

ALWAYS ADVANCING



EXCELLENT PERFORMANCE.  
EFFICIENCY. SUCCESS.

CUSTOMIZED SOLUTIONS FOR THE PROCESS INDUSTRY





|  |    |
|--|----|
| Made by PILLER.  | 4  |
| From an endless fascination with maximizing efficiency.            | 6  |
| Process-oriented. Energy-efficient. First class.                   | 8  |
| About high-end machines and manufacturing.                         | 10 |
| Comprehensive service. From first contact to spare parts delivery. | 12 |
| PILLER – human success factor.                                     | 14 |
| Training at PILLER – best practice.                                | 15 |



# TOGETHER MORE SUCCESSFUL.

Piller Blowers & Compressors stands for high quality and precision. Based on this philosophy, we design customer-specific solutions and products. By working in close partnership with you, we develop trend-setting paths for your technological future: Innovative. Energy efficient. Unique. According to our philosophy "Together more successful".

We keep our promise of quality "Made by PILLER" with every high-end machine we deliver. To this end, we constantly strive to expand our competence and to make our products even better. For many years now we have claimed our position as technology leader among manufacturers of blower systems for process technology. However, we are not resting on our laurels.

Innovative, dedicated to progress, yet deeply rooted with a long tradition – this is how we approach the challenges of the process industry together with you. Our high-performance blowers support you in reducing CO<sub>2</sub> emissions. They enable the optimization of your processes and increase energy efficiency. This is how PILLER sets new standards.

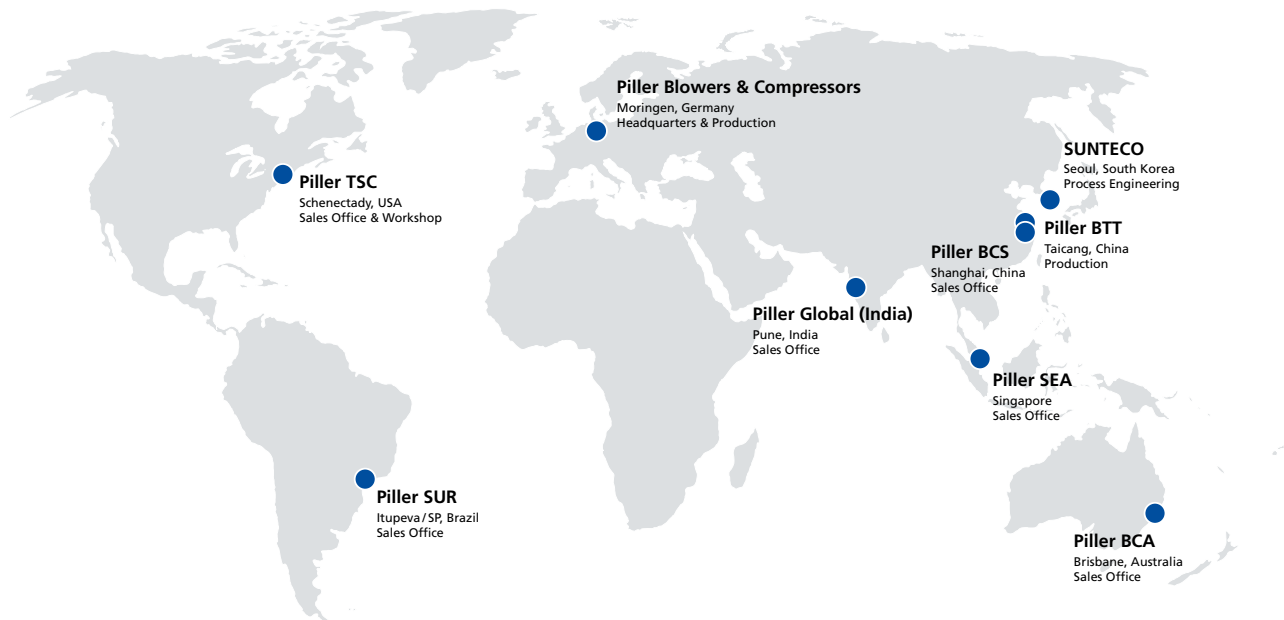


*Christoph Böhnisch, Bernd Klostermann and Stephan Merkel (from left to right)*

Thanks to our high demands on product quality and our technological expertise, we have been and are able to grow. This is shown by the worldwide subsidiaries and joint ventures that have been established in recent years: We are based in the USA, China, Singapore, South Korea, India and Brazil. Our Chinese sales office is strengthened by an additional "state of the art" production facility. Of course, the PILLER Service is also globally organized for you.

