

JUST FACTS

The FILCOM magazin for customers and partners



POWER FOR PRECISION - THANKS TO PURE AIR

What happens during
powder coating?

WE CAN DO IN MACHINING

FILCOM provides
efficient filter solutions

CLEAN COMPRESSED AIR FOR SPARKLING WINE ENJOYMENT

Filling with KAESER compressors

EDITORIAL

Dear Readers,

Higher, better, faster, further! That's usually what we strive for. But at the moment, most of us wish for one thing above all: normality - to spend time with family, meet friends or go on vacation without worry and without fear of illness. Instead, we have been living with the pandemic for almost 2 years now, and even in the foreseeable future we will not get rid of it completely.

The German Federal Statistical Office recently announced that sales prices in the German wholesale sector have risen more sharply than at any time in over 47 years. Energy costs in particular are rising noticeably and rapidly. Diesel and gasoline cost 28.4% more, the price of natural gas is up 5.7%, and electricity is up 2%. All this means that prices are also rising for many other products in the retail sector, as there are hardly any alternatives for manufacturing companies other than to pass on higher production costs to customers. And: In addition to the energy price explosion, many companies are ultimately also struggling with a shortage of raw materials and a shortage of skilled workers.

The „new normal“ in which we currently find ourselves will probably be with us for a while yet. This is precisely why it is all the more important to look to the future with confidence, to recognize the positive developments in such a situation and to use them for ourselves and together. Because it becomes clear once again: **Nothing is as constant as change!**

In the current issue of „JUST FACTS“ our customers have their say about the successful cooperation with FILCOM GmbH and their products. Process reliability is a key requirement for compressors in a sparkling wine cellar. We show you how clean compressed air ensures sparkling champagne enjoyment. Thanks to clean air and the use of dust filter elements from Filtration Group Industrial, immaculate surfaces are created in an agricultural machinery factory during the production of fertilizer and winter service spreaders. FILCOM GmbH has been working with manufacturers of heavy-duty and special transport solutions for many years. Find out how BorgWarner brand oil temperature controllers perform their services in aircraft tractors, for example.

The versatility of our customer magazine „JUST FACTS“ shows that FILCOM GmbH, with or without Corona, is constantly changing and moving positively into the future. This makes me very proud. Also in the new year we would like to shape the future positively together with you as our customers and partners.

I hope you enjoy reading this issue!

Yours

A handwritten signature in dark ink that reads "C. Steiner". The signature is written in a cursive, flowing style.

Carmen Steiner
Marketing & Communication FILCOM GmbH



Carmen Steiner
Marketing & Communication

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The new image brochure FILCOM Druckluft

The whole world of compressed air

With the newly designed image brochure for the Service & Compressed Air division, FILCOM GmbH presents itself in a completely new design. The whole world of compressed air is the focus of this new brochure. Discover interesting information about the scope of services, qualifications as well as the service portfolio of FILCOM GmbH. You can find the new image brochure on our website.

Interested? Please do not hesitate to contact us. The FILCOM team will be happy to send you the new image brochure by mail.



More contacts per kilometer with the FILCOM bus

Anybody can do normal advertising - but bus advertising gets results! Since mid-September, FILCOM GmbH has been on the move, bringing the whole world of compressed air and filtration to its destination.

From now on, our FILCOM bus will continue to steer products around compressed air and filtration on the road to success in the traffic area of Nürtingen - Metzingen - Neckartenzlingen for one year. FILCOM GmbH will continue to focus on its presence in the region around Ostfildern. With our bus, we are constantly on the move and will continue to showcase the products of our partners KAESER Kompressoren SE and Filtration Group Industrial.

Flexible and independent like our bus - is also the FILCOM GmbH. Use us in the future as your strong partner for the whole world of compressed air and filtration. Come and have a look at us.



