

ONE STEP AHEAD



AERZEN

**AERZENER MASCHINENFABRIK
GMBH**



TRADITION

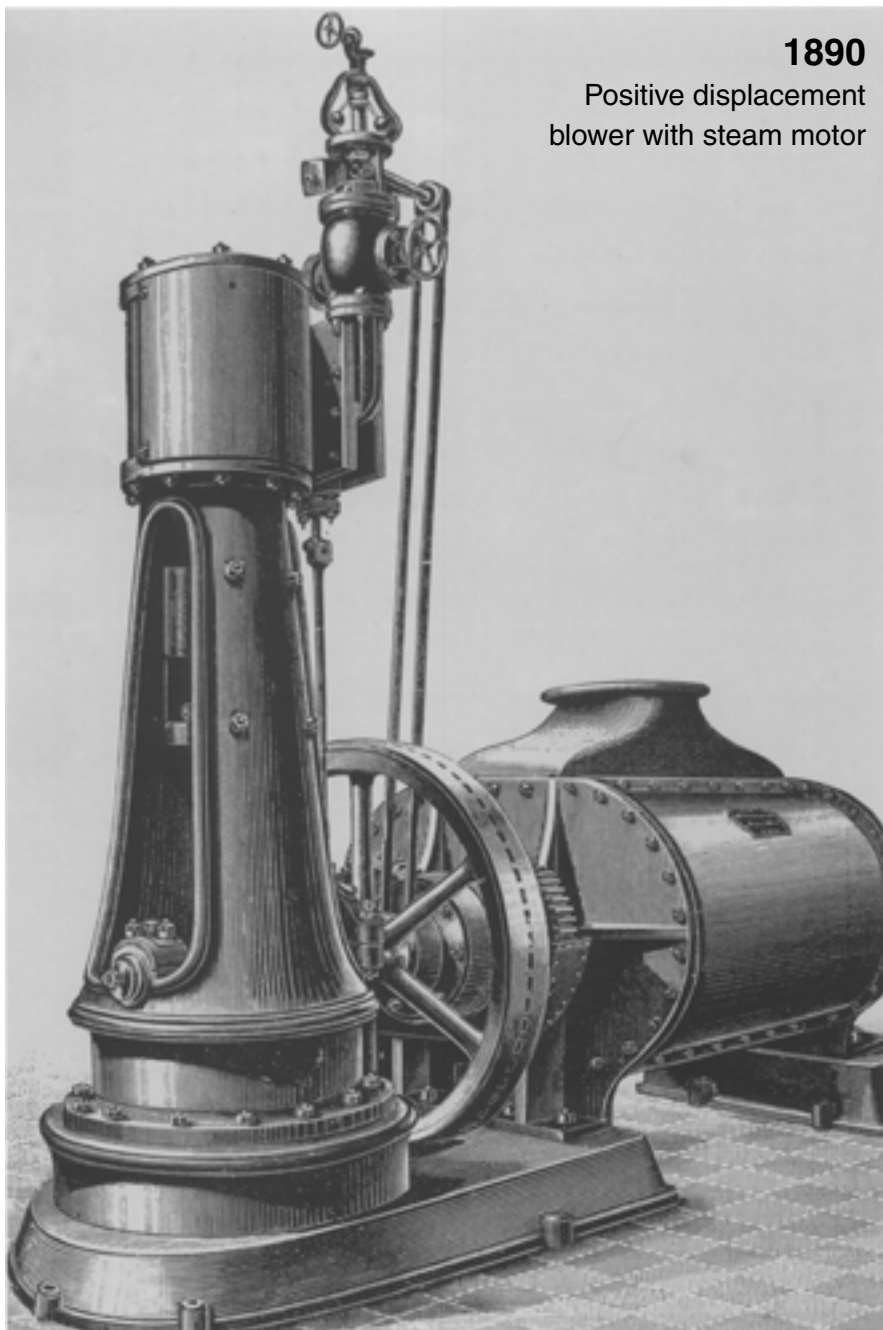


Jewel on the factory premises: The villa built in the years of rapid industrial expansion in Germany (1868) and is now used as factory restaurant and spends practice room for our factory doctor as well.

