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# NEWSLETTER

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December 2021

2016

2021

- Five years Filtration Group Industrial
- Aerosol separation
- SilentCare
- Coming soon - AF 122



## FOREWORD



Dear readers,

It's that time again - the year is drawing to a close in great strides. The right time to review the year again: What challenges did we face? And how did we deal with it?

The corona pandemic has put some hurdles in our way, both in business and in private. In addition, there were constantly rising raw material prices and material shortages that probably none of us had seen before.

In addition to our 5th anniversary at the Filtration Group, this issue also includes the latest product information on our room air filter SilentCare and our new LGAir.

I wish you lots of fun reading, a peaceful Christmas season with your family and, above all, good health. Let the year end in peace, recharge your batteries and have a good start into the new year.



Head of Product Management Automatic Filter Systems

### CONTACT

**Christian Grajer**

Head of Product Management Automatic Filter Systems  
christian.grajer@filtrationgroup.com

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## EVENTS 2022

**08. – 10.03.2022 FILTECH, Cologne**  
International exhibition and conference for filter

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

**CAUTION! The fair has been rescheduled:**

**22. – 26.08.2022 ACHEMA, Frankfurt**  
World's leading trade fair for the process industry



## FIVE YEARS FGI - THE MANAGEMENT REPORTS



Markus Beer, President FG Industrial

Wolfram Zuck, Managing Director / COO FG Industrial

Manfred Kiekenbeck, Vice President Human Resources FG Europe

Gerhard Steiner, Vice President Filter Systems FG Industrial

### WHAT CHALLENGES DID THE CHANGE FROM MAHLE TO THE FILTRATION GROUP BRING WITH IT?

#### Markus Beer:

I have been working with our American parent company Filtration Group for many years. As the then Managing Director of IBS Filtran, also a long-standing Filtration Group company, I came to the Öhringen site in 2016 to take the uncertainty away from the workforce and answer questions. The biggest challenge was and continues to be the speed of business processes exemplified by the ultra-dynamic Filtration Group company. Today, as one of the TOP companies within the group, we can proudly say that we have mastered this challenge.

#### Wolfram Zuck:

In addition to the change in culture, the challenge lay in designing our own finance and IT areas, which had previously been managed centrally by the MAHLE Group. We became more independent and all felt an uncertainty within us as to what the future would look like with our new parent company, Filtration Group.

#### Manfred Kiekenbeck:

The biggest challenge from a traditional, large German corporation like MAHLE to an American company lies in the cultural change. Individual responsibility and short decision-making paths are on the agenda. Today, after five years, we have largely completed this journey, are more successful and stable than ever before, and have a high level of qualitative competence as a base with our workforce.

#### Gerhard Steiner:

The process of separating our company from the Mahle Group naturally involved many practical challenges. In the past, MAHLE was not only our parent company, but also one of our most important suppliers. This strong supplier relationship now no longer existed. The entire supply chain team did a great job.

### WHAT HAVE BEEN THE GREATEST LEARNINGS IN THE LAST FIVE YEARS?

#### Markus Beer:

There are three essential cornerstones for a company's success. This includes the corporate culture with a common team spirit, the focus on efficiency and simplification and cost transparency.

#### Wolfram Zuck:

Such a change of company harbors risks but also great opportunities. Looking back, I can say that we mastered the risks and seized the opportunities. This includes a team that makes efficient decisions together, e.g. during the Corona crisis. I still remember a very critical case that we had to solve. We met briefly in my office, determined the measures and were able to solve the problem quickly. What is also very important that you don't give up in order to achieve your goals. Investment talks are never easy, but even that can be mastered with a good team.

#### Manfred Kiekenbeck:

I agree with the points made by Markus Beer and would like to add something to the team idea. Living a corporate culture in a team means thinking beyond your department and thus working across departments. At the same time, the team spirit is closely linked to customer orientation. It is always important to ask yourself what is my customer's requirement and how can we efficiently implement it in an entrepreneurial manner.

#### Gerhard Steiner:

The greatest learning curve for me is to be able to act quickly, flexibly and entrepreneurially. This way in which we can work within the Filtration Group is a tremendous opportunity for innovation. We work independently, maintain a familiar atmosphere and can fall back on a strong network of other Filtration Group companies and their know-how.

