

The background of the entire page is a scenic photograph of a hot air balloon festival. Numerous colorful balloons are visible against a clear, bright sky. Below the balloons, a vast valley stretches out, featuring a winding river and patches of green vegetation. In the foreground, there are rocky, uneven terrain and some sparse vegetation. Overlaid on the left side of the image is a semi-transparent grid pattern. Some of the squares in this grid are highlighted in a light blue color, creating a technical or mesh-like aesthetic that complements the company's focus on metal mesh.

filtertechnik.Europe

Better Function in Metal Mesh

News Update II/2016

Introduction

Through our News Update we want to keep you - our partners - updated on current activities and developments around filtertechnik.Europe. On a quarterly basis we will report about four topics to give insights and an impulse for further thoughts, ideas, and discussions for our future developments together with you.

As supplier of product solutions of metal mesh we see a reflection of global macroeconomic developments in our ongoing activities. Slowed domestic growth in China is leading to a further increase in global competition. Established western players counter this by enhancing their level of technology and efficiency while the Asian companies are looking to upgrade their level of quality to present a valid alternative for existing products. These trends cause an increased demand for components of metal mesh that are developed to enable industrial processes of higher precision, efficiency, and quality. Understanding our customers and translating their demands into elements of the highest technical quality has always been our approach at filtertechnik.Europe. At the same time we have to improve our practices with regard to customer-specific process knowledge, communication, and speed to be the best partner for product solutions of metal mesh for our customers.

Market Presentation

To this point our face to the market was shaped by the variety of filter elements of metal mesh we offer. Filtration is one of several aspects of technical function for which metal mesh or metal fibres are especially suitable. As a consequence we will sharpen our profile towards the market as well as our development and engineering towards technical function of metal mesh or metal fibres. The technical functions we offer solutions for with metal mesh or fibre felt are:

Fluid Filtration - For efficient filtration filter elements are used to contain dirt from running through the system. Filtration is the “classic” technical function metal mesh is used for (product reference: candle filter).

Precision Assembly - For various customer processes the material, openness and structure of metal mesh make metal mesh a key component in assemblies. For suchlike applications we make precision assemblies with metal mesh for processes with high demands regarding precision and optical impression (product reference: rectifier for quench units).

Better Function in Metal Mesh

Our new company slogan focusing on the core value we offer to our customers.

Heat Diffusivity - Metal mesh combines the thermal diffusivity of metal with the openness of metal mesh. We develop and manufacture product solutions with our customer for defined temperature storage and fluid permeability (product reference: regenerator).

Sound Absorption - With our MASH® material we offer a most efficient material for fibre-free sound absorption. MASH® is our patented material based on metal mesh that offers superior absorption characteristics as compared to conventional perforated material (product reference: muffler).

Our market offering and our capabilities for customer specific solutions are summarized and underscored by our new slogan: Better Function in Metal Mesh.

Fluid
Filtration

Precision
Assembly

Heat
Diffusivity

Sound
Absorption

Sales Asia

With regard to the purchasing of metal mesh and the establishment of our production activities at Baoding Filter Equipments in 2003 China has been a relevant purchasing market for several years. From a sales perspective the demands of the Asian market for metal mesh products did not fit our approach concerning quality. However, lately we are experiencing a growing demand for high quality metal mesh elements from Asian machine manufacturers. While this development is recent, it illustrates a great potential to learn and grow our customer base and create new products. With our biggest customers in Asia being from the automotive (hot gas filters) and nonwovens sector (screens, spinneret screens, rectifiers for quench units), we are now actively working the Asian market from our facilities in China near Beijing. For us this is an exciting step where we look to grow with new customers and in line with our core principles.



Our general manager Rick Li (left) with an employee at our plant in China during production optimization.