Allow us to lead your project to success with the perfect solution for your special requirements and your application. You are welcome to contact us.

Bernd Klostermann (Shareholder)    Christoph Böhnisch (Managing Director)    Stephan Merkel (Managing Director)



## MADE BY PILLER.

Our German headquarters are the heart of our company – direct, synergy-dominated proximity between production and in-house R&D guarantees innovation and top product quality. The knowledge gained here ensures our above-average competitiveness throughout the world. This is just one of the reasons why we are investing in our German headquarters. Innovations on all levels support the process-optimized value chain – from planning through development all the way to production and quality control. Our headquarters have a special status in all of this, which has been made visible through their expansion with a modern office building. But even in the background, significant development steps are always being taken, too. The modernization of our production is constantly progressing, while we are consistently updating the infrastructure across all locations.

### CUSTOMIZED PRODUCTS FOR GLOBAL APPLICATIONS

Piller Blowers & Compressors is a global player. Well over 85% of our innovations go abroad. From Melbourne to Los Angeles, from Santiago de Chile to Tokyo, there is hardly any nation in the world that has not been supplied with one of our products. International clients entrust in our specialist expertise – and for good reason. After all, our know-how gathered from over 100 years of experience in high-performance blowers and compressors never fails to impress. PILLER is a world leader in technology dedicated exclusively to customized blowers and compressors. Every single high-end product delivered is genuinely unique.

### RAISING THE BAR A LITTLE HIGHER

Our exceptional success motivates us to expand our technological leadership, whilst another performance high drives us to achieve even more: our sales consultants are engineers and technicians, our employees highly-qualified specialists. This way, we can guarantee top customer satisfaction and loyalty as a leader in expertise. Nevertheless, our success stories and global growth are certainly no reason for us to rest on our laurels.



## FACTS AND FIGURES

Employees, worldwide: 360

Export ratio: more than 85%

Market leader: MVR blowers\*

Founded: 1909

Subsidiaries: Piller TSC Blower Corp., Schenectady/New York, USA  
 Piller SEA Pte. Ltd., Singapore  
 Piller BC Shanghai Ltd., China

Joint ventures: Sunteco Limited, Korea  
 Piller SUR Ventiladores e Compressores Ltda., Brazil  
 Piller Global (India) PVT Ltd., India

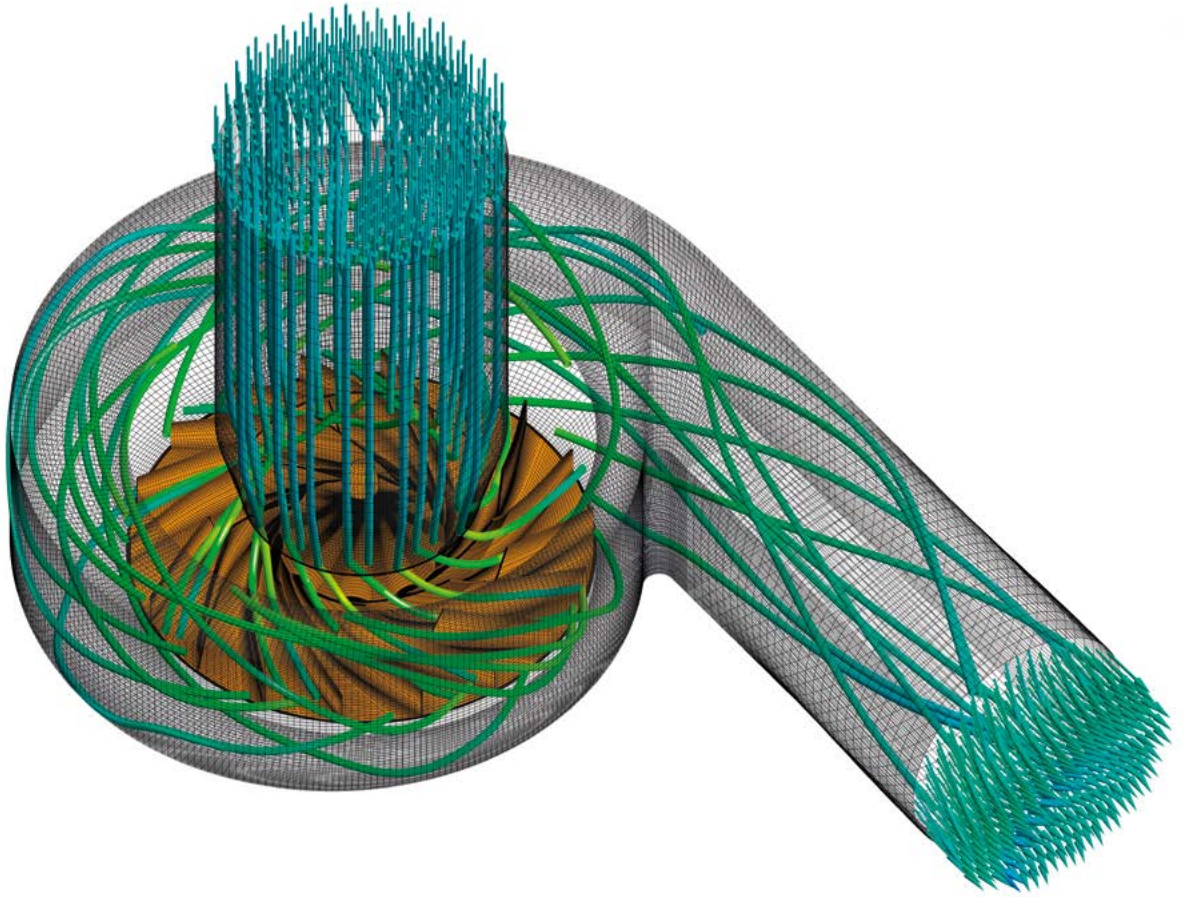
Production: Piller Blowers & Compressors GmbH, Moringen, Germany  
 Piller Blower Technology (Taicang), China