### WHICH TOPICS ARE DRIVING OUR FUTURE AS FILTRATION GROUP INDUSTRIAL?

#### Markus Beer:

Using the example of our SilentCare room air filter, we can see how fast innovation can happen. With a clear focus on the customer, we want to grow our existing business and establish ourselves in new markets. Innovations are one of the driving factors here.

#### Wolfram Zuck:

The simplification of our product structure is paramount. First we have to shed ballast in order to be able to run faster. To ensure our competitiveness, we have to adapt our products to customer needs, drive innovations and improve processes and delivery performance.

#### Manfred Kiekenbeck:

In addition to focusing on our core competencies, our new logistics center right next to our production facilities gives us the opportunity to optimally expand our supply chain. I would also like to highlight the very good cooperation with our works council, which we will continue to maintain in the future. A site security for our main site in Öhringen as well as an innovation budget for the future has been set.

#### Gerhard Steiner:

The topic of cost transparency will be a major issue for us in the future. We will and want to continue growing in all product areas. One of the greatest challenges here will be to align our product portfolio in a future-oriented manner through customer relationships based on partnership. With our SilentCare room air filter in combination with our filtration expertise, we have already shown what we as Filtration Group Industrial can do in the shortest possible time. Success stories like this have to be placed in all product areas.

### WHAT SETS FILTRATION GROUP INDUSTRIAL APART? WHAT ARE YOU PROUD OF?

#### Markus Beer:

I come from the Cologne corner and always notice the different culture in contrast to Baden-Württemberg. Baden-Württemberg is characterized by large industries and large customers, and there are all kinds of different characters. That's why it makes me very proud that we as a management team tackle problems together and think in a solution-oriented way. The team has an enormously positive attitude and that is the base. The management is not only shown in the organizational chart, but also lends a hand itself.

#### Wolfram Zuck:

We are special. Our mission to make the world safer, healthier and more productive is not just said, but really implemented in our products. We stand for high quality and are seen as a reliable and technically savvy partner. I am proud to say that we have come through the Corona pandemic well so far and are reporting record sales, despite the tight supply chain situation.

#### Manfred Kiekenbeck:

I am proud that we have mastered the culture change together with the workforce in a cooperative style. With a stable workforce, we have managed to position ourselves as one of the flagship companies within the Filtration Group. We will continue to grow.

#### Gerhard Steiner:

I have been working here at the Öhringen site for 21 years now, and before that I studied process and environmental engineering. Our mission "Together we are making the world safer, healthier and more productive" is not just a slogan for me, but much more a passion. We can all look back with pride on the outstanding achievements of our work in recent years.

### HOW CONNECTED DO YOU FEEL TO THIS LOCATION?

**Markus Beer:**

A team that is motivated and willing to solve problems together is the basic building block for a successful company. I'm impressed that we can say that about ourselves, because not many companies can do that.

**Wolfram Zuck:**

I have already been here in Öhringen for 14 years, have been able to witness many wonderful developments and I am very attached to the company. This includes the major conversion of production, called the "Factory of the Future". Even for the employees of the MAHLE automotive plant across the street, the "Factory of the Future" was a term for them. We were recently able to launch our Logistics Center, which represents a future-proof change for us as a company. It is great to grow together with the people and the plant.

**Manfred Kiekenbeck:**

The attachment to this location is characterized above all by the team spirit. I am proud that we can rely on the workforce.

**Gerhard Steiner:**

Very connected. My intention is to keep our finger on the pulse of the times with new products so that we can continue to successfully drive this location forward in 20 years' time. It is important to me that we do everything we can to secure jobs in the long term and to further expand our know-how at the site. In this context, it is particularly important to me to inspire young talents for our company.

### WHAT EXPERIENCE CAN YOU REMEMBER MOST?

**Markus Beer:**

Two major projects come to mind that were not that long ago. One is the development of our SilentCare room air filter in record time. We are proud of this achievement, and that is important. The fact that speed plays an important role is also demonstrated by our new logistics center. We used to transport goods from warehouses scattered across the country to our site here in Öhringen, but now we have a central unit.



**Wolfram Zuck:**

I can still remember when Alex Joseph flew all the way to Germany to participate with us as a company in the city run in Öhringen. He was our coordinator at that time from the Filtration Group to help us with the company change.