The cradle of success

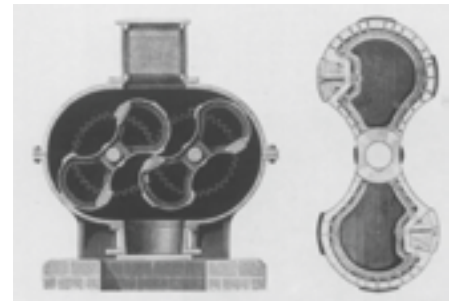
If a company has the chance to look back to 145 years of business life, meanwhile established as one of the world-wide leaders of twin-shaft positive displacement machines, these are already enough reasons to dare a glimpse at our 'walk of success'...

Founded in year 1864 as machine foundry. In 1868 the first positive displacement blower within Europe is built. In what kind of position Aerzener Maschinenfabrik is nowadays is shown on the following pages as well as how the product range has developed ever since.

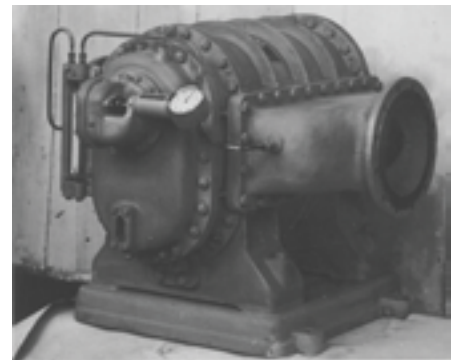


1890

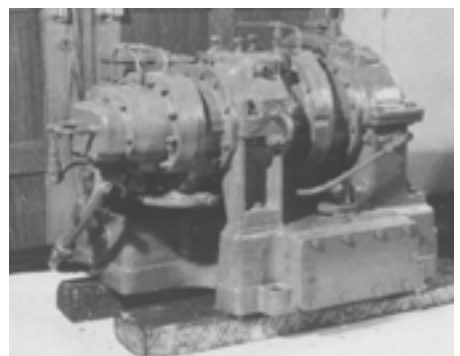
Positive displacement
blower with steam motor



1868 The first positive displacement blowers are being built



1930 Production start of
rotary piston gas meters



1943 The first screw
compressors are being built



EVOLUTION



Everything in well balance:
Assembly of Aerzen positive
displacement blowers
DELTA BLOWER
with V-belt drive



Milestones of Aerzen's developmental history

The product ranges including positive displacement blowers, screw compressors and rotary piston gas meters have been developed steadily and feed the good reputation of Aerzen products for over decades already. Research and development as well as consequent quality assurance always serve as new Aerzen 'Highlights':

- 1967** Special screw compressors for oil-free compression of air are being developed and manufactured
- 1968** Start of series production of screw compressors with oil injection for the refrigeration technology
- 1971** Development and manufacturing of screw compressors with oil injection for the compressed-air technology
- 1978** The biggest positive displacement blowers of the world (conveying volume of 84.000 m³/h) are being built for the steel industry
- 1984** For the first time in history the biggest screw compressors of the world (conveying volume of 65.000 m³/h) for the chemical industry leave the AM factory
- 1987** Development of Aerzen positive displacement blowers with integrated pulsation decrease
- 1994** Start of series production of blower unit DELTA BLOWER
- 1996** Market introduction of the new compressor series DELTA SCREW
- 1997** VARISCREW – the new generation of refrigeration compressors is being developed and manufactured
- 2001** The new gas meter series is being presented and series fabrication starts
- 2003** Market introduction of new compressed-air compressor series DELTA TWIN
- 2005** Development of Aerzen vacuum blowers with ATEX certification and canned motor
- 2006** Presentation of new series DELTA BLOWER - Generation 5
- 2007** Market introduction of the new oil-injected compressed air compressor series VMX
- 2008** Introduction of the new series DELTA SCREW - Generation 5



INNOVATION

INNOVATION



Aesthetics included:
Pair of rotors of a
screw compressor

Together we are strong, together we can lead the market

We are a world-wide acting group of companies with creative, engaged and enthusiastic staff whose talents, ideas and efforts come alive in our products. Our main goal is based on creativity and emotions combined with circumspection and far-sightedness offering quality since foundation of the company in year 1864.