10 points that speak for FILCOM

Cooperations are important for companies. There is hardly a company that does not enter into one sooner or later. And there is a good reason for that: Because both sides benefit from connections. Partners who work closely together are better able to cope with competition. Cooperations can help to achieve a higher profile, to increase competence or to compensate for a lack of capacity. The goal of a cooperation is always the same: ACHIEVE MORE TOGETHER.

A successful cooperation is therefore a win-win situation. Therefore, before any cooperation it is important to answer 10 questions that will help you to choose a new business partner and will definitely convince you to cooperate with FILCOM GmbH.



CLEAN COMPRESSED AIR FOR SPARKLING WINE ENJOYMENT

Filling with compressors

A popping cork promises tingling sparkling wine enjoyment. In Germany's oldest sparkling wine cellar, KESSLER in Esslingen, a wide variety of equipment is responsible for ensuring that the quality sparkling wine enters the bottle cleanly and retains its sparkle right up to the toast. Compressed air pulses are required in the sparkling wine cellar throughout the entire filling process. Therefore, the compressed air supply must be as reliable as it is efficient.

More than 1.8 million filled bottles left the KESSLER sparkling wine cellar last year. At over 190 years, being Germany's oldest sparkling wine cellar is not an achievement but an obligation - namely to make clear the difference that the experience of almost two centuries brings. Anyone who has been making sparkling wine for as long as KESSLER has learned above all that there is no compromise for quality and certainly no substitute.

Sparkling pressure

The German sparkling wine market is highly competitive. To remain competitive, a cost-efficient production and filling process is enormously important. One key technology is compressed air, which is required in all process steps - whether for unpacking the sparkling wine bottles, filling and capping, or labeling. For this reason, Sektkellerei KESSLER has been using a **KAESER screw compressor type SK 25 (9 kW)** from FILCOM GmbH for over 8 years.

KESSLER

The KESSLER logo graphic, which is a stylized black silhouette of a person in a dynamic pose, possibly a dancer or a person in motion, with their arms and legs extended.

KESSLER Sekt is one of the leading manufacturers in the premium sparkling wine market, where it has a share of around 15%. At the Esslingen site, the Hochgewächs Brut, Jägergrün and Réserve brands, among others, are produced. Two lines are in operation here, bottling the sparkling wine in 0.2-liter Piccolo, 0.375-liter, 0.75-liter and 1.5-liter Magnum bottles.



Compressed air as required

The compressed air supports the machines during unpacking, cleaning, filling, capping, labeling and repacking. In this way, around 5,700 bottles can be handled per hour. Without compressed air, this would be unthinkable. A reliable supply of compressed air is crucial to ensure smooth operations and to remain able to deliver consistently. Plant manager Nico-Lars Strieth puts it in a nutshell: „As soon as we receive too little or no compressed air, our operation practically comes to a standstill - with serious consequences for our production.“ To ensure the technically perfect production process, KESSLER places a special focus on quality when selecting its business partners. The promise of durability and efficiency of its products has been demonstrated by KAESER compressors for over 8 years: an SK 25 series rotary screw compressor is in continuous use and ensures a constant supply of compressed air. „We deliberately chose KAESER compressors because we are convinced of their quality. In addition, we place great trust in the customer service of FILCOM GmbH, which is always on hand when it matters.“ emphasizes Strieth.

Quiet and powerful, robust and safe

Constant pressure is already important during the unpacking of the champagne bottles in order to suck in the sterile bottles by means of the Venturi effect and transport them from the pallet onto the filling conveyor. Compressed air is also used during the subsequent filling process of the champagne bottles: The activation of the pneumatic valves during the various filling phases requires a pressure of 6 to 7 bar. Before the employees label and pack the high-quality goods, the finishing touches are applied: final cleaning, in which the compressed air removes the smallest particles from the bottles, is also part of the duty here. Then the product is ready for labeling. Targeted air pulses ensure that the paper labels fit perfectly.