**Manfred Kiekenbeck:**

What impressed me was the SilentCare project, which stands for speed, results orientation and entrepreneurial thinking. Something like this would not have been possible in the old constellation at MAHLE. Together with his team, Gerhard Steiner has done a great job here.

**Gerhard Steiner:**

A highlight for me was the construction of the new L20 production line in 2017/18. After long discussions, the investment was approved at the end of the year. The conversion started between Christmas and New Year. In 2018, we were only able to meet the high market demand at all thanks to this newly converted line.

### HOW DO YOU SEE THE NEXT FIVE YEARS OF FILTRATION GROUP INDUSTRIAL?

**Markus Beer:**

The market and competition do not wait, we will drive innovations in order to continue to be one of the TOP companies in the Filtration Group. Growth through performance is the decisive point here.



**Wolfram Zuck:**

The goals for the next few years have been defined. Next year, we will start expanding our production area and increasing our vertical range of manufacture. Our foreign locations such as Romania and China are also performing well. In Romania, we have increased the number of employees from 130 to 230 in the last five years and rented additional production space. With our new FGI Online-Shop, we have arrived in the eCommerce age and are also offering solutions here for future generations.

**Manfred Kiekenbeck:**

One important word is focus. This process has already begun and must become part of our company's DNA.

**Gerhard Steiner:**

Successful. With the Logistics Center as one of the most important building blocks, we are further expanding our speed and lean processes. A clear focus helps us to master the new challenges of the markets.

### WHAT DOES THE COMPANY ANNIVERSARY MEAN FOR YOU PERSONALLY?

**Markus Beer:**

I see myself as a member of the management team and not as a pioneer. I take the team with me to important appointments and share good and bad news with them. The workforce has achieved a lot in the last five years, which I really appreciate.

**Wolfram Zuck:**

A lot, we have grown over the past few years and have significantly improved our key figures. With a strong workforce behind us and a strong team spirit, we have created a good base for the future.

**Manfred Kiekenbeck:**

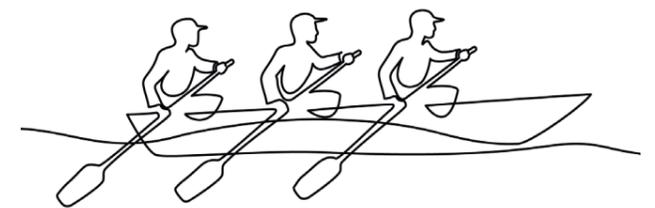
Those five years went by incredibly fast. It's just another milestone on the FiltrationGroup Industrial's successful path.

**Gerhard Steiner:**

When we look back on the past few years, I am very proud that we have successfully mastered the challenges of the past five years. I am sure that we have thus laid the foundations for a successful future.

„Being in the same boat doesn't automatically mean that everyone is rowing in the same direction. I would like us to maintain our team spirit and build on it even further. For the future, it is important to continue to think in a solution-oriented way and to ask ourselves the question: "What do I have to do to achieve this goal?" and not "What are the reasons against it?" Our workforce can be very proud of itself in terms of what has been achieved and what still lies ahead.“

**Markus Beer, President FG Industrial**



### CONTACT

**Jana Gräter**

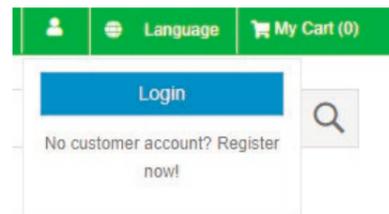
Digital Marketing Manager  
[jana.graeter@filtrationgroup.com](mailto:jana.graeter@filtrationgroup.com)

## THE NEW FGI ONLINE-SHOP IS HERE!

After less than a year of project time, we went live with our new online shop for our customers on October 18, 2021.

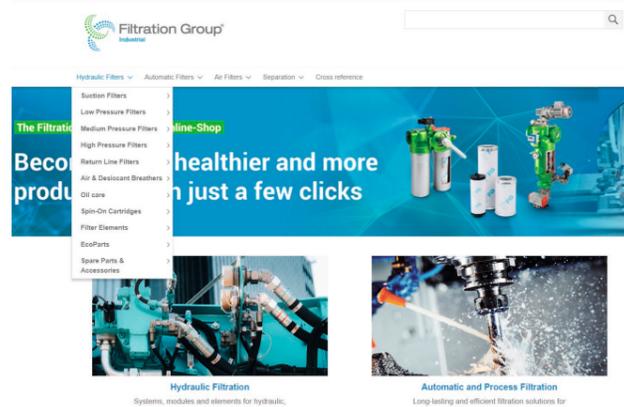
After just a few weeks, we were able to determine from the number of registrations that our FGI Online-Shop is being met with great approval and interest from our customers and partners.