As family company we represent excellent technology and quality made in Germany. Customer-oriented solutions for blowers and screw compressors as well as corresponding peripheral services form our main business fields.

Thanks to its technological competence, promptness and flexibility Aerzener Maschinenfabrik is the driving force on the market of twin-shaft positive displacement machines.

Besides standard products Aerzen meets perfectly also the manufacturing of special machines and is glad to be able to offer solutions according to customer's request.

Continuous registration of new patents and innovative improvements of products ensure Aerzener Maschinenfabrik to be market leader, as well as have the pole position in view of technology and innovation compared with the competition getting tougher and tougher...





FUNCTION



As varied as the application fields are also the locations of Aerzen products:
Refrigeration of shrimps at sea by means of Aerzen refrigeration compressors or the inlet of oxygen into a Finish bay – Aerzen machines can take care of all this and are, therefore, found on all continents.

Application ranges and delivery sizes

Whenever and wherever air and gases are being conveyed, compressed or measured, twin-shaft positive displacement machines made by Aerzener are applied. The list of application fields is long and includes almost all industrial branches.

Here are some application fields for Aerzen positive displacement blowers, rotary piston gas meters and screw compressors:

- **Chemical- and process technology**
- **Compressed-air technology**
- **Pneumatic transport of bulk materials:**
in the foodstuff-, construction- and synthetic industry
- **Environmental protection:**
Flue gas desulfurization, dedusting plants, suction and compression of waste gas, pressure aeration of sewage sump and filter flushing
- **High-vacuum technology**
- **Refrigeration- and climate technology**
- **Mining**
- **Steel industry**
- **Semiconductor industry:** e.g. clean-room technology
- **Drinking water treatment**
- **Gas conveyance**
- **Petrochemistry**
- **and many more**

Positive displacement blowers are manufactured in different construction types for intake volume flows from approx. 30 to 100.000 m³/h.

Screw compressors oil-free compressing or oil-injected can be delivered single- or multi-stage for volume flows up to 120.000 m³/h.

You can also rely on Aerzen rotary piston gas meters measuring air and gases and are designed for intake volume flows from approx. 1 to 6.500 m³/h.

If you need to convert operating- into cubic meters our Aerzen compact volume converter will help you.

