
NEWSLETTER

October 2021

- New Logistics Center
- Relocation Dispatch Department
- Future of Separation
- FGI Online-Shop

FOREWORD

Dear readers,

A lot has change since the last issue of our newsletter. The pandemic has influenced our private life as well as the processes in business life. Face-to-face meetings are now a rarity. Online meetings and video conferences have become the daily standard for most of us.

This year, the online product training has already taken place twice. Our InnovationRoom served as a film studio for this use. We had viewers from Poland to Norway, from Austria to South Africa to South Korea. The participants from the more distant countries in particular would most likely not have taken part in a face-to-face product training in Öhringen, but could be reached this way.

Our speakers explained our products in a confident and understandable way. The received feedback was consistently positive!

Now I hope you enjoy browsing our newsletter!



Verena Bender
Marketing Manager



PS: If you don't know me yet, I would like to introduce myself briefly. I have been part of the marketing team in Öhringen since April of this year. Roughly speaking, my tasks include everything that has to do with offline marketing. This ranges from event management and advertising material orders to the creation of print materials and support for our premium partners.



CONTACT

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EVENTS 2022

30. – 31.03.2022 maintenance, Dortmund
Leading trade fair for industrial maintenance

04. – 08.04.2022 ACHEMA, Frankfurt
World's leading trade fair for the process industry



NEW LOGISTICS CENTER - NEW POSSIBILITIES

Our new logistics center is being built right next to our headquarters in Öhringen in the production hall of our former neighbor MAHLE.

The area of 9,000 m² creates additional storage space, enables us to centralize decentralized warehouses and offers enormous potential to optimize our logistics processes.

In addition to a new floor, efficient driveways with openings and ramps are being created and a few meters of cable are being laid for optimal networking in the entire logistics center.

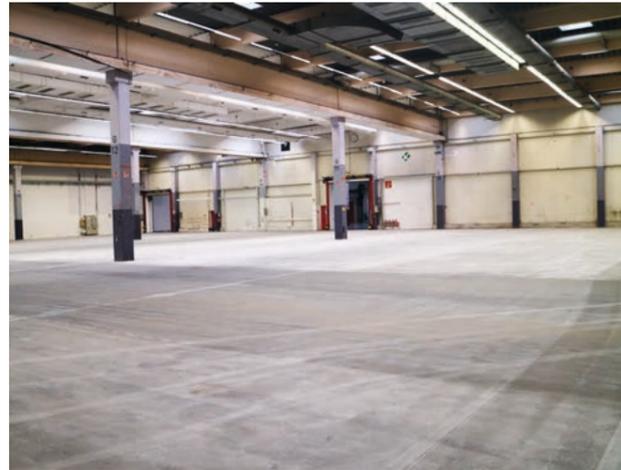
We can't wait to move in!



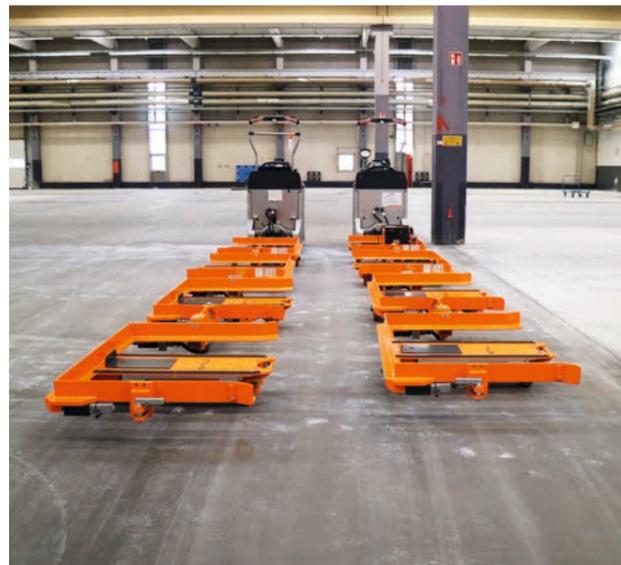
Removal of the old floor layers



Application of the new floor



The new floor



Tugger trains for transport between the two buildings

CONTACT

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KESTRELS

During the renovation work, a worker took a break on the stairs behind the new logistics center. A kestrel, who had built its nest under the stairs didn't like this at all and attacked the pausing person.

There were three small kestrels in the nest. Two of the newcomers had already more or less flown out. One was unable to fly properly due to an injury to his foot.

This one was then picked up by the Odenwald animal rescue service to get a chance of survival. The kestrel was well looked after and brought to the NABU in Bad Friedrichshall.