Representative offices: Africa, Venezuela, Japan, Saudi Arabia, New Zealand,  
 Australia, Germany, Finland, Israel, Italy

Service partners: Germany, USA, China, Singapore, Brazil

\* Mechanical Vapor Recompression







# FROM AN ENDLESS FASCINATION WITH MAXIMIZING EFFICIENCY.

With its signboard, the unparalleled quality-oriented production of customized high-performance blowers and compressors, PILLER has earned global renown. However, there is another decisive advantage that brings considerable benefit to our customers: we have our own R&D department at our headquarters, in direct proximity to production – and thus offer the best conditions and decisive synergy effects. FEM (finite element methods) and CFD (computational fluid dynamics) simulation using cutting-edge software and hardware is just one of our focuses here.

## **INCREASED EFFICIENCY**

FEM delivers precise statements concerning the loads to which our impellers are subjected. This enables us to configure our machines up to the performance limit of the materials. Parallel to comprehensive testing in the testing field, CFD is used for the effective optimization of our products – with impressive results: in recent years, efficiency has been optimized, thus increasing performance – and improving energy efficiency. Another advantage is presented by separation-free flows to minimize structural excitations.

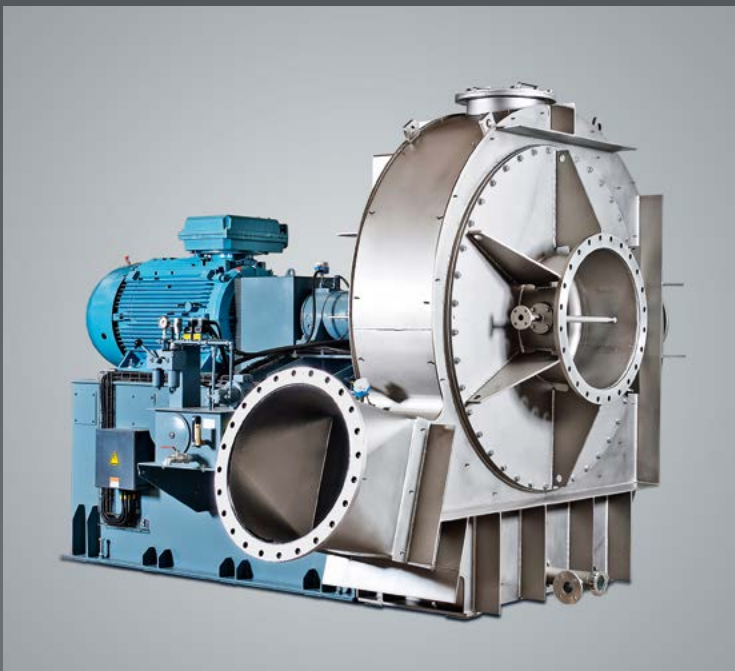
With engineers from a range of disciplines, our R&D department collaborates with numerous universities and other research institutes. Through the Forschungsvereinigung Verbrennungskraftmaschinen e. V. (FVV – Association for Research in Internal Combustion Engines) and the Forschungsvereinigung Lüftungstechnik e. V. (FLT – Association for Research in Ventilation Technology), PILLER makes a significant contribution to industrial research. Our intensive collaboration with R&D experts and qualified production specialists is characterized by unique synergies, bringing even more benefits to users. Over the last 25 years, our research and development has enabled a number of advances to be made, such as improvements to impellers to increase machine efficiency by up to 15%. The result: impressive improvements in our energy balance and production quality. We always have our sights set on the bigger picture: the interplay between the individual components in our machines is what makes them so unique and efficient. This is why we not only optimize material, impellers and casing. Special projects deserve special solutions, and as a result, we adapt and develop both small and large components for you. Engineering by Piller Blowers & Compressors – exceptional engineering services for exacting customers and processes.