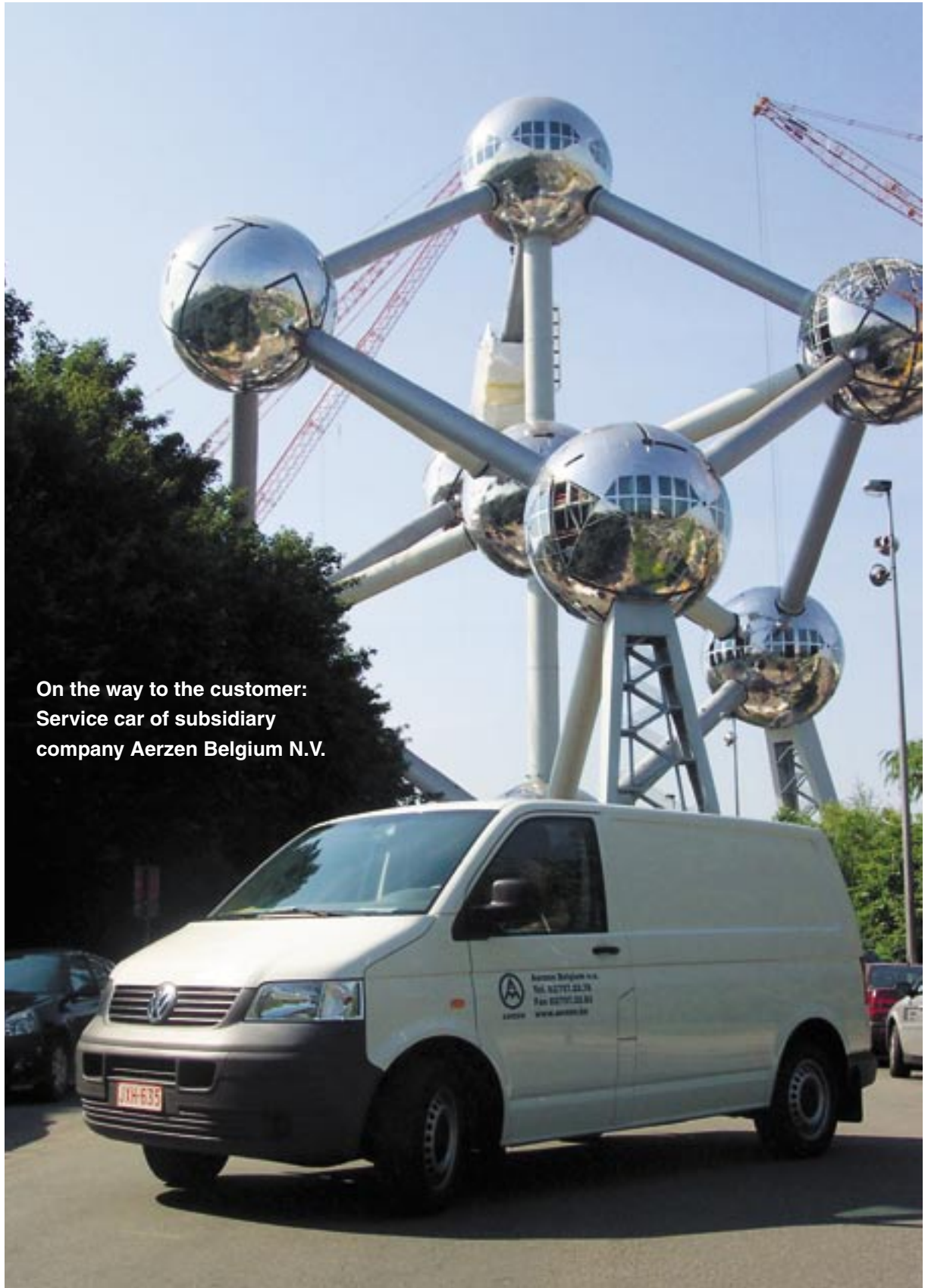




INTEGRATION

INTEGRATION

On the way to the customer:
Service car of subsidiary
company Aerzen Belgium N.V.



Aerzen – one step ahead

... around the world – around the clock ...

The reliability and high operation safety of Aerzen products is well-known and appreciated home and abroad. Opinion polls among several customers also give us the confirmation that we are on the right way and...Aerzen is one step ahead, in order to ensure competent advice as well as prompt service actions, Aertzener Maschinenfabrik serves with a wide network of subsidiary companies and service stations which are all able to carry out almost all arising repair- and maintenance work.

The good exchange and communication among these service locations is the best basis for a quick service with shortest passages for spare parts.