With just a few clicks and data, our customers can register on our



online shop and secure the benefits of a customer account.

Once the customer account has been created, navigation through the online shop is very easy and logical. The online shop offers all the information related to the customer base, such as a complete order history and the option of tracking and tracing.



In addition, data is already available on over 4500 products. For every product, prices can be called up around the clock, taking personal conditions into account.

Product-related information and documentation is also available.

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Another big advantage is the live availability display of each individual product based on the number of pieces.



In addition, our customers can use the integrated comparison list for the area of filter elements if the corresponding FGI number is not yet known.

Would you, as a customer of Filtration Group Industrial, also like to secure the benefits of a customer account? Then register at <https://shopindustrial.filtrationgroup.com/>

We look forward to welcoming you online!

### CONTACT

**Iris Schnell**

Head of Inside Sales  
iris.schnell@filtrationgroup.com

## COMING SOON - AF 122

The back-flushing filter AF 122 is a specially designed filter solution for applications with non-water-miscible and water-miscible cooling lubricants. The compact automatic filter system from Filtration Group Industrial is equipped with an automatic, highly efficient segment cleaning system. The automatic filter can be ideally adapted to the conditions on site.

**SIMPLE | AUTOMATIC | INEXPENSIVE**  
Concentration on the essentials.

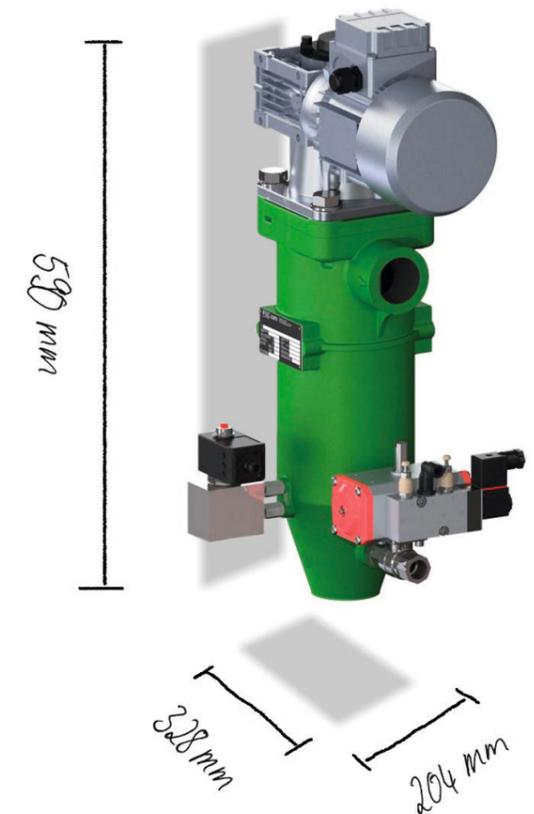
The central point of the development was to design a filter that would lead to long-term cost savings for the customer and still deliver high-quality results suitable for the application. The new AF 122 series from Filtration Group Industrial is not only an ecological, but also an economic profit factor.

In the medium term, the new high-performance filter system pays for itself by extending the service life of tools, pumps, systems and machines. The investment in the new backwash filter series AF 122 is forward-looking and economical in every respect. In the end, everyone benefits: the employees, the environment and the company.

### INTELLIGENT CONSTRUCTION & COMPACT DESIGN

- Minimal space requirement
- The "flow from below" filter concept ensures easy process integration
- Mounting holes for easy assembly
- Lower maintenance costs due to the reduced number of components
- Minimized potential for errors and less time required for maintenance through consistent use of identical parts

More information about the AF 122 will soon be available on our website!



### CONTACT

**Lea Schmidt**

Product Manager Automatic Filter Systems  
lea.schmidt@filtrationgroup.com

## SILENTCARE

"Everyone is talking about clean air - clean air free of viruses, bacteria and other pollutants!" Every employee at Filtration Group Industrial is now familiar with this motto. Because SilentCare has become very well established here in the company.