# PROCESS-ORIENTED. ENERGY-EFFICIENT. FIRST CLASS.

PILLER develops, designs and produces customized high-performance blowers and compressors. No standard products. No purchase of third-party machines. Every single unit is exclusively made to order, in meticulous accordance with the customer's requirements. Whether blowers for mechanical vapor recompression (MVR), fines removal blowers for CCR\* Platforming™, process blowers with steam-heated casing or hot-gas circulators for industrial furnaces – every one of our products is a high-quality, technically sophisticated system. A one-off. An original. A PILLER.

Our high-performance blowers and compressors stand for excellent efficiency, unbeatable performance and exceptionally long operating times. Our customers confirm above-average operational reliability and ease of use. The high energy efficiency of our units achieves significant savings and – a clear competitive edge. It's no wonder that so many companies have been loyal customers of Piller Blowers & Compressors for over 20 years.

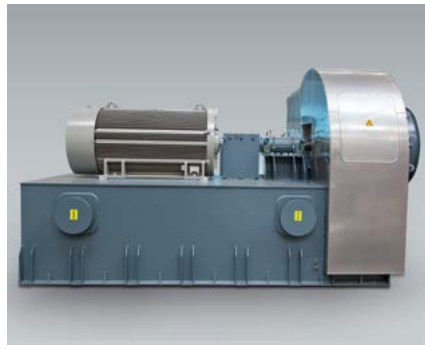
*\* Continuous Catalyst Regeneration*



## MVR OR THE SIZZLE IN THE STEAK

Whether for milk/whey treatment, soluble coffee preparation, organic ethanol production, the fruit juice industry, tomato paste products, seawater desalination, brewing processes, blood plasma, starch production, paper drying or wastewater treatment, MVR blowers made by PILLER play a role in countless aspects of our daily lives. Our morning coffee, the newspaper, a beer after work or even the salt on your steak ... the MVR blower specialist Piller Blowers & Compressors currently holds 65 % of the global market and is the world leader in the MVR sector. For MVR users in the special area of vapor recovery (e. g. in the petrochemical or rubber industries), enormous energy savings are achieved. Cost savings: up to 6 mil. Euros per year. The return on investment is currently 1.5 years.





### LIMITLESS APPLICATIONS

Our product portfolio is diverse – indeed, just as diverse as the areas of application and sectors we work in. For example, we provide a range of high-performance blowers and compressors to customers in the chemical industry, pharmaceutical companies, plastics manufacturers, the fertilizer industry and chemical fiber producers. We also serve numerous petrochemical plants. Our customer base includes companies in the heavy industry, especially the steel and glass sectors. In the area of agriculture, we supply a wide range of business partners in the food industry: sugar factories, starch manufacturers, companies in the dairy industry, fruit juice manufacturers and yeast producers. Animal feed companies also rely on client-specific products by Piller Blowers & Compressors. We are always open to new challenges and further areas of application. For new innovations with excellent performance and the highest efficiency. For your success!

