

HILLER

separation & process

GERMANY AUSTRIA INDIA

EDIBLES OLIVE OIL

GREECE SPAIN ITALY

MINERAL OIL NATURAL GAS

HUNGARY TUNISIA USA

RENEWABLE ENERGY

RUSSIA MALAYSIA CHINA

CHEMISTRY PHARMA

GERMANY - BAVARIA EMIRATES

ENVIRONMENTAL TECHNOLOGY

CHINA TURKEY ENGLAND

WASTEWATER TREATMENT

AUSTRIA GREECE RUSSIA

MINING TUNNELING

SPAIN ITALY INDIA POLAND



Dear customer, dear reader,

With this version of the Hiller News I want to take the opportunity to address some words to you personally.

Those of you who have known Hiller for some time will agree that "there is something going on" at Hiller! We are growing and changing and entering into new markets and fields of applications. Most important for me, however, is the fact that we have always remained true to our basic principles and even expanded our traditional strengths. Those are above all quality, customer care and a solid and reliable customer service, both, for our existing and new customers.

The restructuring of our management team last year helped us a lot to improve and consolidate on those strengths. The success can already be seen. At the IFAT 2008 we had more visitors than ever at our stand and more high-ranking decision makers than ever were in attendance. We were awarded prestigious orders from all over the World, for example for oil sludge treatment. In various countries we have become market leader for sewage sludge dewatering applications. We have developed various new machine concepts for the treatment of drilling fluids which are not only very successful but take a Worldwide leading role with regards to centrifuge technology.

It becomes clear that our family-run business has not only arrived at the "circle of leading companies" but that we have established ourselves there.

Every single member of our highly qualified and motivated staff – at our premises in Vilsbiburg and also in every single office and premises of our sales partners all over the World count for Hiller's success. They all have my full trust and confidence and I am sure that they will continue to do everything possible to satisfy our customers by target marketing and customer oriented work meeting the highest level of quality at all times.

Finally I would like to thank especially all of our loyal customers for the positive development we have experienced over these last years and I would of course also like to welcome all of our future customers. I am looking forward to many years of good cooperation with you all!

With best regards from Bavaria and a heartfelt "Vergelt's Gott" (which is Bavarian for thank you) to all our customers, partners and colleagues,

Yours
Georg Hiller



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Compact turn-key systems:

The SWT Centrapac System

Siemens Water Technologies (SWT), with headquarters in Holland, Michigan, is Hiller's exclusive sales partner for Northern America. On the basis of rotating assemblies delivered by **HILLER** GmbH SWT produces their own range of "Centramax" high performance decanter centrifuges, and "Centrapac" turn-key centrifuge systems.

The Centrapac combines all of the components needed for a complete dewatering system: feed pump, polymer system, high solids centrifuge, dewatered solids conveyor and control system.