Availability and efficiency well used

At the KESSLER sparkling wine cellar in Esslingen, the **SK 25 screw compressor** meets high availability and efficiency requirements. The screw compressor with the energy-saving „Sigma Profile“ not only meets these expectations - it also features significantly increased delivery volumes and lower power consumption. This is achieved by an optimized compressor block and minimization of internal pressure losses. This reduces specific power requirements by up to five percent. The use of highly efficient premium efficiency motors (IE3), which are electric motors with particularly high efficiency, results in additional energy savings. Another important efficiency component is the internal „Sigma Control“ system. It enables efficient control and monitoring of compressor operation.

Save in the long term

Today, users expect high availability and efficiency even from smaller compressors. The screw compressors of the „SK“ model series fully meet this expectation. They not only generate more compressed air with less energy, but also leave nothing to be desired in terms of versatility, ease of operation, maintenance and environmental friendliness.

Thanks to the modular system concept, KESSLER Sekt uses the screw compressor with an attached, energy-saving refrigerant dryer. The attached refrigeration dryer saves space. Thanks to a separate housing, the dryer is protected from the radiated heat of the compressor.

Energy efficiency is the top priority

Acquisition and service costs of a compressor represent only a small part of its total life cycle costs. The main part of the total expenses consists of energy costs.

For more than 20 years, FILCOM GmbH has been working as an official support dealer of KAESER Kompressoren SE to reduce our customers' energy costs for compressed air generation. But not only that, we also always keep an eye on service and maintenance costs and, above all, the constant availability of compressed air. „Using the KAESER rotary screw compressor has consistently proven to be a worthwhile investment for us,“ says a pleased Nico-Lars Strieth, who is also certain for the future that „THE TRUTH IS IN THE WINE“ when it comes to „SEKT“ as well.

POWER FOR PRECISION - THANKS TO CLEAN AIR

Acting responsibly - Providing for the long term - Anchored regionally

Dosing and distributing granulates have been the core competence of RAUCH Landmaschinen since 1921. Already in its fifth generation, the family-owned company manufactures innovative products for fertilizer, municipal and seeding technology. Reliability, optimized work processes and qualified employees are the basis for the success of a solid business policy. All over the world, farmers, municipalities, large-scale operations and contractors trust in the quality, reliability and long service life of RAUCH products.

Sustainability and efficiency come first

„RAUCH spreaders are not only top in processing quality and spreading precision, they also meet the highest demands for environmentally friendly production and assembly,“ confirms Hubert Deibel, the sustainability expert at RAUCH. This is supported, among other things, by the consistent use of an emission-free powder coating plant.

During washing and degreasing, thanks to the company's own vacuum water treatment plant, no wastewater is produced. Treated water is temporarily stored in tanks and fed back into the process as required. There are also no environmentally harmful paint residues in the powder chamber. Powder dust that does not adhere to the workpiece is extracted, cleaned and fed back into the coating process. In this way, RAUCH's high-quality surface finishing contributes to the protection of people and the environment at the same time.

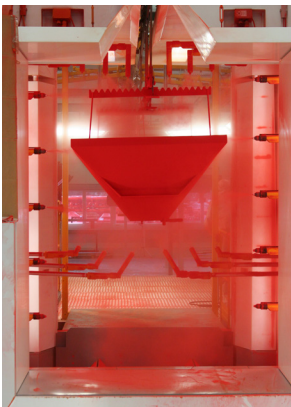


FG dust filter cartridges 328 NZ
Picture source: Filtration Group Industrial



Simply flawless surfaces

Clean air - higher efficiency. Filter components and systems from Filtration Group Industrial make an effective contribution to conserving resources, reducing wear and optimizing machine utilization in surface technology at RAUCH Landmaschinenfabrik GmbH. Cylindrical filter elements ensure reliable cleaning of dust-laden air during powder coating.



Emission-free powder coating plant

Image source: RAUCH Landmaschinenfabrik

What happens during powder coating?