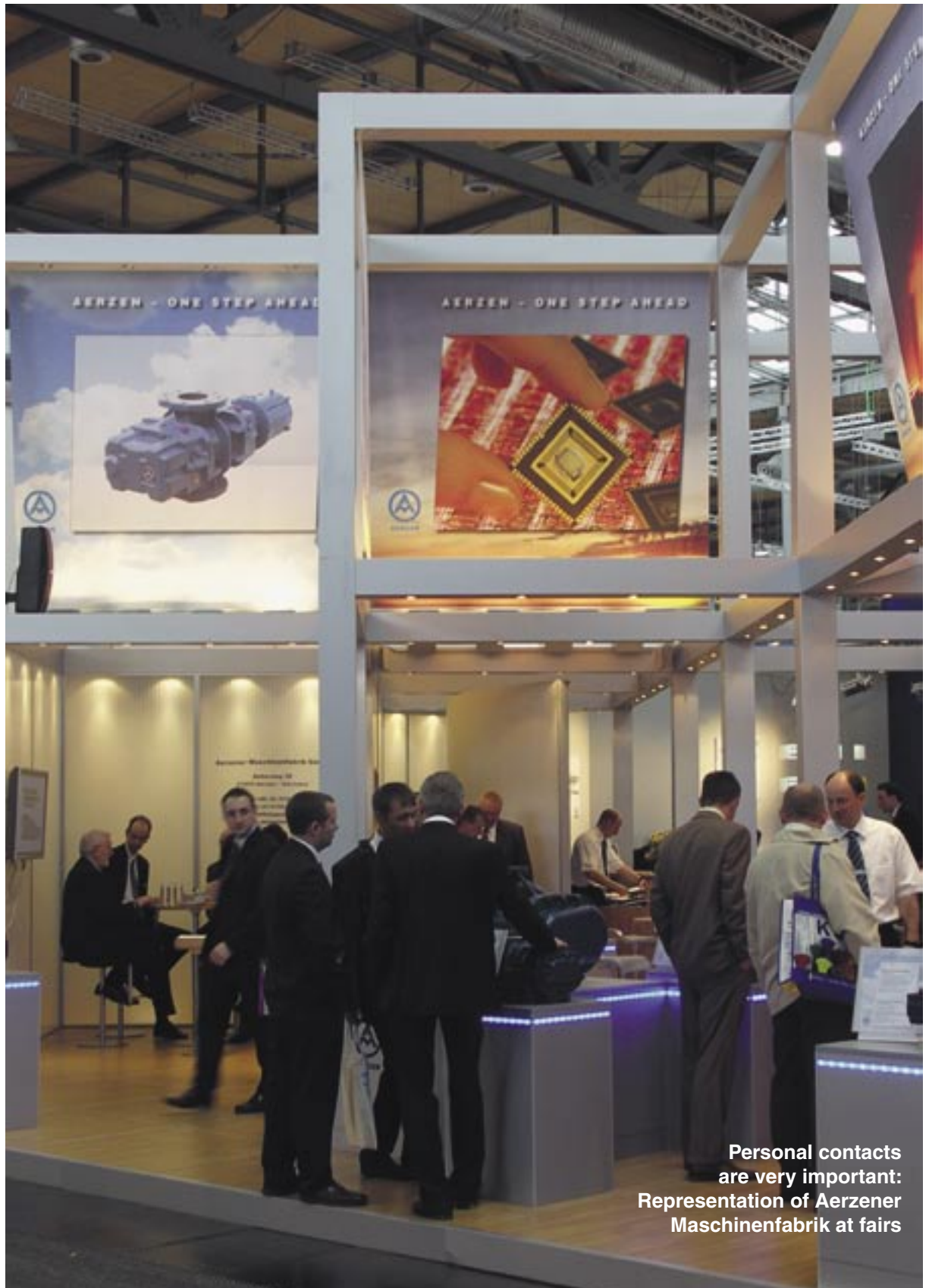
... Aerzen service concept gives safety

Imagine there is e.g. a screw compressor at Tunis harbour which is likely to fail due to bearing damage, it makes absolutely sense to contact one of our service technicians of our subsidiary company in France. Standard spare parts are also available at site. Therefore, a few telephone calls of only some minutes may prevent from expensive nonproductive time. Thanks to continuous exchange of information and know-how each technician at every service station in the world is prepared to solve any kind of problem promptly and safely.