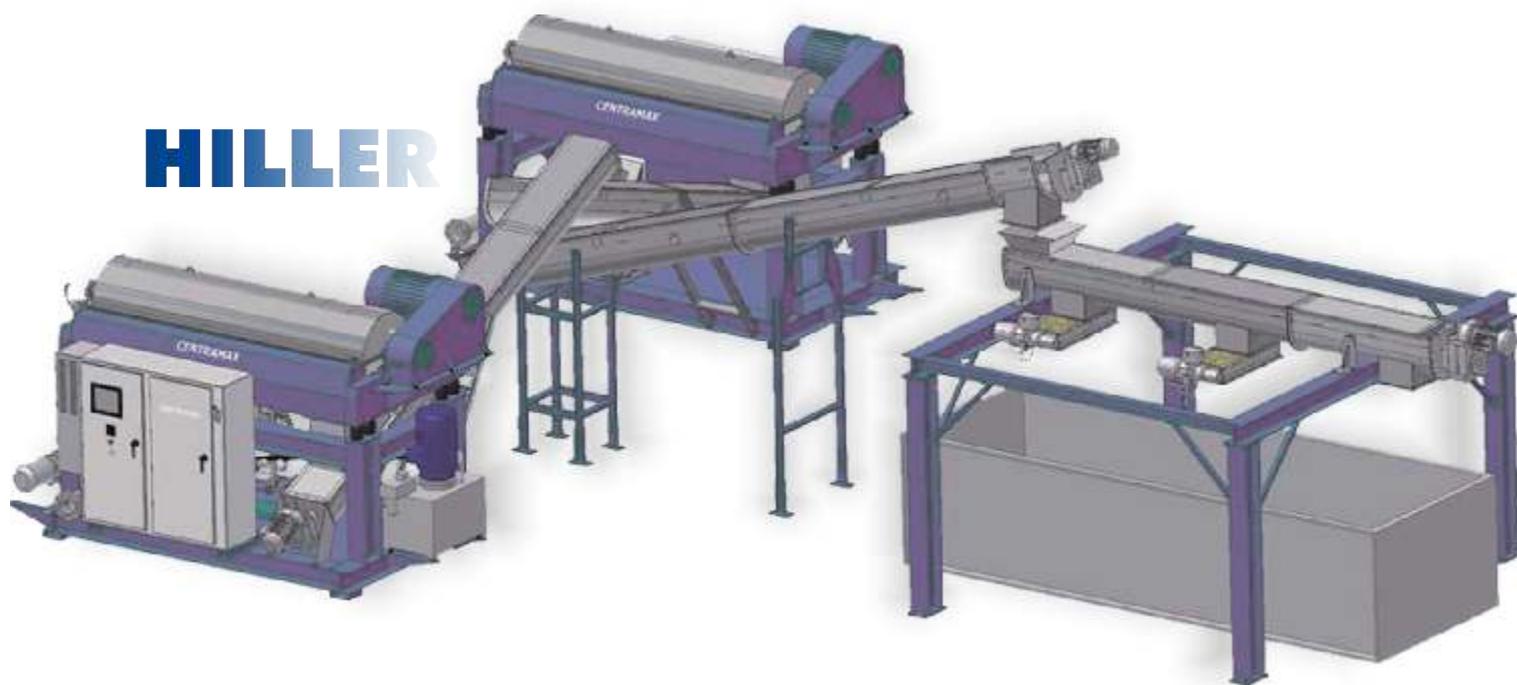
All of the components are skid mounted and are piped and wired. This greatly reduces installation time and, most importantly, saves money.

The Centrapac is highly automated, takes up minimal floor space and is enclosed for odor control. It's perfect for a wide variety of applications and is available in a wide range of sizes.

Recent sales for Centrapac systems include one unit purchased by the Environmental Management Corporation (EMC), O'Fallon, Missouri, for the Mount Vernon, Illinois, wastewater treatment plant (municipal wastewater).

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There are no special foundations required. The system is delivered to the site in an assembled state that requires only minimal installation. At some of the sites, installation has been as short as three or four days!

Another great feature is the optional distribution conveyor system. This provides uniform distribution of the solids in a roll off bin or truck. The conveyors can be customized to meet the customer's needs and, if needed, the structural steel supports can also be provided.

The system shown below is a concept developed for a customer that needed two Centrapacs as well as distribution system.

EMC operates a large number of wastewater plants around the country, for both, industrial and municipal, applications. EMC wishes to standardize on the Centrapac system with the DP37 centrifuge for use in many of the plants. EMC will install instrumentation and remote monitoring equipment so as to be able to monitor the centrifuge operation from their state-of-the art facility in Missouri.

A second Centrapac system, based on a DP45, was recently purchased by MB&R Piping Contractors, for the Pigeon Creek Sewer Authority, Charleroi, Pennsylvania (municipal wastewater)

Project „surface protection“ in cooperation with **LOCTITE**® (Henkel) has been finished successfully



HILLER decanters are applied worldwide for various industrial applications. They are partially exposed to heavy mechanical and/or chemical operational strains as for example abrasion, erosion or corrosion. Choosing suitable materials for the construction and maintenance of machines is therefore one decisive factor for a cost-efficient and safe operation of our decanters.

Taking these points into consideration some technical engineers from Loctite and Hiller formed a project team for surface protection in order to find solutions for optimal material protection on high-performance decanters. In order to get practical and relevant results, the project team worked at Hiller's premises in Vilsbiburg. For several months they surveyed machines which had been sent to Hiller for refurbishment, analysed their condition, and determined the corresponding material-wear as well as the areas of the decanter which were particularly subject to wear. In the following step they chose suitable protective systems and tested how those were to be applied best on a decanter and then optimised them with regards to the required product features.

