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separation & process

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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

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News from the UK



A major UK Water company, **United Utilities plc**, based in the North West of the country has awarded MSE Hiller, the UK agent for Hiller GmbH, five supply frameworks covering the supply of centrifuges, supply of mobile dewatering rigs, hire of mobile dewatering rigs, supply of operational labour and the maintenance of decanter type centrifuges.

Hiller are currently supplying seven DP58-422 Decapress machines to United Utilities for the sewage treatment sites of Preston, Rochdale and Fazakerley.

A DP66-422 mobile rig has also been sold to United Utilities for temporary use at Preston STW, and M&SE Hiller mobile units have also



been operated under rental contracts at United Utilities' sites Blackburn, Davyhulme, Preston and Shell Green STWs.

The award which was won in the face of stiff competition from many sources confirms Hiller's increasing presence and commitment to the UK market, and its ability to offer high efficiency machines at competitive prices.



Further information and details available from MSE Hiller +44 (0) 1246 861166

Biodiesel Project in Thailand



Hiller are once more favourite to land a contract for biodiesel production. The customer is a globally operating engineering company with headquarters in Germany.

The installation of the workshop in Thailand shall be finished by the end of February 2008. Two 3-phase decanters DO58 as well as five separators from our Italian cooperation partner, Frautech, are used for glycerine treatment. Despite the very short delivery period all components could be delivered punctually in ATEX version.

The complete plant has been designed for a production capacity of 200,000 tonnes per year of biodiesel and

36,000 tonnes per year of glycerine. Palm oil from Southeast Asia is the main raw material. The process applied in this workshop is very flexible, and therefore used edible oils will also be processed there in future. The machines for this project have been operated with excellent results.

The Ministry for Energy in Thailand promotes the production of biodiesel from renewable raw materials in order to minimize the dependence on conventional diesel or other fuels.

HILLER enters the Eastern European market



Hiller expands eastwards and enters the Eastern European market. 2007 was a successful year for Hiller GmbH again, particularly for the fact that Hiller was able to enter the Russian market and to win several orders from the municipal as well as the industrial sectors.

In the field of municipal waste water, Hiller was awarded the order for dewatering equipment in the sewage treatment plants in the cities of Magnitogorsk, Taganrog and Chelni. The city of Moscow granted Hiller two further orders. Hiller will dewater the filter sludge from the drinking water supplier Wostotschnij, one of the two main drinking water suppliers of metropolitan Moscow (10 million inhabitants).

Furthermore Hiller will supply a mobile unit for the dewatering of various slurry ponds in the Moscow area.

In the industrial field Hiller supplied 3 plants for the refinery TNK/BP.

Sales partner for Portugal



In March 2008 we were able to win SPS/SL, Porto, as our sales partner for the Portuguese market.

With SPS/SL our Portuguese customers will 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 we wish our new partner SPS/SL success and all the best!

New centrifuge generation for the dewatering of products containing minerals

In 2007 Hiller received a request by Süd-Chemie, a supplier of raw materials for the manufacturing of catalysts. The task for this application was to dewater a suspension with a decanter centrifuge. The aim was to achieve a high degree of dewatering, as both the solid material and the solvent are of economic value.

In our laboratory in Bad Fallingbostal a feasibility test was carried out. Comprehensive tests confirmed the result that the suspension was suitable for dewatering. However, due to the viscosity of the dewatered solid, processing in a standard centrifuge was impossible.

Upon request of the customer to make local test runs Hiller provided a team consisting of experts from the design, research & development as well as the test departments. The task was to modify a standard centrifuge to the customer's specifications in such a way that positive results could be achieved.

After about six weeks a centrifuge, especially developed for these tests, could be tested and optimized locally.

In order to consolidate those results the customer conducted a two-week 24-hour trial. Within this period of time the excellent results of the tests were reproduced.

As dewatering by means of a centrifuge optimizes the complete process and therefore leads to considerable cost reductions, Hiller received the order to supply the permanent centrifuge. Süd-Chemie kept the centrifuge which had been taken for the test runs until the permanent machine was delivered.

SÜD-CHEMIE
Creating Performance Technology



Our philosophy, that we as a medium-size and family-run business should be able to offer our customers individual solutions, even for difficult, special tasks, was once again the right way.

The Munich-based company Süd-Chemie (www.sud-chemie.com) is a worldwide active, leading company for special chemical applications. The products and performances of the company – adsorbents and catalysts – allow for a gentle and intelligent use of natural resources, for example in future-oriented markets as the conversion and storage of energy, water treatment and environmental engineering. In 2006 the company's turnover was more than 1 billion Euros and currently its labour force consists of about 5000 employees spread over 70 headquarters worldwide.