COMMUNICATION

COMMUNICATION



Personal contacts
are very important:
Representation of Aerzener
Maschinenfabrik at fairs

Aerzen – one step ahead

In dialogue with the customer – system solutions made by Aerzener

Facing the competition, it is getting more and more important to offer the own know-how, not limited to the pure production process. The spectrum of tasks in future is based on integrated system solutions, taking care of the customer starting from the planning up to maintenance work and to secure the investments. This development has been noticed early enough in Aerzen, so that corresponding measures could follow with regard to continuous expansion of international sales- and service network.

The group Aerzen consisting of main company and more than 30 subsidiary companies home and abroad is represented in most countries of the world.



Exemplary system solutions for a customer of steel works technology

Footprints of the world-wide engagement by Aerzen's representation at fairs

The consequence of the increasing efforts by the company in view of acting on an international level is the active participation in fairs of Aerzener Maschinenfabrik. Personal conversations offer the best way to exchange opinions and analyse customer requests. For a family company such as Aerzener Maschinenfabrik it is absolutely essential to be in close contact with the customer. However, the conversations with the customer are not only restricted to "Fair Talks", but are practised also on other levels. Seminars at the main company or at the customer offer a great introduction in the different work ranges. All this is realized by the system solutions originating from Aerzen. It is important for Aerzener Maschinenfabrik to orientate by the customers' requirements, in order to carry on successfully with the technological 'step ahead'!