CONTACT

More information about animal rescue:

www.tierrettung-odenwald-hohenlohe.de

RELOCATION DISPATCH DEPARTMENT

In 2009, the dispatch department moved from Schleifbachweg to Ziegeleistraße. Since September our dispatch department is now back in Schleifbachweg.

The move took place in the last week of September. 14 of the 28 colleagues were already involved in the move in 2009. They were thus able to provide valuable information to ensure that the move went smoothly.



On September, 24 the move started in the late shift. In three-shift operation until October, 04 the move was completed within nine days. With work even on the weekends. We had four trucks available around the clock. With these, 4,500 containers as well as all furniture, systems and shelves were transported to the new logistics center in Schleifbachweg.



Due to the relocation, we were not able to dispatch goods from September, 27 to October, 01. Only an emergency service was set up. We therefore accelerated as many deliveries as possible to the previous week.

The relocation project team consisted of Alexander Hirsch and Kai Simon and Jens Krieg. This meant that a contact person was available at all times to coordinate inquiries.

Since the preparations for the move were already underway, a farewell dinner for the colleagues took place at the beginning of September. The colleagues were spoiled with all kinds of delicacies.

Jens Krieg



KONTAKT

Jens Krieg

Logistic Projektmanager / Head of Dispatch
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SILENTCARES FOR HH

In a tendering process from the Hamburg Authority for Schools and Vocational Training, we were awarded the contract for the delivery of 2,030 devices of our SilentCares. With our air purifier, we enable more safety and clean air in classrooms for over 90 schools in Hamburg.



SIMPLE AND EFFICIENT

Our SilentCare convinced with its entire performance. This includes specific advantages, such as very low power consumption and maintenance costs in combination with an excellent separation rate of 99.995 % and a HEPA H14 filter. The modern design with its round shape reduces the risk of injury to a minimum, especially in schools.

PRODUCT FEATURES AND TEAMWORK

From the information about the tender to the final award of the contract, our internal sales, project management and development as well as our field service were directly involved in Hamburg. Only together and in constant exchange was it possible to present our air purifier SilentCare in its premium quality to the authorities in Hamburg.

SUPPLY CHAIN AND OTHER ORDERS

For the future, our top priority is to make our environment safer, healthier and more productive with our air purifiers. In addition to some orders from schools, kindergartens and other institutions, further tenders are still pending. Together we are constantly working on an optimal supply chain to meet all needs.



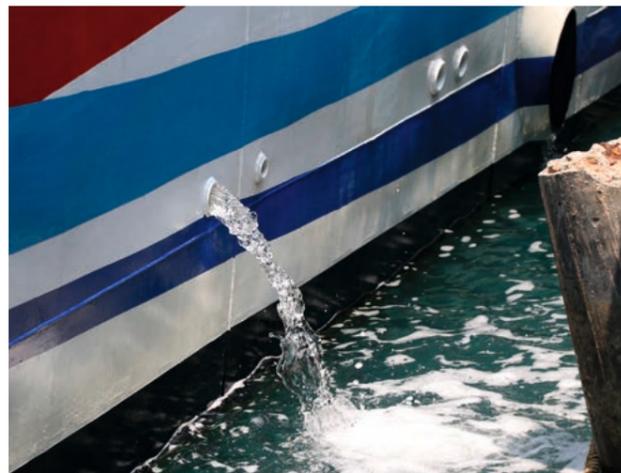
FUTURE OF SEPARATION

DEOILING SYSTEMS

Our deoiling systems have been supplied to industry and shipping for over 35 years. A well-known area of application for the systems is the deoiling of the so-called bilge water from ships. Here, the water-oil mixture collected in the bilge (close to the keel, lowest room on a ship) is separated into the components water and oil in an environmentally friendly manner via a bilge water deoiler and then disposed of.

BILGE WATER DEOILER

International shipbuilding has not only stalled in recent years with the beginning of the Corona pandemic - which was also noticeable in our case in the sharp drop in sales figures for bilge water deoilers. Various projects in the industrial and maritime special system construction were able to temporarily slow down the downward trend, but unfortunately it was no longer possible to build on the "good business".



MEASURES

This development meant that measures had to be taken to ensure the continued existence of the product area "Separation" in the long term and to enable growth over the coming years.

EXIT FROM DEOILING SYSTEMS

Against this background, the immediate withdrawal from the product line "System Deoiling" was announced on September 06, 2021. Reasons for the strategic decision are among others the previously mentioned difficult situation of the oil removal products as well as the non-existent future prospects in this product area.