Fluid
Filtration

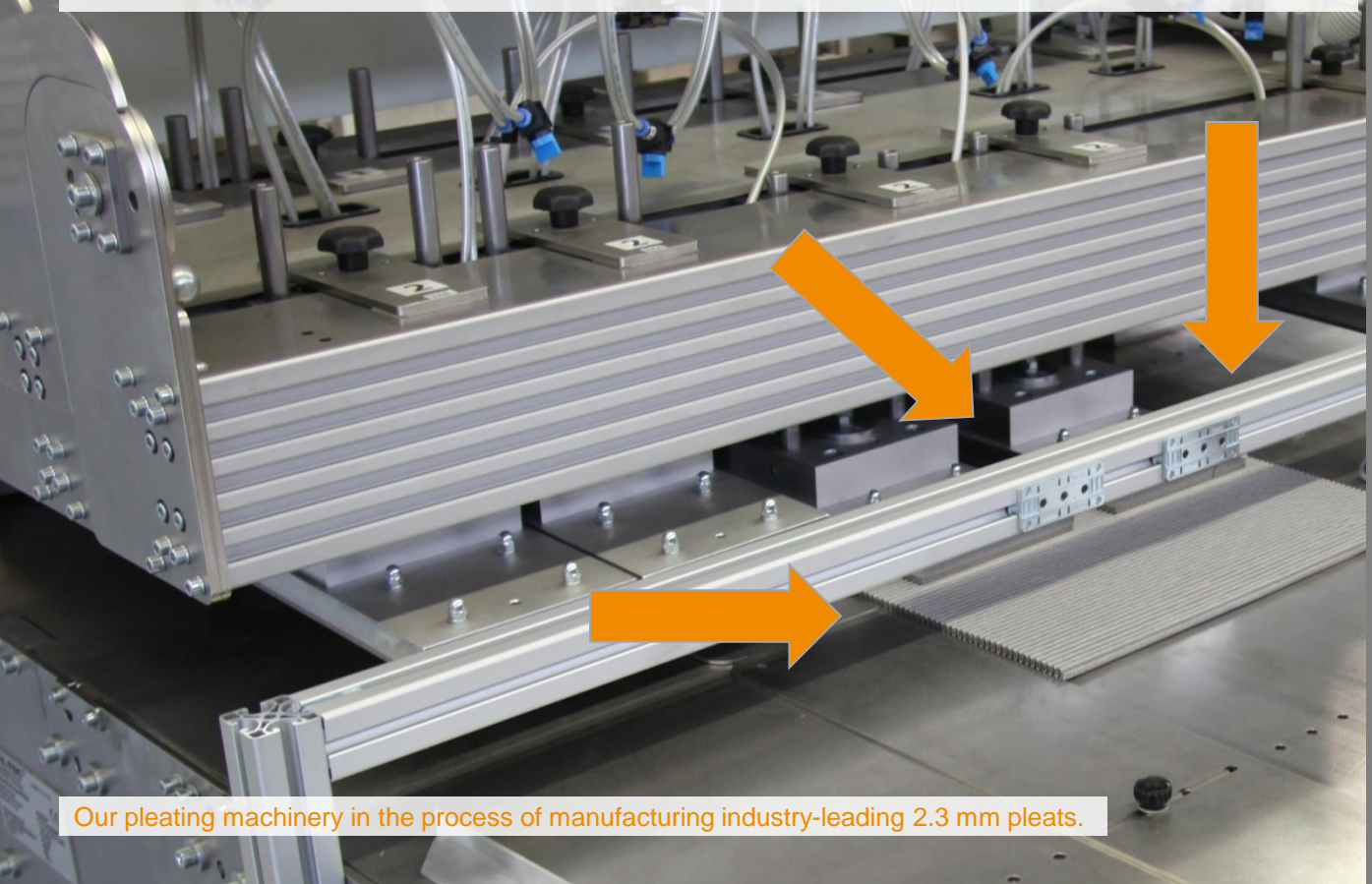
Precision
Assembly

Heat
Diffusivity

Sound
Absorption

Pleating Technology

After the introduction of our new pleating machinery in late of 2015 we are now equipped to exploit its full potential to offer better metal filter elements to our customers. With our machinery we have industry-leading capabilities with regard to pleating width and pleating heights at our disposal. With a maximum pleating width of 1000 mm we are able to manufacture filter dimensions (i.e. candle filters) that are bigger in size and thus offer superior dirt hold capacity in comparison to existing solutions. With a minimum pleating height of 2.3 mm we are able to create filter elements that fit the dimensions of existing while offering triple the dirt hold capacity. We are therewith able to bring the benefit of pleating (increase filtration surface and dirt hold capacity in a defined space for longer cycle times) to applications that to this point have to rely on exclusively flat surfaces. Going forward we have to look for products that do not exist at this point to bring the best value to our customers. We are currently developing a new generation of marine filtration equipment and are working on improved solutions for plastics filtration with our customers.



Our pleating machinery in the process of manufacturing industry-leading 2.3 mm pleats.

