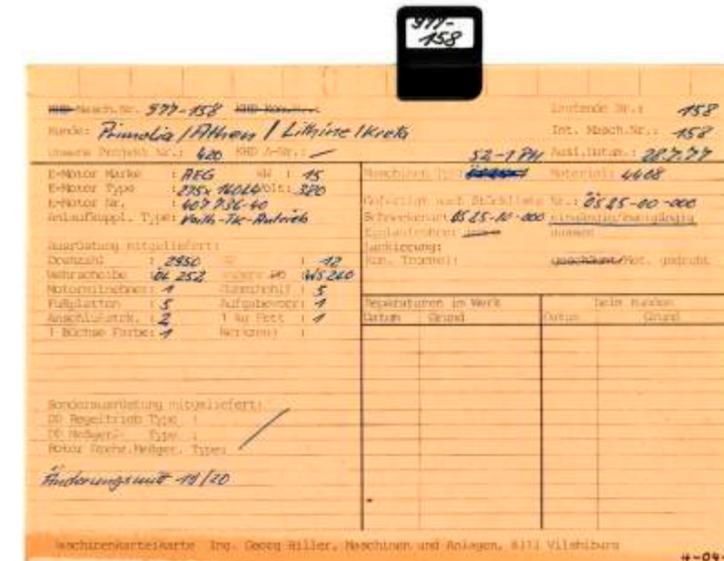
The oldest **HILLER** olive oil decanter

Who would have thought 30 years ago that **HILLER** would have the chance to proudly present today two of its earliest models of olive oil decanters which are still in operation?

The older of these two machines is a KHD Deutz decanter (manufactured by **HILLER**) and was constructed in 1977, just six years after the founding of **HILLER** Company, and the other is an **S2-1PH HILLER**, manufactured in 1983.

Both machines can be found today in a Greek oil mill on the island of Crete, and owned by Mountaki Eleni and Efstratios. Taking into consideration the age of these machines and the extensive use they have undergone all these years, they are still fully functional and their performance is more than satisfactory, surpassing all our expectations, and moreover, turning their purchase into a highly profitable investment.

We at **HILLER** believe that these two decanters reflect our efforts to keep up with the high quality standards in the most effective way. Whilst throughout the years **HILLER** has developed the technology of its machines to a great extent rendering these two decanters obsolete, yet they have undoubtedly earned a special place in **HILLER's** history.





model line
DecaPress DP 484

Record year
2012

for HILLER GmbH

„Just as good isn't enough“ – excerpts from an interview with the local newspaper

With around 200 employees, **HILLER GmbH** is one of the smaller companies producing decanters. **HILLER** is for specialists who don't need many machines but who need solid technology designed very specifically for the intended purpose.

The fish industry in Peru is now also banking on **HILLER** quality. The fish are pumped from trawlers into tanks on land, meaning that fish parts and other proteins remain in the water, polluting seawater. Thanks to **HILLER** decanter technology, the pumped water can be purified and the residues produced can also be used in fish meal production.

HILLER decanters are commonly found in the food industry. Whether in wine or olive oil production, or at fruit juice manufacturers where the exceptional quality of **HILLER** machines is highly prized.

Mr. Hiller jun.'s opinion is: "If a company of our size wants to survive in the marketplace, we always need to be one step ahead; being just as good isn't good enough."

Since last year, **HILLER GmbH** even has a unique product with the new "Decapress" range. A particular highlight is the **DP484** that has been a great success. **HILLER GmbH** won the contract for 13 out of 22 orders; "more than 60%, that's unusual in itself" added Mr. Hiller jun. In addition to the new drive, the **DP484** has a modular design where the relevant components are constructed in a building block type system so that they can be used for machines of all types.

Manufacturing capacity at **HILLER GmbH** is now fully stretched to capacity due to this level of success. In the past year, an adjacent site was therefore purchased and preparations were made for expansion. The intention is to build a new production hall this year, and then to extend the office building.



In total the company is investing around 6 million euros here at the Vilsbiburg site.