In powder coating, electrically conductive materials are coated with powder coating. The coating plant consists of a surface pretreatment, an electronic coating zone, and an intermediate and a main dryer. The parts to be coated are transported by a conveyor system during the treatment process. Typical substrates for powder coating are steel, galvanized steel and aluminum. The powder coating particles are first fluidized. During this process, the powder must be cleaned of fibers, coarse particles and dirt. RAUCH Landmaschinenfabrik already purchased an FG dedusting system in rectangular design for the extraction several years ago from a worldwide leading supplier of equipment and systems for electrostatic powder coating.



Fertilizer spreader & winter service spreader
Image source: RAUCH Landmaschinenfabrik

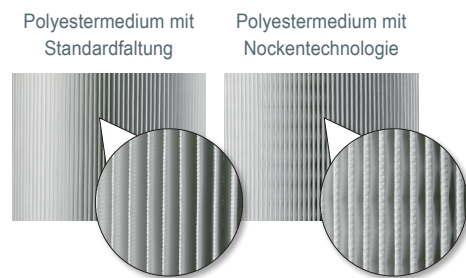
Steady filtering thanks to the support of FILCOM

The permanent availability and efficiency of the production equipment at RAUCH, is the key to high productivity and effectiveness. Thanks to our **FILCOM logistics concept**, we were able to offer our customer a fast and efficient supply of spare parts in the field of filtration technology.

For this application RAUCH purchased **48 dust filter elements** type **852 908 Ti 08-10 NOK** from FILCOM GmbH. The filter material used, Ti 08, is a polyester fleece with a thin aluminum coating on the upstream side, which causes electrical conductivity of the surface. The filter material achieves good separation performance in the fine dust range and represents a cost-optimized solution for dust removal applications where electrical charges of the dust filter cake have to be dissipated.

Together for more filter performance

Together with our partner Filtration Group Industrial, we place filters perfectly in pleats and use cams to obtain the perfect spacing. For more performance and long service life. Thanks to the innovative use of a special pleat spacing technology for polyester-based filter media, our filter cartridges have a very long service life. The improved cleaning behavior and favorable flow conditions result in up to 44% increased performance and utilization of the entire filter area of the filter cartridge.



The cleaning process is favored by the embossed spacers in the filter material in the form of a cam. There is no blocking of the pleats, air passage is constantly ensured to the highest degree and the filtered medium can be perfectly cleaned back out of the pleat to ensure an extremely low differential pressure.

Maximum performance is achieved when experts meet at eye level. FILCOM GmbH ensured a successful interaction of products and applications through the fast delivery of FG dust filter elements, and was able to provide high quality solutions for filtration technology. Because quality is the only thing that lasts in life.



FG dust filter systems
Bildmaterial: Filtration Group Industrial

ELEMENTARY VALUES VOUCH FOR MILLING TECHNOLOGY IN PERFECTION

We can in chipping

Stettner Zerspanungstechnik GmbH, located in Etzbach, Germany, has been manufacturing high-quality series and small-series parts as well as complex individual parts according to individual customer requirements on modern CNC machining centers since 2000. Highly sensitive systems in the milling sector require effective filtration of the fluid media from solid or liquid contaminants that cause abrasion, wear and corrosion.

With its state-of-the-art machinery, the company manufactures, among other things, mounting shells, valve blocks and bearing housings. Here, filter systems from Filtration Group Industrial play a decisive role in protecting the sensitive hydraulics of the milling machines by keeping the fluids in the circuit clean.

FILCOM takes care of the purity requirement and offers efficient filter solutions

In high-quality hydraulic and lubrication systems, duplex filters take on the role of a working filter with defined oil cleanliness levels and ensure reliable operation without downtime. At Stettner Zerspanungstechnik GmbH, the efficient duplex filter of the **Pi 370 series with nominal size 300** reduces solid contamination to the prescribed cleanliness class, prevents the ingress of dirt from the environment and maintains the properties of the pressure fluid over a long period of time.

FG Doppelschaltfilter + Elemente
Bildmaterial: Filtration Group Industrial



FILCOM GmbH offers the customer a very clear advantage here: longer service life, more reliability, cost-saving operation and higher efficiency and cost-effectiveness of the plants. Thanks to the use of efficient filter solutions, Stettner Zerspanungstechnik can produce high-quality products efficiently, safely and economically, without process interruption during filtration.