The number of local authorities switching over to Hiller technology is continuing to grow

Aurich

The sewage treatment plant of Aurich has been designed for 97,500 inhabitants; 85% of the waste water coming from municipal applications and 15% from a dairy. After the putrefying process the putrid sludge enters the dewatering-process.

Hiller was able to win the order due to very successful test runs and despite the fact that some competitors made lower-priced offers than Hiller. As Hiller's dry substance values were on average by 3 % higher than competitor's, the additional costs of the Hiller machine would be recovered within only 1.5 years due to the low operating costs.

Wittstock

The sewage treatment plant of Wittstock has been designed for the treatment of the waste water of about 25,000 inhabitants. The waste water mainly comes from the municipal field and only a minor proportion from industry. The product is an aerobically stabilized excess sludge.

A centrifuge from one of our competitors was previously installed at this plant.

Due to our extremely good test results and resulting operating cost savings which our machine could offer, we were able to fend off our competitor, even though he offered his machine for a lower price than Hiller. The Hiller centrifuge was installed at the end of 2007 and now runs with considerably improved results for the site.

Barsel (OOWV)

The fourth Decadrain machine has already been installed for the OOWV, one of the largest drinking water suppliers in lower Saxony.

Besides our other orders we received for Decadrain machines, we are particularly proud of this successful project. It shows that our straight-forward technology is highly accepted amongst smaller sewage treatment plants. The technology is simple and can be operated

easily. A sieve fabric can for example be exchanged within only 60 seconds.



Ready-to-use plants for the waste treatment of oil industries

Due to rising crude oil prices as well as increasing environmental consciousness, there is a growing need for the treatment of oil-containing waste from the mineral oil industry ranging from the various sludges from crude oil production to waste products from refineries.

A lot of customers prefer turn-key solutions in order to avoid unnecessary interface-problems with complex plant and safety technology, and to receive a turn-key process plant. In complete plant construction the decanter often plays a relatively minor role, so besides the quality and efficiency of our machines, our expertise in regards to process technology, plant engineering as well as safety technology is an important consideration.

Our latest success stories include the installation of two plants with Hiller DecaOil 3-phase decanters as described below. We recently received one order for the delivery of a complete, turn-key plant for the treatment of oil sludges from crude oil production.



This plant will be preassembled on a steel frame and factory tested and will be delivered to the oil field Daqing (China). It consists of a special-version DecaPress decanter for the separation of the high mineral content of these sludges and after this step a 3-phase disk separator separates the oil from the water. All other additional equipment such as pumps, heat exchangers, dosing stations, control instrumentation (explosion proof), switchboard, etc. are included in our scope.

Such orders show the capability of Hiller GmbH as a supplier of highly efficient and special decanters as well as Hiller's role as a capable advisor and supplier of complete process systems.

3 – phase technology for oil sludge treatment

Only a few months after the introduction of the Hiller DecaOil construction series in China, Hiller have already won several orders for their high performance 3-phase decanters:

It was the quality, the high performance and the flexibility of the DecaOil decanters which convinced the company CPECC (China Petrochemical Engineering & Construction Corp.) within a short time to order our technology for their project on a refinery in Skikda, Algeria.

The company Sinopec also chose a Hiller DecaOil decanter for the refinery Jiujiang.

For both projects the centrifuges are used for the production of valuable crude oils from a mixture of oil, flotation and biological sludge. The oil phase will be extracted under pressure by means of a centripetal pump which can be externally readjusted during operation.

This gives the operator the ability to react immediately to changing product qualities and to keep the quality of the separated crude oil at the highest level. The centrifuges are constructed strictly according to European ATEX regulations in order to guarantee the highest-possible level of security with regards to explosion protection.

For both projects Hiller will deliver turn-key plants for which everything comes from one supplier; from technical guidance, to design, installation as well as the setting-up operation.

The DecaOil technology has not only proven its high efficiency in the field of mineral oils, but also in other fields such as the production of animal fats or the glycerine treatment in the biodiesel production process.



HILLER introduces SAP system

After an extensive evaluation process Hiller's management have decided to introduce SAP as the new Enterprise Resource Planning (ERP) system. This software will replace the existing internal company software.

SAP provides an informative and cross-linked database and thereby establishes the basis for corporate management. Additionally the daily working procedures shall be simplified and tightened and business processes used more efficiently. This leads to higher competitiveness and therefore to long-term security of Hiller's success. The main reasons for choosing SAP as new software are the software's expansion possibilities as well as its guaranteed product security.