HILLER expands its offerings in the mobile test system field



Operating worldwide with mobile systems

We are active in the mobile field for our customers around the world and in virtually every sector. Over the past two years **HILLER GmbH** has invested around a million euros in new test/mobile systems. These systems are ideal for time-limited projects as well as for especially challenging separation tasks, as in this case we can develop the optimal solution hand in hand with our customers, and test on-site. This means that costs can be planned in advance, and operators also profit from the high level of availability of the test systems.

The result is clear: we offer our customers separation solutions for their requirements – from ATEX to chemical and environmental applications through to the food sector – we have the right mobile systems ready for you to use in all our fields of application – both in 2-phase and 3-phase operation.

Our mobile systems cover outputs from 0.5 m³/h to 50 m³/h and are equipped exclusively with the latest technology.

Our latest **DP484** centrifuge range, launched onto the marketplace to great success in 2012, is also available as a mobile test system.

Our customers really appreciate this service level: thanks to enormous demand from all sectors, **HILLER GmbH** will continue investing into the mobile system sector this year.



Both parties ultimately profit from this arrangement: **HILLER GmbH** is able to demonstrate its skills on-site and our customers are appropriately protected against large investments.

We are happy to support you with any technical queries you may have – please contact the head of our testing department, Mr Norbert Nöbauer at: norbert.noebauer@hillerzentr.de or by phone on +49 (0) 8741 48161



Only the best from Nature

Decanter technology in fruit juice production

Fruit juices – delicious and refreshing, popular with young and old, whether apple or pear, orange or grape, pineapple or cherry - there's something for everyone.

The family run fruit juice production company Schütz, founded in 1927 in Mundelsheim, Southern Germany, manufactures various types of fruit juice with its 14 employees. The pressing house is run by the third generation of juice extraction specialists, currently by Mr. Matthias Schütz, with the fourth generation, his son Markus Schütz, having already completed his as a fruit juice technology training and drinks business management training with Bravour, meaning that the company's continuity is assured.



Matthias Schütz kindly joined us for an interview:

How will the decanter be used in your company?

The fruits, supplied by farmers in the region, are first washed. The DF54-402S type decanter is then used to press the fruits and to process apples, blackcurrants, cherries, pears and grapes. Each season, the company processes around 2500 tonnes of apples, around 125 tonnes of grapes and around 100 tonnes of cherries. The proportion of direct sales is relatively high. A lot of juice is also exchanged directly for fruit supplies.

What are the advantages to you of the HILLER decanter?

The enclosed processing operations of the HILLER decanter, which permits a high hygiene level, is a critical point. In addition, the HILLER decanter is not susceptible to faults. This is a significant advance over the belt press. This means no longer battling against downtimes. The simple cleaning process is also exceptionally practical and problem-free. The compact system design was also important as there is a lack of space at our site.



Are you satisfied with the decanter and the support provided by HILLER?

The decanter is perfectly suited for processing fruits of all kinds and we are very happy with it.

The level of service from HILLER as a company was very good right from the start and we look forward to a continuing good business relationship.

"Many thanks for the interview".



HILLER SEE-Control: new design and increased functionality

High technical quality and performance associated with HILLER decanter centrifuges is also reflected in the new user interface.

To develop a touch-screen operating interface for the new "DecaPress" decanter centrifuges, we commissioned well known industrial design experts "Busse Design". The interface was to be intuitive to operate, have an appealing effect and always maintain high visibility in different lighting conditions. We also wanted to be able to set up different user profiles showing customised information.

Initially they studied various operating scenarios and previous versions of the interface. The results of this information was analysed and a new layout of the on-screen display for better operator information and understanding was developed. This process ultimately led to an attractive user interface of high quality.

This interface is infrared touch-sensitive, so is virtually impossible to damage by pressing.

The display of information in 3D contributes to a much easier understanding. Considerable advantages are the display of the different states as well as of the actual and target states. The refresh time has also been improved.

The new design will be offered as standard equipment to all SEE-Control customers of the DecaPress range. HILLER further plan to equip DP484 centrifuges currently installed with the new design software, at no cost to the customer. This is our service on the highest level!

In the near future, the new SEE-Control will be rolled out to all new centrifuge lines, thereby gradually replacing the old control systems.

Simple connection to remote maintenance modules now possible

At the moment, the standard interface to the plant PLC is Profibus. This will shortly be possible by Ethernet. Another big advantage here is the easy connection to a remote maintenance module.