The cooperation of the project team was highly constructive and successful. The target of the joint project was to find products and methods for surface protection which would achieve the highest possible value retention, quality and operational safety – all in accordance to the dictate of cost efficiency.

For example by applying spreadable and sprayable ceramic layers to the bowl, scroll and housing components a durable surface finishing with long lifetime could be achieved.

As a family-run business Hiller are traditionally committed to their customers. Our engineers know how important it is for our customers, who often operate valuable and complex plants, to optimise the mechanical components such that they are absolutely reliable and offer high operational availability. Therefore our ultimate ambition can be expressed in one simple sentence: "Our centrifuges have to work", sometimes even 24 hours a day with as little downtime as possible.

Customer care and service are leading topics on our agenda. Important elements of our company culture are therefore our highly flexible local customer service as well as the qualitatively first-class and punctual refurbishment of these machines at our premises in Vilsbiburg.

Due to continuous research and development of our high-performance decanters we can make sure that our customers are always supplied with optimal solutions, both, in regards to new machines as well as to our after-sales service.



The cooperation project with Loctite described above represents one such significant step in this development.

The company Henkel

With well known product brands such as Loctite®, Teroson, Hysol®, Nordbak® etc. the company HENKEL is a World market leader and offers complete solutions for original equipment manufacturers as well as for companies which specialise in maintenance and repair.

Henkel's customers can therefore take advantage of the long-lasting experience which has been gained by the company through investments in technological innovations and are supported by excellent customer service and support. As a solution provider Henkel offers far more than just high quality products.

The company also supplies optimal solutions which are not only based on innovative technologies and concepts but also on substantiated knowledge regarding the customers' products. Multifunctional features bring about advantages for customers in the fields of repair and maintenance work and lead to increased reliability, security and durability of the products.

Furthermore Henkel offers practical oriented seminars and training with an emphasis on "Best Practices" and with



recommendations on how to improve reliability and minimize maintenance downtime and costs. These take place locally at customers' premises and following a plant visit and an "as-is analysis" can be tailor packaged according to the customers' needs.

Actions speak louder than words – in the end quality and reliability win:

Cà Nordio and Abano Terme decide to buy four HILLER DP54-422

The municipal sewage treatment plant Cà Nordio (150,000 PE = total number of inhabitants ie population equivalents) is located in the region of Veneto in the Northeast of Italy, near Venice. There the sewage flows from the city of Padova and its outlying villages are collected and treated. In the tender, four decanters had to be offered, three of them for Padova and one for Abano Terme, a provincial town near to Padova.

The decisive factors of this tender were the technical assessment and the guaranteed dewatering performance. Guaranteed values had to be stated before tests started



and then had to be demonstrated at site. After the bidder with the best guarantee values (at least on paper) had failed by far to meet his expected values; Hiller set to work!. Hiller was declared the winner on the basis of excellent technical assessments as well as very good, realistic and practically achieved process guarantees. Hiller was subsequently awarded the order to deliver four decanters of the series DP54-422.

The machines have already been installed and operate now to the fullest satisfaction of our customer, Acegas-APS Padova. The average dried solids content of the cake is currently running at 32 – 35%!



Sludge treatment from one source at the Bocksdorf WWTP



The main sewage treatment plant of Bocksdorf in Austria / Wastewater Association Oberes Stremtal (20,000 PE = population equivalent) started operation in 1983. As happened at many other sewage treatment works, the sewage sludge at the plant in Bocksdorf, could be most economically disposed of by spreading to land as a fertilizer in agriculture. However, when new laws were introduced, the sludge had to be dewatered by means of a mobile centrifuge before a new concept of treatment for the future could be developed.

Their aim was to find a suitable technology which could safeguard an efficient dewatering and drying of the sewage sludge. As maintenance and operation of the equipment was carried out by only one person it was extremely important that the plant could be operated automatically and with lowest-possible labour input.

For the mechanical sludge dewatering stage, centrifuges were decided upon while for the drying stage a unique solar sewage sludge drying system was employed.

