

JUST FACTS

The FILCOM magazine for customers and partners

20

JAHRE
FILCOM

RENT COMPRESSED AIR AND GET TROUGH THE CRISIS SAFELY

Equipment for compressed air
supply and preparation

SIGMA AIR MANAGER 4.0

Tomorrow's technology
today

SILENTCARE

Clean air on everyone's lips

EDITORIAL

Dear Readers,

I am pleased to present to you today the first issue of „JUST FACTS“, the FILCOM magazine for customers and partners. Especially in economically difficult times, we want to inform you about news and show ourselves as your reliable partner in the fields of industrial filtration and compressed air technology.

FILCOM GmbH, based in Ostfildern, Germany, has been using products from well-known manufacturers such as BEKO Technologies, Filtration Group, MANN FILTER and Parker for 20 years. As a support deal for KAESER Kompressoren SE, we distribute products from one of the world's leading manufacturers and supplier in the field of compressed air technology. We see steady growth and a very good acceptance of our products. With our products and our service we try to inspire customers worldwide and to give them an added value in their daily use.

We have been serving our customers around the globe for many years, in a very partnership approach. FILCOM is there for its customers and supports them in all aspects of filtration and compressed air technology.

I would like to take this opportunity to thank all of you, our customers and partners, for your trust, loyalty and pleasant cooperation.

We wish you relaxing, happy holidays and a good start into the year 2021. Enjoy reading „JUST FACTS“ now.

Yours



Nicolai Maxa

Managing Director FILCOM GmbH



Nicolai Maxa
Managing Director FILCOM GmbH

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THE NEW CORPORATE DESIGN FROM FILCOM

Curtain up for the new corporate design

FILCOM GmbH has refined its brand positioning and further developed its corporate design. After 20 years the company outfit gets a new face with more dynamics and optics. FILCOM GmbH present itself with a new look and a new brand family in the field of compressed air, filtration and technology, thus ensuring more portfolio transparency and international growth.

The portfolio will be divided into three divisions in the future

In addition to this new structure, FILCOM is taking another important step: the previous logo has been relaunched to visually emphasize our new brand family. The new look and brand structure will also be reflected in FILCOM's future web presence. In the future, each brand will have its own appearance. With the new brand structure, FILCOM will organize its portfolio according to core competencies.



Cooperate and profit

FILCOM GmbH stands for quality by conviction. As an authorized dealer for KAESER Kompressoren SE, we meet even the most complex requirements for compressed air and its generation. The focus is on well-founded, individual and customer-oriented planning in order to guarantee the quality and service standards of sustainable and qualified support in the future as well. Through our new brand structure, we are pooling our expertise and synergies in the field of filtration and technology. With over 25,000 quality articles in the online store designed for Germany and Europe, we also offer products from renowned manufacturers such as BEKO Technologies, Filtration Group, MANN FILTER and Parker covering the wide world of filtration.

FILCOM GMBH CELEBRATES ITS 20TH COMPANY ANNIVERSARY

Partnership out of responsibility

FILCOM GmbH, one of the leading companies in the fields of industrial filtration and compressed air technology, looks back on 20 years of successful company history. To mark this occasion - Corona conditioned in a small circle - the celebrations took place on July 23, 2020 on the company premises in Ostfildern. The roots of FILCOM go back to the year 2000, when the company was founded by Mr. Schnitzer. Then in 2017, long-time employees Wilfried Leitenberger, Nicolai Maxa and Oliver Unrath jointly took over the management of the company as new shareholders.



The FILCOM and Filtration Group team at the award ceremony

International growth and extensive portfolio

FILCOM relies on products from well-known manufacturers such as Filtration Group, MANN FILTER and BEKO Technologies. The company has made a name for itself as a reliable trading partner. Experienced employees in the various specialist departments are on hand to advise customers.