Remote maintenances give the customer a lot of advantages and can rapidly pay dividends. On the one hand highest possible reliability is ensured, but in addition they can be of great help when searching alarms which may have occurred.

Because of the fast reaction times of the HILLER Service Team, costs and time can be saved at this point.

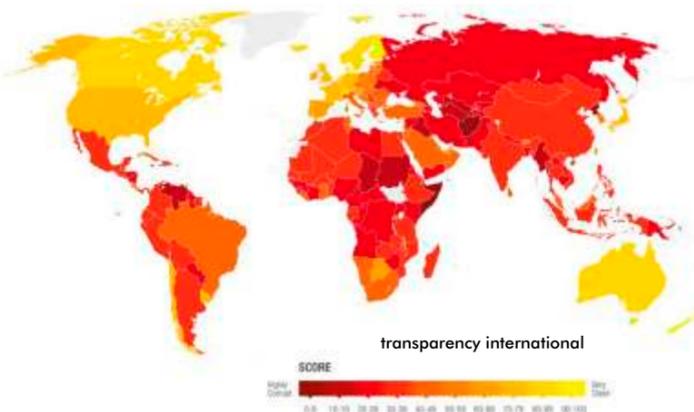
Currently there are several customers of HILLER trialling our remote maintenance module on their plants, and so far the feedback is positive in every case.

Compliance = observance of laws and guidelines

HILLER GmbH manages its business worldwide in accordance with legal laws and official regulations, to ensure its long term economic success in a sustainable manner. Every staff member has to consider their legal responsibilities associated with their function.

Furthermore all staff members engage to permanently act on the basis of the highest ethical standards and to treat third parties with respect and integrity.

In HILLER GmbH we have to make arrangements to prevent corruption efficiently and effectively. For this reason a Compliance Management System (CMS) has been launched at the beginning of 2013, and a compliance officer has been appointed to develop this.



HILLER CHINA –

HILLER Separation Equipment & Engineering Co. Ltd



A reliable partner for the Chinese market

The **HILLER** subsidiary, **HILLER Separation Equipment & Engineering Co. Ltd (HILLER China)**, which was founded in 2008, has become a competent company in the sales and service of decanter centrifuges over the years. Since their foundation in 2008 **HILLER China** have employed 15 highly qualified staff members and have already supplied 50 decanters to the market in the fields of oil & gas, drilling mud and the municipal sector.

Since they successfully completed their first turn-key oil sludge project in Daqing in 2008, **HILLER China** has become one of the market leaders in the oil sludge sector. Despite the pressure of both national and international competitors, the **HILLER** subsidiary could finally win another four oil sludge projects in Daqing Oilfield and China Petroleum as well as some projects on 3-phase sludge separation in the China Sinopec Refineries.

Further major projects include an order for eight decanters in Daqing Oilfield, Qinghai Oilfield, Changqing Oilfield and also in the Middle East (Kuwait Petroleum Company).

The success of the company is attributable to the good price-performance ratio, to the high quality and to the good customer service. Long-standing customers of the oil sludge sector comment on the high levels of quality and service which are always expected from **HILLER**.

In the coming years several orders in the oil and petroleum sector in China are expected. To be prepared for these higher order volumes, **HILLER China** has expanded its premises with an approximately 200 sqm workshop and an 80 sqm big office building. Furthermore a test plant and a laboratory have been purchased, which was strongly supported by the mother company **HILLER GmbH** in Vilsbiburg.

Another main emphasis for **HILLER China** will be to supply turn-key plants to the oil sludge sector as well as to explore the food sector in China. In this sector their focus will include fruit juice, starch recovery, and potato wash water.



We wish our Chinese subsidiary all the best and much success in the future.



10 years HILLER India Pvt. Ltd.



By founding the subsidiary **HILLER India Pvt. Ltd.** on November 13th 2002, the **HILLER GmbH** has laid the foundations for a permanent presence in the growing market of India.

Currently our Indian subsidiary is in the Top 3 on the Indian subcontinent with a market volume of some 100 decanters a year.

Today **HILLER India** is not only producing decanters but also engineering complete plants.

Professional consulting and the best service for our customers are provided by qualified engineers and technicians, typically in areas such as municipal and industrial wastewater, chemistry, food and renewable energies.