Everyone knows the quietly humming, stylish room air filter here in the house, because it ensures clean and healthy air in almost every office, meeting room or lounge! The SilentCare is an absolute showcase project.

Because within a very short time (six weeks) the team managed to bring the room air filter onto the market and sell the first devices. Since December 2020 we have sold almost 5,000 pieces and the majority of them have already been produced and delivered. Large projects with the city of Hamburg or with our partner Apodis have made this development possible, along with the many smaller projects. But this success requires a very high degree of flexibility in the core team and in the adjacent areas. We are here with a completely new product in a completely new market that has given us one or two hurdles. But thanks to "Trust, Bias for Action, Entrepreneurial Thinking" by all team members, we were able to successfully overcome every hurdle. Despite all the adversities, we managed to continue to receive fans and electrical components on time. For this reason, we have set ourselves the goal of continuing to market the product successfully for next year! We are currently working on some larger projects that are similar in size to, for example, the Hamburg project!

In the meantime, the SilentCare room air filter has also developed further. We can already offer our customers an activated carbon element, a table top, a motion detector or variable volume flow options as an option.

We want to phase out the current standard device with two levels and a time indicator sticker and introduce the new standard device with three levels and operating hours counter. We are currently working on a new control on the SilentCare which will enable the volume flows to be set flexibly on the device. This represents a further benefit for our customers. We have also commissioned a sound power measurement from the Fraunhofer Institute in order to be able to present external evidence here as well. As an absolute novelty, we are working on a solution to reduce the volume even further and thus obtain a unique selling point in terms of volume.



I am happy to continue to be part of an excellent team and to conquer a completely new market with our SilentCare!



### CONTACT

**Harisa Lump**

Head of Product Management Airfilter Systems  
harisa.lump@filtrationgroup.com

## LAST SILENTCARE FOR HAMBURG

After we were able to present our SilentCare on site in Hamburg at the beginning of August, we received notification of the order placement and the first assignments at the end of August. At the beginning of September we were allowed to start coordinating the lineups. The aim was to manufacture and deliver 2,030 devices by the end of the year. On December 10th, 2021, after a little more than three months, we were able to complete the Hamburg contract - what an excellent performance by the entire team!

By expanding the production team and the production area, it was possible to increase the daily output and to produce many other series devices in addition to the order for Hamburg. Here, too, it shows how much the team spirit is lived at FGI and how we overcome the hurdles of business life together.

At this point I would like to say a big thank you to my colleagues from production and production supervisor Roman Klaiber - great performance!

### CONTACT

**Harisa Lump**

Head of Product Management Airfilter Systems  
harisa.lump@filtrationgroup.com



(The masks were put down for a few seconds for the picture.)

## AEROSOL SEPARATION

### AEROSOL SEPARATION ON MACHINE TOOLS

Metal processing companies around the world use several thousand tons of cooling lubricant in order to be able to process their products. The cooling lubricant, which can consist of a pure machining oil or an emulsion, is applied to the workpiece or the tool by pumping with high or low pressure during machining. This is necessary to cool the processing point and also to clean it of chips. Aerosols are generated by physical effects.



### AEROSOLS

These aerosols come in different sizes. Depending on the fineness and properties of the material, aerosols are defined as mist or air-borne dust and can be found inside the processing machine. It is necessary that the aerosols are sucked out of the processing room or at the processing point. The cooling lubricant aerosols, which are defined as mist in terms of their fineness and can therefore remain in the air for a very long time without settling, must therefore be viewed critically. These are also respirable aerosols. The almost invisible proportion of steam is often neglected. "Out of sight, out of mind". However, the regulations on the limit values take into account the aerosol and vapor proportions.

### VENTILATION SYSTEMS

Manufacturers of processing machines are forced to install a ventilation system if the formation of aerosols cannot be prevented. Technically and physically, the formation of aerosols cannot be prevented. Additional components, such as the aerosol mist separator, which are generally represented as a necessary evil, only have an indirect benefit on the end products when looking at the machine tool. It is therefore clear that the machine tool operator's focus is on the direct components for machining the workpieces.

### IMPROVED AIR QUALITY

Aerosol separators, however, promote employee satisfaction at the machine tools through improved air quality. Avoiding the spread of aerosol mist ensures a clean environment and reduces the risk of accidents, as no greasy aerosols settle on the walkways over time.