Our partner, ACAT-Wien was able to land this contract due its ability to supply both technologies from one source. The sludge dewatering by Hiller high-performance centrifuge with a throughput capacity of 6 m³/hr, directly followed by solar sludge drying system, was started in operation during 2006.

After dewatering in the centrifuge the sludge quantity is reduced by some 60% with a ds content of 25-30% and is then transported directly to the solar drying hall by a spiral conveyor, where it is dried to a yearly average of 70% ds.

This dried sewage sludge is then used for agricultural applications.

Should this currently, cost-efficient disposal route, cease to exist in future then many other disposal options remain open and guarantee the operator both a flexible and economical sewage sludge disposal route going into the future.

Currently HILLER centrifuges are the most widely sold centrifuge product in Austria.

New sales partner for Denmark



Triggered by the re-definition of RGS90 Industri's business activities, Hiller's representation in Denmark has been handed over by RGS90 Industri to EnviDan Service A/S (EDS) as per 1st of August 2008.

Apart from sales of new machines which will be handled by EDS from 1st of August, another important aspect of this handover was, to ensure full continuity of service to our customers in Denmark, with service agreements gradually

being taken over by EDS as they are coming up for renewal. With EDS our Danish customers have a very experienced and competent partner at their side, who can perfectly serve all their centrifuge-related needs, from consulting to plant engineering, installation, and after-sales.

We are very pleased about this cooperation and the smooth transition, and we wish our new partner EnviDan Service A/S success and all the best.

A visit to a sewage treatment plant at Chiemsee

In the Eighties several Chiemsee communities founded a wastewater treatment cooperative with the aim of keeping Lake Chiemsee clean.

The members' ambitious target was to restore to optimal water quality, the so called "Bavarian Sea" and as such safeguard the attractiveness of one of the most popular Bavarian destinations.

The perimeter sewerage system around Lake Chiemsee and its 32 pumping stations were completed by the end of 1998.



Franz Mayer, who has been manager of the sewage treatment plant at Chiemsee, was available for some questions from Hiller:

What was the reason for you to buy a HILLER centrifuge?

We had already had two decanters of KHD / Cologne in operation. We knew that those centrifuges had originally been manufactured by Hiller in Vilsbiburg, and we were completely satisfied with the performance of these machines.

When in year 2000 one of the KHD machines needed to be replaced we decided to buy a Hiller centrifuge model DP54-422. The most important factors in this decision was Hiller's proximity to our plant and operating reliability, as well as a fast-reacting service.

....and those were also the reasons for purchasing another Hiller DP54-422 in 2004.

Are you still satisfied with the machines and service supplied by Hiller?

Yes. We are very satisfied with the centrifuges. The machines are operated in alternating mode on four days per week each and operate with high performance and low downtime. Another advantage was the purchase of a Flow-Mix polymer solution system which enables us to react immediately to changing conditions and to achieve best process results.

In the meantime we have established a very friendly and cooperative relationship with Hiller. In case of machine problems or for maintenance, Hiller always send us highly qualified experts immediately. Due to our long standing experience with the technology and the in depth training Hiller offered our staff, we have developed quite a good knowledge of the machine technology and can often now resolve any smaller problems ourselves.

Which aspects regarding HILLER do you appreciate most?

The rapid response of highly qualified service engineers as well as the high level of reliability from the centrifuges.

Russia invests in environment protection

The demands regarding environmental protection are rising every year, not only in Russia, but Worldwide. One of the fields affected is waste treatment.

For this reason the company "OAO LUKOIL – NIZEGORODNEFTEORGSIINTEZ" created together with "EKOIN – NORSI" a special programme of environment protection measures. One point of this program is the renewal of plants used for the dewatering of sludge from biological waste water treatment plants, as for example the sewage treatment plant at "EKOIN-NORSI".

The machines which separate the sludge into two phases (solid phase = cake, and liquid phase = water), have already been in operation on the plant for quite a long time. In the early days, centrifuges of the Russian make OGS were used, then centrifuges of German manufacturer KHD and now the old centrifuges have been replaced by one complete Hiller plant.