These products are no longer offered at all national and international FGI locations and no new sales contracts are concluded. Furthermore, these products may no longer be advertised - all catalogs, brochures, price lists, etc. (printed, electronic, also on the Internet) were withdrawn immediately.

The measure affects a total of five of the six systems:

- MESB
- MESB-DL,
- MPEB,
- PPT-BWS/MESB (Deoiler2000)
- PPT-BWS/MESB-VT.

Due to its strategic importance, the MPS / MF is the only oil extraction system not affected and will continue to be advertised and sold.

SPARE PARTS STILL AVAILABLE

Replacement elements, spare parts and service for the systems affected and listed are still available and can of course continue to be sold. With immediate effect, new products, variants and material numbers in the oil removal product area may no longer be created.

FOCUS ON WATER REMOVAL

In the future, the used resources will be more concentrated and only used in the remaining product line "System Water Removal" with the main driver being "Fuel Processing".

FUEL PROCESSING

One of the main applications in fuel processing are medium and high-speed large diesel engines. Our established KFWA system is used for dewatering the fuel with simultaneous filtration according to the latest ISO standard. The fuel preparation increases the service life of the sensitive engine injection systems many times over. With the so-called fuel maintenance, the fuel tanks are reliably protected from the "diesel pest", which in turn protects the entire fuel system from damage.

Based on the high requirements regarding the issue of fuel quality plays a decisive role in the operational reliability of future engine generations. The current KFWA systems already offer a technically and economically very good solution for our customers. In order to meet the above general market demands as well as individual customer needs, a cross-location team made up of colleagues from Öhringer and Hamburg has already started the preliminary study for the "KFWA 2.0" development project. The aim of the development project, which will be initiated soon, will be to have developed a promising second generation KFWA by the end of 2022, which will also take into account the requirements for the topics of "IoT (Internet of Things)" and "Industry 4.0".

OUTLOOK

Our customers are among the world's leading manufacturers of large diesel engines and have been using KFWA successfully for years. In addition to engine manufacturers, we also supply the entire water removal product family directly to ship and yacht builders in the international environment for new construction and retrofitting projects. The German Navy and other naval forces from NATO partners have also valued our worldwide sales of systems and spare parts, as well as our service, for years.

The signs are good and we are confident that the decision and the associated reorientation of the separation product area will offer an opportunity to further expand the success story in the field of "fuel processing".

Marcus Päper

KFWA

The efficient fuel treatment system prevents the concentration of free water rising to over 70 ppm. This provides effective protection against diesel pest. Thanks to its compact design, it does not need much space in a ship's engine room.

- Volume flow: 700 to 8000 l/h
- Classification: DNV GL, Lloyd's Register, Türk Loydu, CCS and others on application
- Low operating costs
- Low maintenance requirements
- Easy handling
- Robust design



CONTACT

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TEAMBUILDING FG SHANGHAI

At about 3 am on June 16, 2021, when the airplane from Lijiang to Shanghai slowly docked at Shanghai Pudong Airport, the six-day team-building event of Filtration Group Shanghai Co. came to an end. The wonderful moments of the event are still in every colleague's mind vividly. It not only relaxed the body and mind, but also strengthened the communication between colleagues, and will surely make the coming communication and work more productive.



On the way to Dali city, Yunnan province, Mr. Shane Hu, General Manager of the company, delivered a short speech: „In 2020, with the joint efforts from all employees, our company actively organized the fight against the pandemic while seriously organizing the production, and achieving a substantial performance growth. The German Manager Board gave full recognition and appreciation to the achievements.



They not only approved our team building application quickly, but also wished everyone to have a great holiday together.

In 2021, the overall goal of the company will go up to a new level on the basis of last year's which requires all staffs to fulfill "one team, one goal" and "never give up".

We hope that everyone enjoys this team building and takes the chance to strengthen the communication and understanding between departments and persons to make our work more effective in the future.

At present, the global pandemic is still developing, and China's economy is also facing great uncertainties. Therefore, we need to take more solid measures in development, procurement, operation, sales, and other aspects, work even harder towards the yearly targets. For this, we need to have strong confidence and courage to overcome whatever challenges may appear."

After the short speech the 2021 team-building event started in a happy atmosphere.