### VAPOR RECOVERY: ENERGY EFFICIENT AND EMISSION OPTIMIZED

In recent years, we have proven our position as a pioneer in steam-generating heat pumps in a wide range of projects. Over 75 % energy savings, more than 60 % reduced CO<sub>2</sub> emissions and a decrease of up to 90 % in energy costs are the result of our PILLER heat recovery system. The components are designed based on process data specified by our clients. This means that we can offer you the most efficient and economical solution tailored to your needs. We also assist with project implementation and the commissioning of the new measures. All in the trademark Made by PILLER quality.





## ABOUT HIGH-END MACHINES AND MANUFACTURING.



Product quality and customer satisfaction – familiar buzzwords. Nevertheless, these attributes are an accurate description of Piller Blowers & Compressors in light of our special way of working.

#### **SPECIALISTS IN ALL SECTORS**

Even if we use a multi-functional, CNC-controlled Pama Speedram 1000 milling and boring machine and other high-end devices, a large part of our manufacturing is carried out through precision craftsmanship by highly trained and experienced staff. Our teams are exclusively made up of specialists. As a result, in the metal sector, we are able to weld practically anything – and this is unrivaled anywhere in the world. High-tech equipment, a clearly-structured organization and strict quality control processes with advanced Quality Gates – the manufacturing expertise of PILLER is unprecedented. With our globally active engineers and technicians, we boast profound expertise in process engineering.

Our sales engineers are also skilled technicians and are thus able to support our customers throughout the entire process. Every customer is allocated their own contact person, whom they can contact directly.

#### **FLAT HIERARCHIES, SHORT DECISION-MAKING PROCESSES**

As a proprietor-run company with flat hierarchies, our customers and employees benefit from short decision-making processes, quick reactions and direct contacts. Piller Blowers & Compressors boasts a mature corporate culture. The training center, which is located directly beside the company headquarters, helps to recruit qualified staff internally. PILLER is the preferred employer in the region – its international renown, the high degree of autonomy given to employees and the direct, positive contact with the highest staff levels are particularly esteemed. Our values are embraced and actively practiced throughout the Group.



# COMPREHENSIVE SERVICE. FROM FIRST CONTACT TO SPARE PARTS DELIVERY.

PILLER offers a comprehensive project service – from the first client meeting to the prompt delivery of packaged and inspected products. If required, we can also carry out the installation and commissioning, including pipeline integration. Indeed, customer oriented development, manufacturing and product transfer are just a tiny component of our far-reaching service portfolio. After all, for our clients, things only really get moving once they have their products. This is precisely why we continue to assist our customers far beyond delivery – with a comprehensive, all-round service.

Our specialists support our customers throughout product delivery, installation and commissioning. With high-precision measuring instruments, they check whether the machine is optimally positioned and aligned. They offer advice on the integration of blowers and compressors in the existing pipe and supply lines, provide support during commissioning and the start-up phase and are on hand to assist operators whenever required.

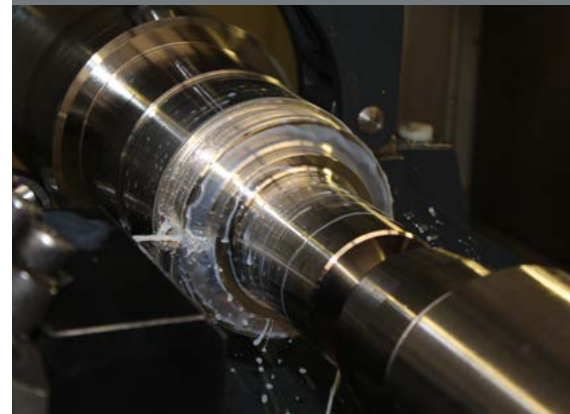
## **PILLER SERVICE 24 HOURS A DAY**

The PILLER service offers quick help over the phone or on-site – all over the world. In case of faults or machine downtimes, the service hotline is available round the clock.

We offer maintenance and repairs either on-site or here in our workshop. Suitable spare parts are delivered in the shortest possible time. Our service technicians advise and inform customers of when wear parts should be replaced in order to avoid costly repairs.

All services aim to optimize operations and where necessary, restore them quickly whilst preventing or minimizing downtimes.

Our service technicians are employed all around the world. In order to ensure comprehensive and rapid assistance in this area, too, we are constantly expanding our service and spare part network. Our branches or regional partners and representatives are close by to help you. Contact us!