The state-of-the-art plant supplied by Hiller includes a fully automatic process control system as well as three centrifuges with a joint capacity of 45 m³/h. The three machines can be operated simultaneously or separately, in an autonomic operation mode. The nominal capacity was chosen in consideration of further development of the OAO "LUKOIL – NIZEGORODNEFTEORGSIINTEZ", who plan to install the complex "catalytic cracking" system as well as to expand the plant in future due to growing amounts of waste water coming from municipal water treatment plants.



Abstract from the journal „Sintez“ of the company Lukoil

The excess sludge is dewatered from about 99% water content in the inlet to about 70-75 % water content in the outlet which reduces the sludge volume by 80%

The installation was completed within a very short period of time. In June 2007 HILLER signed the contract for delivery of the complete plant and by February 2008 the installation works were nearly completed.

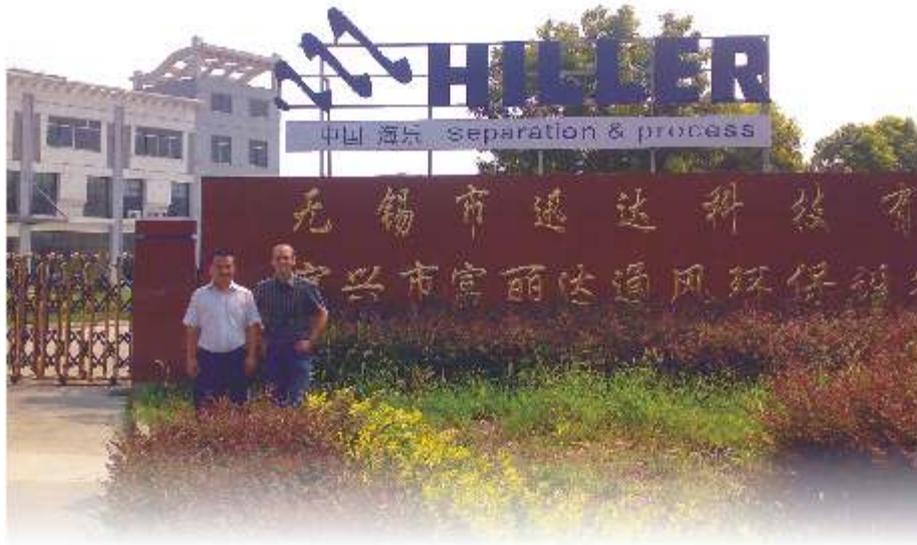
The plant set up at "LUKOIL – NIZEGORODNEFTEORGSIINTEZ" is one of the biggest plants of its kind, in which the complete process is carried out in a closed system. Hiller's plants have already been applied successfully in several cities of Russia. The decision makers of "OOO EKOIN-NORSI" had visited several of these plants in Moscow beforehand.

Installation from Lukoil in Kstovo

Subsidiary Company in China

After a long period of extensive and careful market survey on basis of a representative office in China we have now founded the **HILLER Separation Equipment & Engineering Co. Ltd**, a fully contractually capable subsidiary in the People's Republic of China.

The company is based in Yixing (Jiangsu Province), which is China's centre of environmental technology.



The company's activities are amongst others the sale of decanters as well as the sale and construction of turn-key centrifuge plants and the sale of further products in the field of solid / liquid separation.

Further business activities are technical advice, project planning, installation and after-sales service for the products sold.

MSE Hiller secure second centrifuge supply framework



Northumbrian Water Plc -

a water company serving a population of 2.6 million located in the North East of England, have awarded a framework for the supply of sludge dewatering centrifuges to MSE Hiller Limited.

This is the second major water company to award a partnering supply framework to MSE Hiller who successfully gained 5 frameworks from **United Utilities Plc** in late 2007.

Centrifuge sizes offered cover a range of Decapress high efficiency dewatering machines from model DP37-422 to a DP66-422.

The order which was won despite fierce competition from several sources confirms Hiller as the up and coming choice for high efficiency sludge dewatering centrifuges within the UK.

IFAT 2008 – a résumé

Once again the IFAT was a memorable event for HILLER!

