

Four filtration technologies – single manufacturer



Oliver Haase and Leopold Rang discuss the positioning of Keller Lufttechnik in the marketplace for extraction technology and their aim to provide customers with comprehensive advice and support as system partners.

Mixing, casting, forging, machining, grinding, and painting: numerous manufacturing steps determine the operating processes in most industrial companies. Extraction systems filter the resulting dusts, chips, exhaust and aerosols from the air. Keller Lufttechnik offers a particularly wide range of products with four filtration technologies to ensure that the extraction system operates properly and reliably across all processes and all types of emissions. Oliver Haase, Director of Sales, and Leopold Rang, Head of Systems Engineering, spoke with the LÜFTREIN editorial team regarding that subject.

Mr. Haase, Mr. Rang, how does Keller Lufttechnik position itself in the extraction market? And what is the special objective in this market?

Oliver Haase: We offer a width and depth of products not available elsewhere on the market. We are experienced in all aspects of filtration technology and offer dust collectors, wet scrubbers, coolant and oil mist collectors, as well as electrostatic separators - four different technologies supplied by a single manufacturer! Included in each of these

segments of filtration technology there are a variety of product lines and dimensions.

Aren't you competing with yourself with this variety of products?

Leopold Rang: (laughs) Somewhat, certainly, but with this range we offer advantages that our customers appreciate and which they cannot find elsewhere. The different technologies provide advantages in numerous applications. This allows us to offer first-class solutions for all the extraction challenges



that our customers may face. We would not be able to satisfy this demand with a single technology. The most common method is dry separation. Our durable KLR filter elements (KLR = Keller Long Run) provide excellent filtration results. Even certain adhesive emissions such as overspray during industrial wet painting can be reliably separated using dry filtration with our specially developed RECLAIM system. However, dry separation reaches its limit of effectiveness when dealing with particularly adhesive aerosols and fumes, such as those generated during plastics production. Our wet separator is designated for these extraction tasks. A wet separator can also be the primary choice for processes generating a considerable risk of explosion. If the air is primarily contaminated with coolant and oil mist during metals machining, our ENA and AERO aerosol separators are the correct choice. On the other hand, our eLine electrostatic separator is the ideal solution for adhesive and highly viscous aerosols produced during pressure die casting and screw rolling that originate from separating agents and lubricants.

Can the most suitable separator be matched to every particular process? Further, can companies purchase the right separator customized for them specifically?

Oliver Haase: No, this one-to-one matching does not work. The process is far too complex and each case is unique in its own right. Even minor modifications in the process, however, such as replacing a lubricant or changing an alloy, can have surprising effects on the formation of emissions and the selection of an appropriate filtration solution. Our specialists know these particular correlations. They are provided with detailed descriptions of the specific production conditions and requirements in advance. We can then offer the customer several alternatives for the extraction task. It is frequently possible to achieve the goal of "clean air in the workplace" by utilizing different technologies and system configurations.

Our customers make their decision based on the criteria that are most important to them. Do they, for example, value low investment costs over low operating costs? Does energy consumption play a central role? Is there a greater focus on maintenance and cleaning? Is the size of the plant perhaps the most important concern? Or is the priority on safe explosion protection? No matter what the customer's expectations, we develop a solution best suited to their needs. >

“Exceeding customer’s expectations, we’ll develop the solution that’s best for him.” Oliver Haase, Director of Sales at Keller Lufttechnik



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How individualized are the extraction systems that you manufacture for your customers?

Leopold Rang: Naturally, we do not reinvent the wheel every time. However, we operate with a modular concept that is so detailed that hardly any separation system corresponds to another. In addition to the type of filtration technology and product line in this segment, it is frequently the collection and disposal methods that will differ. We often design collection elements very individually. The more suitable the collection method, the fewer emissions will escape unfiltered. In addition, a successful collection function reduces the air flow and, therefore, the energy consumption by the system. An energy-saving operation is an outcome that is of fundamental importance both to us and to our customers, because the ecological footprint of the manufactured products is reduced, with resultant financial savings. For example, we often install a frequency inverter which automatically adjusts the air flow and thus the performance of the fan to the number of machines in current operation. We can also save heat energy by installing a heat exchanger that transfers the heat from the exhaust air discharged outdoors to the corresponding volume of fresh air flowing back in.

We can see that extraction is a very complex topic. How do manufacturers whose key competences lie in other fields, find their way there?

Oliver Haase: Our goal is to provide our customers with comprehensive advice and support in the field of extraction as a system partner. We not only know the technical details and can optimally adapt systems to customer requirements and configure them to save energy. We also know the various legal requirements, can provide information and explain what industrial companies must do to reliably comply. As just one example, we have special expertise in explosion protection and use preventive and constructive explosion protection measures to ensure that our customers can meet the ATEX directive. By the way, we provide information on this important topic on our special website (www.exschutz.net).

What happens when the plants are in operation? Who ensures that they run smoothly in the long term?

Leopold Rang: With our after-sales service, we assist our customers throughout the life of their facilities. We perform regular maintenance of all extraction systems and, if necessary, also take care of competitors' equipment. We benefit from our broad knowledge of all types of extraction techniques. Meanwhile the customer needs only one company to handle all extraction systems. This is what makes their management much easier. In order for plants to run well and reliably, it is also important that the operators themselves maintain and operate them properly. During customer training, we train the people who

handle the machines and the associated extraction systems daily. With our new remote monitoring service PREMOS (short for Predictive Monitoring Service), we simplify the efforts of our customers. Our experts automatically receive a warning message at an early stage when system components no longer function dependably. We consult with the customer on what needs to be accomplished and how and, if necessary, we arrange an inspection or repair in a manner that does not impede production processes. The extent to which our customers wish to use our wide range of consulting and services is, of course, up to them.

This sounds like full-service support for Keller Lufttechnik customers. Mr. Haase, can you sum up once again what Keller Lufttechnik's strategy is and what advantages it offers its customers?

Oliver Haase: I think our company slogan sums up our initiative very well. It states, "Keller Lufttechnik - Standard for Clean Air". We are positioning ourselves as a quality leader in the market for filtration technology. We achieve this goal from the technological aspect by offering all separation technologies currently available and are contin-

uously developing further strategies. For our customers this means that all filtration technologies are provided by one manufacturer without compromising the quality of extraction. Together, we develop the optimum extraction solution for each process. However, our

quality standards go even further. We see ourselves as long-term consultants and partners for our customers. Our after-sales service works hand in hand with them to ensure that the systems run reliably over decades and fulfil their task consistently. Should legal requirements change, Keller Lufttechnik will keep its customers up to date and, if necessary, suggest suitable remedies to achieve compliance. That means for manufacturers who want to be on the safe side regarding clean air in the workplace, occupational safety, operational safety and environmental protection, Keller Lufttechnik is the right choice.

Mr. Haase, Mr. Rang, thank you very much for the informative interview. <

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