To secure and increase the market position, a development site in Kolkata was purchased 2011 on which a modern production site is to be built by the end of 2013.



Compared to the philosophy of many other investors in India, we are clear that we do not want outsource our production to India. Rather we simply saw the growth potential of the Indian market. For this reason we established the company to produce in the country, for the country. As Kolkata is located in one of the most important economic regions of India, we chose this place for the company headquarters.

HILLER India is rapidly becoming one of the most important centrifuge suppliers in India.



We offer our congratulations to our Indian subsidiary due to their ten-year anniversary and wish them much success in the future.

How the apple comes into the bottle

Trainees of the **HILLER GmbH** visit the **ORO Fruit Utilisation e. G.** as well as the team high ropes course in Oberreith



Just the process of decanter juice extraction achieves a sufficient anti-settling stability. The anti-settling stability prevents the deposition of the particles in storage tanks, or later in the base of the bottle.

The trainers of the **HILLER GmbH** expressed their thanks for the really interesting insight into the company. Mr. Wiesböck said goodbye to the trainees and gave them two crates of spritzer as a present. Their next destination was the ropes course in the forest in Oberreith.

The afternoon was called „**Overcoming ones limits and being successful together**“.

The trainees of the **HILLER GmbH** saw a **HILLER** decanter on duty on 10th September. In the context of a collective trip, they visited the **ORO Fruit Utilisation e. G.** in Rohrdorf with their trainers Petra Biedermann and Stephan Weinholz.

The managing director, Joachim Wiesböck, gave the group a warm greeting, and guided them through the company.

The cooperative society was founded in the year 1958 with 100 owners which are mainly fruit farmers of the region.

After a delicious breakfast with Bavarian veal sausages and fresh juice from a **HILLER** decanter the guests were guided by Mr. Wiesböck to the first station of the juice production, the fruit reception. Here farmers or private persons of the region bring their products in every day and can exchange them for filled and mixed apple drinks.

After the fruits have been washed and checked on the sorting belt, they are fed into the decanter.

The two-phase centrifuge operates with 3.500 rotations per minute, and separates the juice from the grape body. Mr. Wiesböck is proud to be able to offer his customers a really high quality and gently processed juice by using a **HILLER** centrifuge.

This juice doesn't get brown and maintains more of his healthy ingredients because it doesn't come into contact with oxygen, unlike in the case of a conventional belt press.

The trainees of the **HILLER GmbH** could experience this concept in the team high ropes course in Oberreith. The opportunity to get to know themselves, their colleagues, as well as their trainers and to develop a strategy for a good and effective cooperation was offered to the young people. The trainees exceeded their limits, lost their fears and developed unexpected strengths by overcoming the very difficult high ropes course.



The **HILLER** trainees and their trainers drove back home after a very nice day and they all had the same opinion: this study trip has to take place regularly!



New year – new oil

The quality standards within **HILLER GmbH** reflect not only on our new centrifuges and after sales service, but also on our promotional gifts! Our small bottles of olive oil fulfil this standard in every way. Original, healthy and at the same time a fantastic example for our products. Furthermore the receivers of this small gift are very enthusiastic about it.



Since the beginning of 2013 the olive oil container has a new design: colourful and in a cube-shaped bottle with practical removable top part to make pouring the oil easier. However also the content impresses with its excellent quality.

The most important kind of olive oil in Spain is called "Picual". This kind of olive accounts for more than half of the olives cultivated in Spain. These olives are generally robust and the taste is mainly due to the growing area. The oil mill "Rotalaya" which processes this "Picual" kind is situated in the region "Quesada". The Spanish call this oil "fuerte", which means the oil has a strong taste. The company "Rotalaya" produces a very high quality oil due its natural finish (in Spanish it is called "aceite en rama" which means in English "oil of the branch").

This oil, which was naturally produced with a **HILLER** decanter, will be further polished with the help of a separator. There is no additional filtering before bottling. In this way it keeps the aroma and the freshness of the original olive. Due to this manufacturing process the oil appears slightly cloudy and after time light deposits appear in the bottom of the bottle.

However this is not a reflection on the quality of the oil or the manufacturing process. It's just the best to leave the last drops of the oil in the bottle, and the sediment will remain with it.



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