Hiller arrived at the IFAT 2008 with a considerably larger stand space, an increased exhibition team and a completely new stand design – and, just as it was during the last IFAT exhibitions – we were absolutely overwhelmed with the masses of existing customers and potential new customers on to the stand. In order to have more space for communication with our clients we had radically reduced the number of exhibits: only the bowl of a DP76 for the project “Grand Valley, USA”, had been chosen for display at this exhibition.

As we wanted to make our technology openly accessible to our customers, (in the truest sense of the word), we displayed “a centrifuge for people” at the open air area and even arranged a competition. (see report: “HILLER speed competition”).



So this time, just as it had been the case in our former IFAT exhibitions, priority was given to the customer, and not to the machine. At the Hiller stand experiences were exchanged, contacts established and/or consolidated and detailed discussions held with (potential) customers in a very agreeable atmosphere.

The fact that we have been able to sustain this close customer / supplier relationship despite such rapid growth makes us, not only proud, but motivates us to continue in this way.

We want to take this opportunity to thank all visitors to our IFAT stand. They are the source of our continuing success and have contributed considerably to the cheerful nature of the Hiller stand.



HILLER – speed competition

The Hiller speed competition offered a lot of fun at the IFAT 2008. For this competition a roundabout was equipped with high-tech measurement instrumentation. Speed and the “g” force value (centrifugal acceleration expressed as a multiple of g) which was controlled via a switch board combined with control unit BMR 5000. In this “centrifuge for people” every visitor could test out his or her strength and get an idea of how many “g” their own body could bear. Compared with our centrifuges, which achieve up to 4,000 x g, most of the visitors met their limit at about 1.5 x g. Each day the team with the highest g value was announced and were awarded a navigation system as a prize. The lucky winners were - the sewage treatment plant of Fürstenfeldbruck with 1,521 g, the sewage treatment plant Oberstufen with 1,712 g, the sewage treatment plant Kohltal with 1,625 g and again the sewage treatment plant Fürstenfeldbruck with 2,140 g as well as the sewage treatment plant Dingolfing with 2,206 g (they also achieved the highest g-value of the week!). The fastest women, however, were amongst HILLER's own staff: Ms Eckmaier and Ms Kirmeier achieved a value of 1,874 and looked brilliant – even after such a racy speed. Thanks go to all who took part.



HILLER sales Partner for Northern America: Siemens Water Technologies



Siemens Water Technologies (SWT), with head quarters in Holland, Michigan, is Hiller's exclusive sales partner for Northern America. In their facility in Holland SWT manufacture filter presses, belt filter presses, centrifuge components and many other products for Siemens Water Technologies. These include traveling water intake screens, wastewater treatment systems, sludge dryers, and polymer feed systems.

The history of Hiller's partner in the US dates back to 1976, when JWI Inc. was founded in Holland, Michigan and started to manufacture quality filter presses in 1978. JWI Inc. was acquired by US Filter in 1998 and became their center of global filter press sales in 2000.

After the transfer of the Edwards and Jones manufacturing and technology to Holland, Michigan in 2001 the company became known as US Filter Dewatering Systems. Meanwhile the US Filter Group was acquired by Vivendi, France in 1997 and was added to the Vivendi Water Co. (in 2001 re-named to Veolia Water). Siemens purchased the US Filter Corp from Veolia Water in 2004, and subsequently US Filter Corp. changed its name to Siemens Water Technologies Corp. in 2006.

The successful partnership between Hiller and SWT commenced in the year 2000, when the company was still

named US Filter, shortly after Hiller's move to market their decanter centrifuges under their own label, rather than acting as an OEM manufacturer in the background only. In the early days of the cooperation, decanters were produced by Hiller in Germany according to US Filter's specifications. As the pool of decanter-relevant know-how and capabilities grew, US Filter / SWT moved towards producing more and more parts of the decanter in the US. Today SWT produces their own range of "Centramax" high performance decanter centrifuges, and "Centrapac" turn-key centrifuge systems, on the basis of rotating assemblies delivered by Hiller.

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Now that the first tough years of market-introduction have passed, the partners enjoy a well introduced, reputable name in the US market, and an installed base of approximately 70 units. A good indicator for this is the recent sales success of our first three 30 inch diameter decanters (DP76-402) to Grand Valley, Michigan.



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