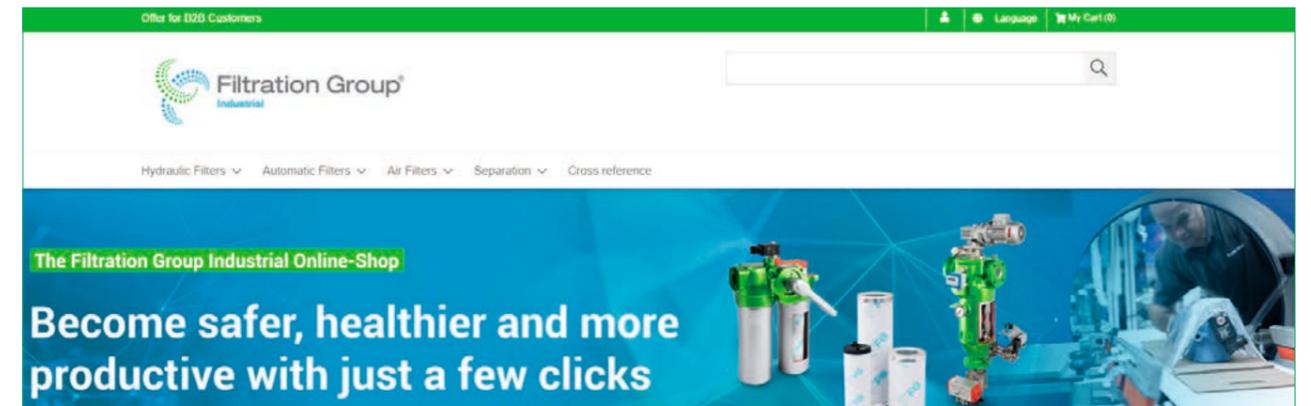


CONTACT

Guo Li

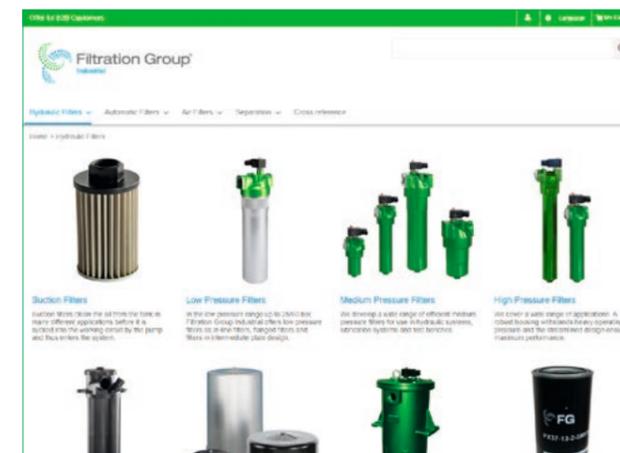
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ONLINE-SHOP

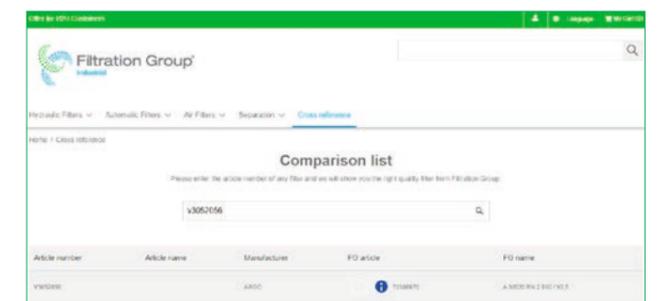


In just a few weeks, probably at the end of October 2021, we will go live with our online-shop with an assortment of over 4,000 products.

A customer account is worthwhile because you not only have all the essential documentation at a glance, but also prices and delivery times. Thanks to your order history and the ability to track your shipments, you can always keep track of old and new orders.



The comparison list in the navigation area shows you the right quality filter from Filtration Group Industrial in a matter of seconds. All you need for this is the article number of the filter used so far.



We can hardly wait to present our Online-Shop to you. We will keep you up to date on the exact start!

CONTACT

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FURTHER INFORMATION

In the PDF version of the newsletter you can simply click on the links to get to the information you want. You are also welcome to contact us directly. Your contact person in sales or marketing will be happy to help you.

WEBSITE

On our website you will find information and documentation from all product areas as well as further information.

industrial.filtrationgroup.com



YOUTUBE CHANNEL

On the Filtration Group YouTube channel you will find animated representations of our products from various product segments.

youtube.com/filtrationgroupcorporation



FACEBOOK

On our Facebook page you will always find the latest news, information on trade fairs, pictures of local events and much more.

facebook.com/filtrationgroupindustrial



LINKEDIN

The official LinkedIn company page of FG Industrial

linkedin.com/company/filtration-group-industrial



INSTAGRAM

You can also follow us on Instagram!

instagram.com/filtrationgroupindustrial



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