A special thanks to suppliers and employees

„A very special thank you goes to our two biggest partners KAESER Kompressoren SE as well as Filtration Group GmbH, with whom we have been working successfully and closely for many years,“ said Nicolai Maxa, Managing Director at FILCOM. „A big thank you also to our employees - especially now in what is after all such an extraordinary time - when everyone is doing their best to contribute to the success of the company.“



KAESER Kompressoren SE and FILCOM

FILCOM RECEIVES MARKETING SUPPORT

From the filtration industry

Effective October 1, 2020, Carmen Steiner will take over as marketing manager at FILCOM GmbH. In her position, she reports directly to the management. She will further optimize the appearance and strategic development of the brand products for the filtration sector. Carmen Steiner worked for more than 20 years in sales and marketing at Filtration Group (cooperation partner of FILCOM) and brings expertise from the filtration industry. „High-performance filtration systems and elements from Filtration Group ensure clean process fluids, as well as clean air, on a daily basis, ensuring the smooth operation of machinery and equipment in production facilities worldwide. FILCOM specializes in the distribution of compressors, compressed air treatment as well as industrial technology,“ says Carmen Steiner about the importance of both companies. „Through my new job as marketing manager, I have made it my goal to unite the product diversity of Filtration Group and FILCOM and, with the help of an extensive sales and service network at FILCOM GmbH, make the industrial production of high-value goods cleaner, healthier and more productive worldwide.“



Carmen Steiner is the new Marketing Manager at FILCOM GmbH

Particularly in difficult economic times, marketing is enormously important for anchoring one's own company positively in people's minds. Personal, familiar contact plays a key role here. In addition, we want to be accessible to our customers outside of business hours via the digital world. Our new website filcom.de provides information about our company and our product portfolio. Brochures, video and data sheets are available for download at any time. In our social networks such as LinkedIn and Facebook, we place weekly news about products, technologies and service around FILCOM, thus creating information platforms for our customers that never sleep. What counts in digital marketing is a fast reaction speed, easy handling of systems and the ability to find creative ways to stand out from the crowd. My personal motto is therefore: „Wide awake to advance digital marketing!“ So that our information is also available at night for target groups from all over the world. We are happy about every follower and every like!



„With Carmen Steiner on our team, we are opening a new chapter in the field of corporate communications and gaining a strong personality who, with her passion and experience for organizational development, will make an important contribution to the future of FILCOM GmbH,“ says Nicolai Maxa Managing Director of FILCOM GmbH.

RENT COMPRESSED AIR AND SAFETY THROUGH THE CRISIS

Equipment for compressed air supply and preparation

Do you want to make your production more flexible, expand capacities for a limited period of time or do you need a short-term replacement for your compressed air station? Whether only for a short time or for a longer period, at FILCOM GmbH you can easily rent stationary screw compressors including additional components.

Your advantages

- **Speed and minimum downtime**
Operations to bridge your compressed air supply can be organized at short notice
- **Security**
Create time for an investment decision
- **Flexibility**
Short-term rental is possible, the minimum rental period is only one day
- **Risk minimization**
Short-term adjustment in case of sales fluctuations - without investment costs
- **Service and reliability**
Rental equipment available from stock



Compressed air supply and treatment equipment from KAESER Kompressoren SE

What rental equipment is available?

- Stationary screw compressors up to 37 kW available from stock. Other versions on request
- Energy-saving refrigeration dryer
- Compressed air tank

The FILCOM rental service

- Flexible
- Reliable
- Competent

SIGMA AIR MANAGER 4.0

Tommorrow's technology today

Industry 4.0 - Internet of Things, looking ahead and knowing today what tomorrow will bring, makes it possible to network components and use data on a much larger scale. Sigma Air Manager 4.0 (SAM 4.0) offers the opportunity to reduce energy costs while generating compressed air reliably, safely and efficiently.

SAM 4.0, the cross-machine control system for all components of compressed air generation and treatment, presents itself in the next generation. Among other things, it optimizes the pressure quality, automatically adjusts the delivery rate of the compressed air station in the event of fluctuating pressure loss, comprehensively optimizes energy efficiency based on control losses, switching losses, pressure flexibility. SAM 4.0 makes your compressed air station fit for future services such as Sigma Smart Air, a predictive maintenance service. All this increases operational reliability and efficiency while reducing energy costs.

When machines „speak“

SAM 4.0 can be operated in 30 languages and the easy-to-use 12-inch touch-screen color display immediately shows at a glance whether the station is in the „green zone“ in terms of energy. Operating states, pressure curve, delivery quantity and output as well as maintenance and possible fault messages for the current time and of course also retrospectively, can be easily displayed and analyzed.



SIGMA AIR MANAGER 4.0
Picture source: KAESER Kompressoren SE

Highest possible print quality that meets demand

This is made possible, among other things, by the adaptive 3-D advanced algorithm. This not only takes into account switching losses (start/stop). It also takes into account other dimensions that influence the energy efficiency of a compressed air system, such as control losses, losses in no-load operation, operation at the frequency converter and pressure flexibility (average increase above the demand pressure). The patented optimization process simulates the achievable optimum in advance and controls the connected components accordingly. The user's demand pressure is the decisive factor here.