## PILLER – HUMAN SUCCESS FACTOR.

People stand at the core of our philosophy. Whether customers, users, suppliers or employees: we believe that success can only be achieved together. The added value of our company is presented by our staff. After all, without their skills and dedication, none of this would be possible. This is the fundamental principle that guides our daily actions, and thus the working atmosphere that characterizes our company. Team spirit, dynamism and a positive approach are palpable in every last corner.

### **COOPERATIVE APPROACH, OPENNESS AND RESPECT**

Innovative, dedicated to progress, yet deeply rooted with a long tradition and faithful to the values of an ingrained corporate culture – this is the family-run company PILLER. Our values are also embraced by our subsidiaries. Throughout the networked world of our company, everyone is united by two things: passion and ambition. We actively confront tasks together, decisively advancing developments.

Together more successful – this is not only one of our guiding principles, but also the fundamental understanding of our work. We see ourselves as a team that, through a cooperative approach, mutual openness and respect, grows together. Flat hierarchies and accessible management ensure the "healthy grounding" of the company both internally and externally, which is strengthened further through trusting and efficient collaboration.

We offer our employees the ideal conditions to develop their potential. Challenging projects, varied tasks and international prospects promise an interesting and fulfilling career.



# TRAINING AT PILLER – BEST PRACTICE.

As a medium-sized family company, we provide sound, forward-looking training. We want to inspire and encourage young people. Our aim is to attract them as qualified and motivated employees who can contribute to successfully shaping the future of our company. To achieve this, we offer an excellent training program, especially our training center at our headquarters in Moringen and the dedicated trainers create the perfect conditions for a positive start to professional life.

## **PASSION FOR PERFORMANCE AND PRECISION**

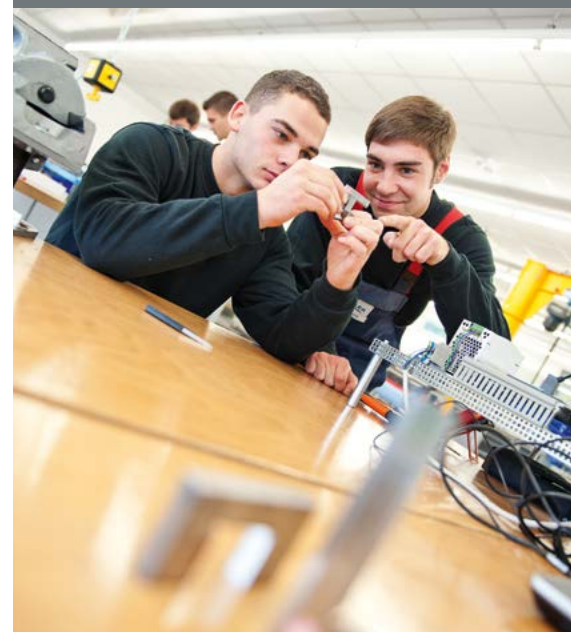
Every year, we are on the look-out for young trainees who approach their work with the same passion as us. Precision and a flair for accuracy, along with physical commitment, are required. Our core competencies are directly reflected in the end product – and this is why we need skilled and motivated employees. Alongside the use of cutting-edge technologies, traditional work methods remain a key part of our daily activities. We take our trainees seriously. Through teaching and in-house training, we offer them a solid basis for a successful future.

PILLER is one of the strongest professional trainers – proven too by our above-average training rate (>10 %). Whether work experience for school pupils and university students, practice-oriented studies, collaboration with schools, associations and companies or career choice support through application training: we are committed to the next generation! This is why Piller Blowers & Compressors has been one of the best and most sought-after training companies in South Lower Saxony for decades.



## **APPRENTICESHIPS AT PILLER BLOWERS & COMPRESSORS**

- Electronics engineer for industrial engineering
- Industrial mechanic
- Cutting machine operator
- Warehouse logistics specialist
- IT specialist
- Industrial sales representative





**Piller Blowers & Compressors GmbH**

Nienhagener Str. 6  
37186 Moringen  
GERMANY

☎ +49 5554 201-0  
☎ +49 5554 201-271  
✉ [pbc-info@piller.de](mailto:pbc-info@piller.de)  
[www.piller.de](http://www.piller.de)

**Piller Blowers & Compressors Australia Pty Ltd.**

Level 10, 95 North Quay  
Brisbane QLD 4000  
AUSTRALIA

☎ +61 (07) 3188 5736  
✉ [bca-info@piller.de](mailto:bca-info@piller.de)  
[www.piller.de](http://www.piller.de)