### EFFECTIVE SUCTION

Effective suction requires careful consideration of the circumstances. Various parameters relating to the machine tool plus the selection of high quality components such as the filter technology lead to the efficient separation of the aerosols. Employees and factory halls are free from disruptive and dangerous cooling lubricant aerosol mist.

### COMING SOON

Since the introduction of the LGA series, these have been an integral part of the product portfolio to this day. Existing customers and new customers alike are convinced of our aerosol separators. Especially in heavy applications with very high and finely atomized raw gas concentrations, the LGAs show their strengths and performance. The result is very clean and aerosol-free exhaust air as well as happier employees who do not carry out their work under the stress of coolant-laden air.

In order to be able to serve further applications in the lower performance spectrum with regard to aerosol pollution, another LGA series is in the final stage of development.

### SMART and yet HIGHLY EFFICIENT

### COST-EFFECTIVE and yet EFFICIENT

### AEROSOL SEPARATION of the highest quality, technology and know-how

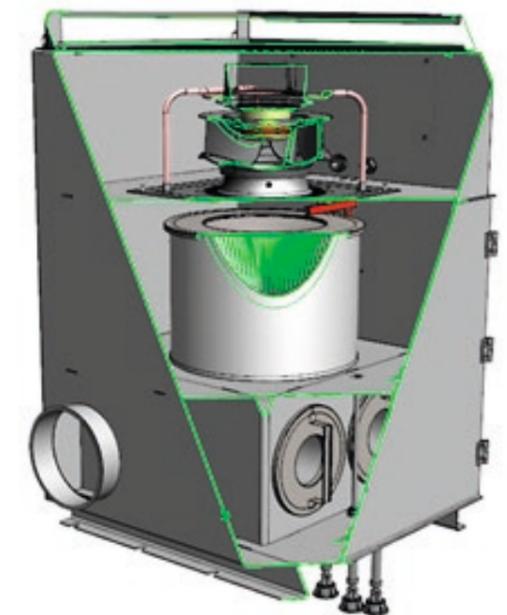
Soon the LGAir BASIC / ADVANCE O500 / E1000 will face the challenges of the cutting machine tool and, like the LGAs, offer the employees the necessary clean air.

### LGAir

In terms of process technology and construction, the LGAir is an aerosol separator which is particularly suitable for its intended purpose. In terms of price, there is a clear difference to the pioneer LGA 601. The filtration is subdivided into pre-separation, main, fine and HEPA filtration. The specially coordinated filter stages can be used for oil and emulsion applications. The size shown can be operated with a volume flow of approx. 500 m<sup>3</sup> / h for oil applications and approx. 1000 m<sup>3</sup> / h for emulsion applications. The LGAir will be available as BASIC and ADVANCE variants. The LGAir Basic is cost-reduced in the sense of "PLUG & WORK". The LGAir Advance variant includes visual status indicators for the filter stages as well as volume flow control.

### CONSTRUCTION

As usual with LGAs, it is installed on the roof of the machine tools/machining centers or with a frame next to it. The separated oil or emulsion is diverted via the proven cooling lubricant return systems. The LGAir is designed to be service-friendly for maintenance work, so that an element can be changed without tools.



### CONTACT

**Andreas Benz**

Project Manager Airfilter Systems  
andreas.benz@filtrationgroup.com



## FURTHER INFORMATION

In the PDF version of the UNFILTERED 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](http://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](https://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](https://facebook.com/filtrationgroupindustrial)



### LINKEDIN

The official LinkedIn company page of FG Industrial

[linkedin.com/company/filtration-group-industrial](https://linkedin.com/company/filtration-group-industrial)



### INSTAGRAM

You can also follow us on Instagram!

[instagram.com/filtrationgroupindustrial](https://instagram.com/filtrationgroupindustrial)



### ADDRESS

Filtration Group GmbH  
Schleifbachweg 45  
74613 Öhringen

### CONTACT

Telefon: + 49 7941 64 66 - 0  
Fax: + 49 7941 64 66 - 429

E-Mail: [industrial.marketing@filtrationgroup.com](mailto:industrial.marketing@filtrationgroup.com)  
Website: [industrial.filtrationgroup.com](http://industrial.filtrationgroup.com)