RELIABLE TECHNOLOGY ELIMINATES ANNOYING OIL MIST

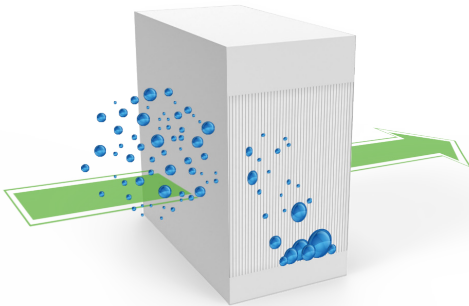
A model of power and endurance

The LGA oli mist collector from Filtration Group pay for themselves quickly because they are extremely efficient, achieve excellent collection rates even in continuous operation, and require infrequent maintenance. Thanks to the efficient coalescer process, the LGA system of Filtration Group achieve collection efficiencies of 99 percent for particle diameter of $0.7\ \mu\text{m}$. This ensures reliable compliance with all relevant limit values and makes an important contribution to operational safety.



LGA Aerosol Separator from Filtration Group for pure oils

Coalescence separation - an ecologically and economically sensible investment



The extracted oil mist flows through a glass fiber fleece, to whose fibers the cooling lubricant aerosols adhere. On their way through the glass fiber structure, the microscopically small aerosols combine to form larger droplets. These are carried by the air flow to the outside of the filter, where they flow off by gravity as an oil film on a drainage fleece. In this way, the filter element cleans itself and make a significant contribution to extending the service life of the aerosol separator. Due to the excellent separation performance, a significantly longer service life is achieved with an optionally used H 13 after-filter stage than with the mechanical or electrostatic separators otherwise used.

Well solved!

„Once invested, many times profited!“

In the production of injection pumps for diesel engines, the individual parts are manufactured on various machining centers. Oil is used as the cooling lubricant for the milling machines and is nebulized at the high speeds. LGA aerosol separators from Filtration Group extract these oil mists and ensure clean air in the immediate vicinity of the machine.



Clean air on everyone's lips

Clean air free of viruses, bacteria and other pollutants significantly promotes our health. Particularly in rooms with a high number of people, the number of airborne pollutants increases rapidly, thus greatly increasing the risk of infection with pathogens. The SilentCare is the perfect solution, especially for rooms where the supply of fresh air cannot be guaranteed to optimum degree. It filters the ambient air regularly and, above all, very quietly. The noise level of SilentCare is well below the average noise level of an office of approx. 50 - 60 dB(A) and guarantees trouble-free working.

Your advantages

- Draft-free and extremely quiet operation (43 dB(A))
- Fast and effective removal of airborne pollutants such as viruses, bacteria, pollen and aerosols due to high efficiency with low power consumption
- HEPA filter in separation class H 14 according to EN 1822 (filters at least 99,995 % of pollutant particles in the range of 0.1 - 0.3 μm)
- Compact design with casters for mobile use
- Multi-stage operation enables individual adaptation to the room use, comparable to the shock ventilation

Applications

- Areas with high pedestrian traffic
- Residential and office buildings
- Meeting rooms, waiting rooms
- Schools, universities, day care centers
- Pubs and restaurants

Guaranteed protection through filter medium with separation class H14

The three-layer medium, certified according to the European Standard EN 1822, ensures efficient filtration of almost all aerosols present in the ambient air of closed rooms. This allows pollutants to be reduced to a minimum. The filtering micro glass fiber layer is embedded between two polyester nonwovens. This prevents contact with the filter layer.



ON OUR OWN BEHALF

Dear Readers,

Towards the end of the year, we reflect on the past year. Maintaining the tried and tested and trying the new - this is where we see the success of our cooperation so far, for which we would like to express our sincere thanks and at the same time wish you a blessed Christmas in the company of your loved ones.

„The future depends on what we do today.“
Mahatma Gandhi

As every year, especially at Christmas time, we support a project that is very close to our hearts - the Förderverein Krebskranker Kinder e.V. Stuttgart. For this reason, we are once again foregoing Christmas presents this year.

With Christmas coming up, please take the opportunity to pause and recharge your batteries for new deeds and projects in the coming year.

Merry Christmas and stay healthy!

Wishes the entire

FILCOM - Team





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