Star folded power for high quality performance

Filter elements are the actual component of the filter where the filtration process takes place. For the filtration of hydraulic and lubricating oils, FILCOM GmbH offers surface filters made of stainless steel wire mesh with a very low flow resistance. At Stettner Zerspanungstechnik, the **Pi 8430 DRG 60** filter elements used deliver top results in every desired cleanliness class and impress with their high dirt-holding capacity. The patented design with robust parts ensures the longevity of the filter system and stable performance efficiency over the entire service life. Thanks to optimum particle separation, the filter systems used protect against rapid wear of expensive components on Stettner Zerspanungs-technik CNC machining centers and thus prevent high maintenance costs. Elementary values vouch for top quality here.



Image source Stettner Zerspanungstechnik:
Heidelbaur CNC machining center

COMPACT POWER PACKS FOR ENDURING USE

Goldhofer - The Original

Goldhofer is a globally active manufacturer of heavy-duty and special transport vehicles headquartered in Memmingen, Germany. The **Airport Technology** division focuses on the specific requirements of airport logistics. Conventional and towbarless aircraft tractors, cargo and baggage tractors in various performance classes, and aircraft recovery systems reliably and efficiently master high-frequency logistics processes at airports around the world.

Goldhofer

Cargo and pushback tugs for enduring use

For small airports that specialize in handling private jets, equipment that can be used flexibly is important - safe and reliable in all functions. The cargo and pushback tugs of the „SHERPA“ family offer maximum efficiency as well as powerful and reliable support for a wide range of tasks on the airport apron. The vehicles are designed not only to be used as cargo tugs, but also to move aircraft up to 50 t MTOW (maximum take off weight).

All „SHERPA“ models convince with very quiet operation and can effortlessly handle up to 50 t towed load even at 3% gradient. The different drive trains allow speeds of up to 30 km/h.



Pushback tractor of the SHERPA family
Image source: Goldhofer Airport Technology GmbH

Things to know about the oil temperature

The oil temperature regulator is one of the most important control valves in machines, vehicles or systems. Its task is to open the oil circuit at a defined temperature and to keep the oil temperature low via the oil cooler. Goldhofer Airport Technology GmbH also uses BorgWarner (formerly WAHLER) brand oil temperature controllers in its baggage tractors to keep the transmission oil in the vehicles within the optimum temperature range.



WAHLER oil temperature regulator
Picture source: WAHLER/BorgWarner

Checking the oil temperature prevents the vehicles from overheating. This danger also exists if the temperature controller does not open quickly enough. Then the large oil circuit does not open and overheating of the vehicles is unavoidable. Therefore, it is important that this component is regularly checked for function during maintenance work to ensure the operational safety of the vehicles. Characteristics of high-quality oil temperature regulators are a solid construction, high control accuracy, low pressure losses and a safe control function, independent of static and dynamic oil pressure.

ON OUR OWN BUSINESS

Dear Readers,

As we all know, a crisis is also always an opportunity. In 2021, we had plenty of reason to reflect on this wisdom - and came to the conclusion: It's true!

Corona has turned many things upside down. But it also showed us that the crisis only makes us stronger. With our combined strength, we overcame all the challenges and made the best of the situation. Together with you, our customers, we have nevertheless initiated a number of projects. We now also know that we can rely on our customers and partners.

Thank you for remaining loyal to us in this difficult year!

Coming together is a beginning.
Cohesion is a progress.
Cooperation is success.

(Henry Ford)

With these words we thank you for the trustful and pleasant cooperation this year.

On behalf of our entire team, we wish you a peaceful Christmas and good health for the New Year, and much success. Stay healthy!

Your FILCOM GmbH





THE ENTIRE WORLD OF

COMPRESSED AIR ■

FILTRATION ■

TECHNOLOGY. ■

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