Furthermore SAP enables the display of all business processes within one single system. The company Intelligence AG supports Hiller with the introduction of SAP. Intelligence AG is market leader amongst SAP system houses and boasts an experience of up to 50 implementations per year. Moreover Intelligence AG can offer a complete and entirely integrated SAP business solution for mechanical and plant engineering industries which leads to a considerably shorter introduction period.

The process of SAP implementation has already started in February 2008 and the system is scheduled to go live in the third quarter of 2008. In order to assure a trouble-free introduction of the new software Hiller has appointed a project team, consisting of **Mr Kurt Frank, Mr Robert Böck, Mr Walter Haslbeck and Mr Oliver Oberhauser** as well as of several "key users" who are to safeguard the interests of the individual departments within the complete process.

The introduction of SAP represents a further important milestone for Hiller GmbH and its success story.

Fulda, March 2008

HILLER nominated



Großer Preis des MITTELSTANDES

Oskar-Patzelt-Stiftung

Hiller GmbH has been nominated for the most important award of Germany's medium-sized businesses, the "Großer Preis des Mittelstandes" of the Oskar-Patzelt foundation.

It is the only nationwide competition comparing medium-sized companies as a whole as well as considering their role within society.

Five points are being assessed:

- > the company's development on the whole
- > creation and securing of jobs and apprenticeship training positions
- > modernization and innovation
- > commitment in the local region
- > service and customer proximity / marketing.



Centrifugación Alemana remains market leader

Centrifugación Alemana, our partner for the Spanish olive oil market is still market leader in Spain and Portugal.

This success is safeguarded by their high professionalism in all fields – from the sale, the planning and the construction of the olive oil plants to the excellent after-sales service.

centrifugación alemana

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Robert Böck

Head of the human resources and finance department

Robert Böck, head of the human resources and finance department has been working for HILLER since August 2007 and is in charge of accounting, cost calculation, controlling, contracts as well as the management development of human resources. His targets are the introduction of SAP and the further development of the commercial department. "From my colleagues I expect the ability to work in a team and to act with a high degree of personal responsibility."



Robert Böck, who is from Burghausen in Bavaria, studied Business Administration at the Fachhochschule (college of higher education) in Landshut and was then employed with a medium-sized company in the aerospace industry for 15 years – at last he was head of the controlling department.

"Development and change are important and I am open-minded regarding any reasonable innovation," explains the father of a family who is also fond of travelling. Mountain biking at Lake Garda or in a camper across California - he simply likes travelling.

"I was fascinated by Havana, its buildings in Spanish colonial style and the old US road cruisers" Robert Böck describes enthusiastically.

We wish Robert Böck good luck and success at Hiller!

employees portrait

They have remained true to HILLER:

Long-time employees of Hiller GmbH were honoured

Those who can nowadays look back on 35 years of employment with one single company have a real cause for celebration. Hiller GmbH has now honoured 10 of its employees for employment periods of between 10 and 35 years.

The managing director, Georg Hiller, thanked them for their loyalty and appreciated their commitment as well as their tireless dedication for the company.

"Nowadays it is not a matter of course that people work for the same company for such long periods, and this is what makes us particularly proud. Experienced employees assure know-how and customer satisfaction. Together we stand for the success of our company", Mr Georg Hiller explained when he awarded the certificates to the celebratees.

HILLER honours trainees with very good results

This is hard to top: Hiller GmbH boasts two outstanding trainees.



From the left to the right side: Karin Wimmer, Klaus Klinger, Franziska Brenninger, Petra Spitzlberger, Georg Hiller jun.

One of them, 20-year-old Karin Wimmer, finished her training as a design draughtswoman with very good results. 18-year-old Franziska Brenninger, the other outstanding trainee at Hiller, finished her training as an industrial clerk at Hiller in two and a half years.

The training supervisors Ms Petra Spitzlberger and Mr Klaus Klinger presented their protégés with flowers and presents for their outstanding performances.

Mr Georg Hiller, the managing director of Hiller GmbH, emphasized that these outstanding performances would distinguish the trainees as well as their supervisors in equal measure. He also confirmed that both trainees would be granted an unlimited employment contract at Hiller GmbH.



Celebratees from the left to the right side:

Herbert Huber, Robert Wagenbauer, Franz Pfaffermeier, Georg Lichtenecker, Karl-Heinz Böhm, Robert Peisl, Klaus Klinger