Fluid
Filtration

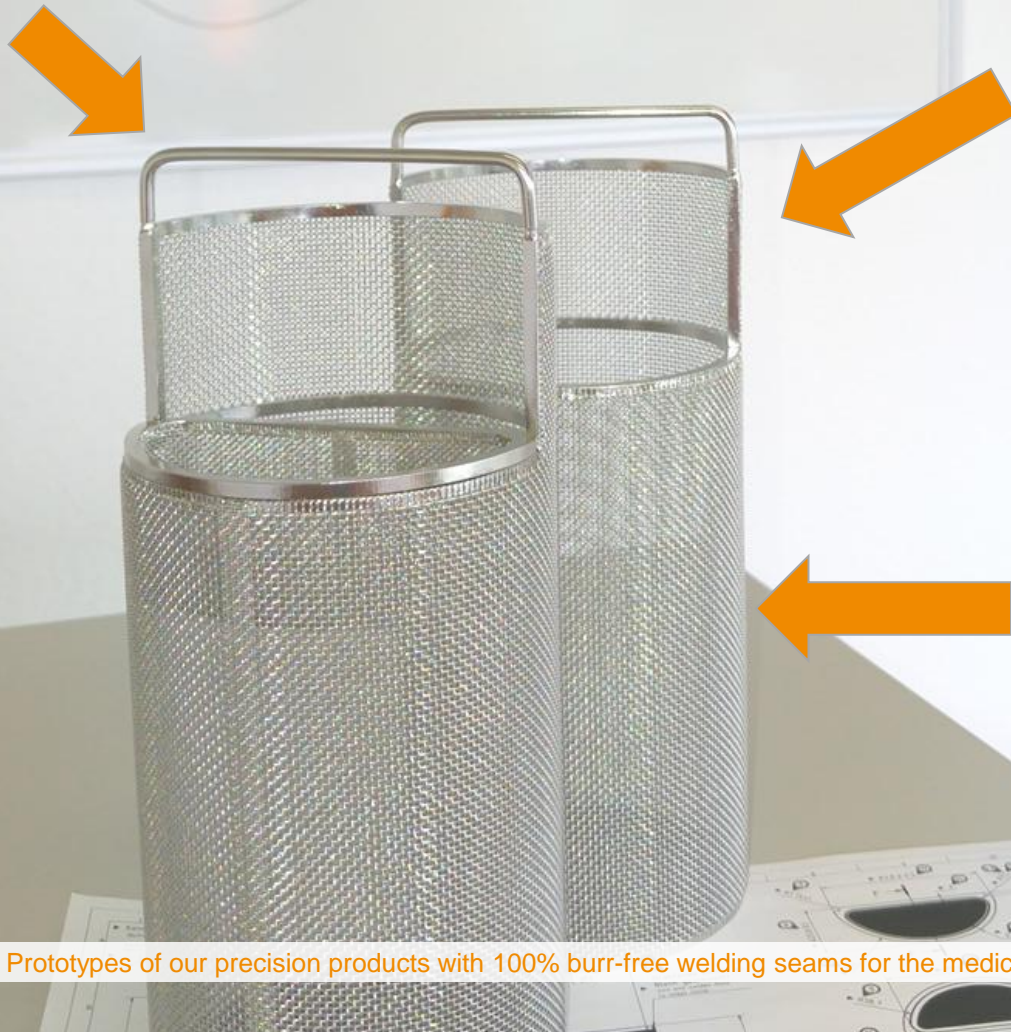
Precision
Assembly

Heat
Diffusivity

Sound
Absorption

Precision Products

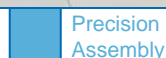
We have successfully manufactured the first order of optical products for an OEM in the medical industry. Our element is a sieve basket of metal mesh that follows the highest demands regarding optical appearance as it is directly used by medical personnel using the machinery. We got in touch with our customer based on our existing expertise in the manufacturing of metal mesh. This element has helped us tremendously in improving the level of optical quality that we can achieve in our products in general. The project is a stepping stone towards products with the highest level of optical quality. These precision elements of ours are characterized by their level of optical quality instead of its tightness and performance as a filter in the customer's system. We are currently investigating the market for potential customers with similar demands.



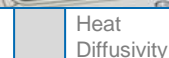
Prototypes of our precision products with 100% burr-free welding seams for the medical industry.



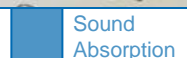
Fluid
Filtration



Precision
Assembly



Heat
Diffusivity



Sound
Absorption

Outlook

The outlined developments exemplify our activities in sales, development, and production. With current projects on our online presentation, product innovation, or our production technology we are addressing the identified potentials. We will keep you posted through this News Update platform. We hope to have supplied an impulse for further thoughts, ideas, and discussions going forward. We look forward to working with you in the future and continue to generate solutions for Better Function in Metal Mesh for our customers.

Best regards from Heinsberg,

Dr. Nicolas Komorek

Contact us!

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