EXPOQUIMIA
Barcelona

**Powder &
Bulk Solids**
Shanghai

Pollutec
Paris/Lyon/Barcelona



ACHEMA
Frankfurt

HANNOVER
MESSE
ComVac

POWTECH
Nuremberg

**PUMPS
& systems**
Singapore

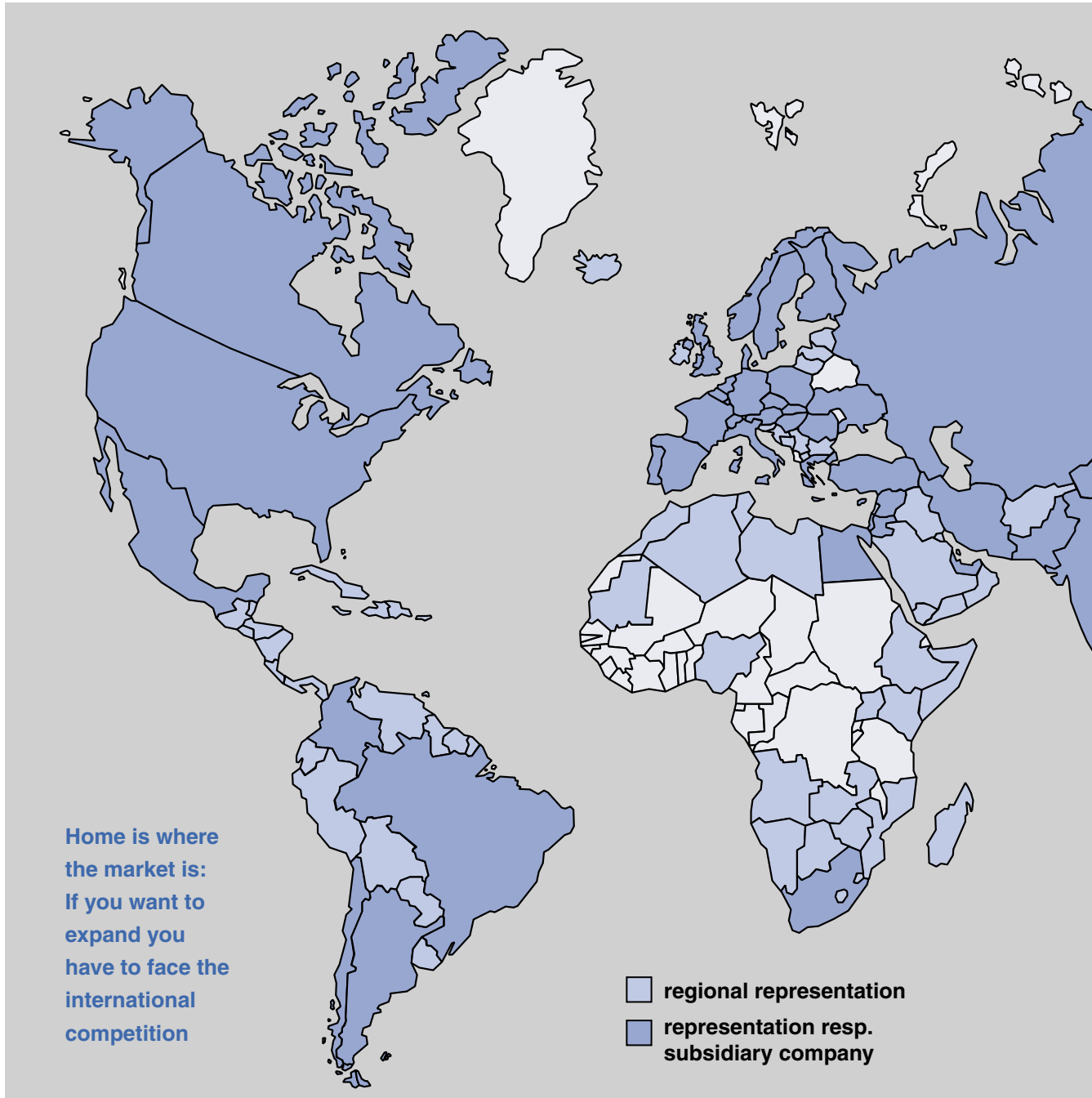
poleko
Poznan

IFAT
CHINA
Shanghai

IKK
Nuremberg



EXPANSION



Aerzen – one step ahead

Growing with system - Aerzen goes global

Central topic of Aerzen politics is the close contact to the customer at site. Even with these vast communication possibilities nowadays, it is not optimal to provide the customer with specific problem solutions and services regarding twin-shaft positive displacement machines – from a distance.

A permanent representation at site is important to establish and strengthen the contact to the customer and to support him with his project realization. National habits, regulations and legal stipulations need to be considered – also in this case the help by the native staff is absolutely essential.

Consequently, almost on all continents more and more subsidiary companies have been established throughout the last years.

Aerzen Gulf in the United Arab Emirates, Aerzen Andina in Colombia and subsidiary companies in Italy, Mexico, Romania and Russia are the most recent foundations of subsidiary companies within the Aerzen group. Together with further subsidiary companies and additional representations around the world we will be able to act on the market to an optimum extent, so that our customers gain the greatest benefit. About 1700 employees of main company and on all continents work for Aerzen group, in order to take optimal care of all customers worldwide. Thanks to 7 sales offices in Germany, more than 30 national and international subsidiary companies and further representations in more than 100 countries it is guaranteed to find a competent contact partner nearby who speaks the corresponding mother tongue. Being available for the customer at site makes Aierzener Maschinenfabrik also in future 'one step ahead'...





POSITION

280

260

240

220

200

180

160

140

120

100

80

60

40

20

A strong alliance – Aerzen group in figures

More than 30 subsidiary companies belong to Aerzen group home and abroad.

Looking domestically Aerzener Maschinenfabrik has 7 sales offices.

In 2008 this group gained a yearly turnover of 270 million Euro, the yearly turnover of the main company was 190 million Euro.

In 2009 the Aerzen group will achieve a turnover of 280 million Euro.

Main address

Aerzener Maschinenfabrik GmbH
Reherweg 28 · 31855 Aerzen / Germany

Owner

Family Heller – 100 %

Manag. directors

Dipl.-Wirt. Ing. Klaus-Hasso Heller / Dipl.-Ing. Günter Seidel

Employees

approx. 1700 (main seat and subsidiary companies)

Scope of supply:

Blowers, compressors, gas meters

Blower production:

approx. 14.000 per year

Compressor production:

approx. 10.000 per year

Gas meter production:

approx. 1.000 per year

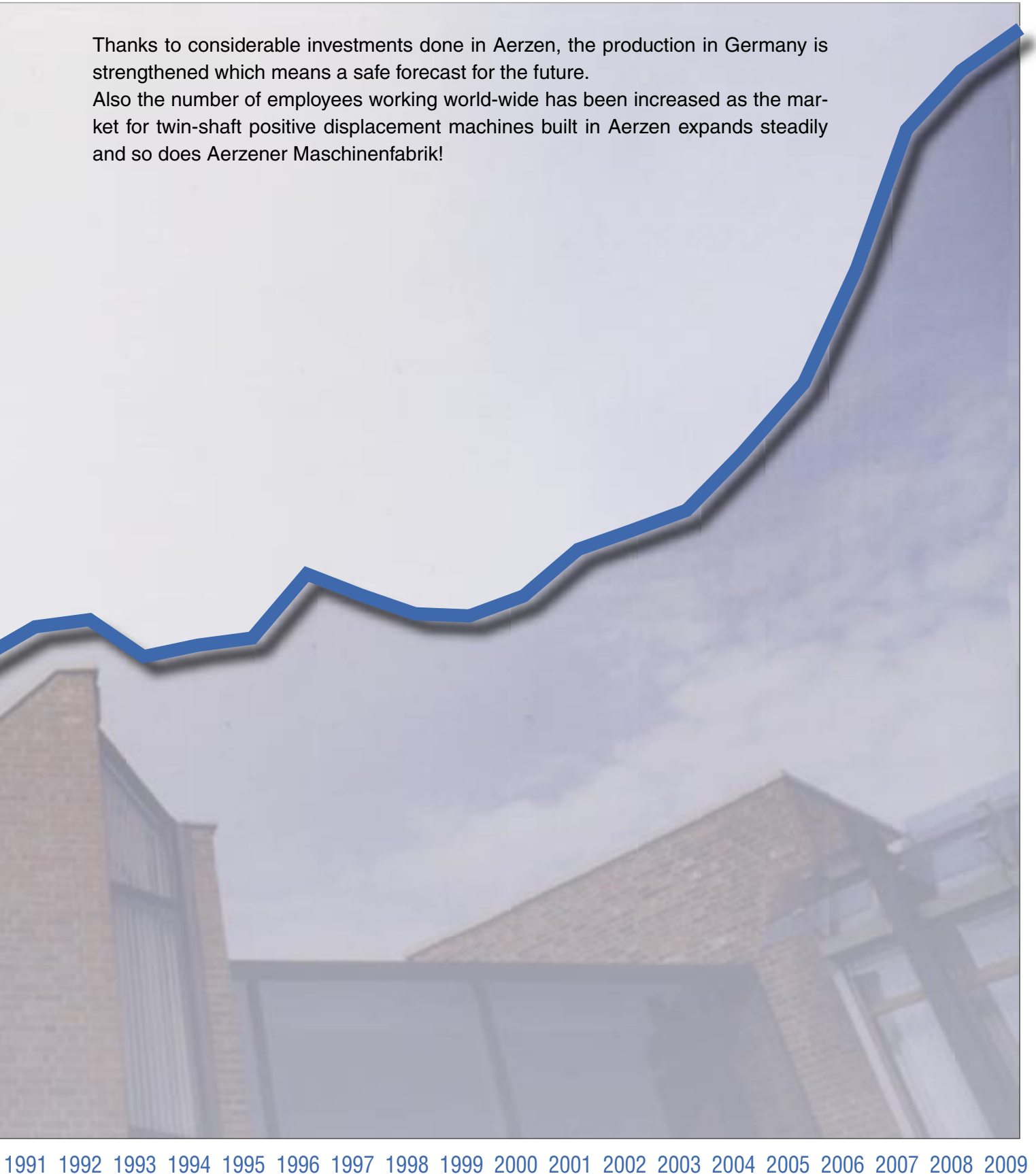
Turnover
curve of
Aerzen group
(in million Euro)

1974 1975 1976 1977 1978 1979 1980 1981 1982 1983 1984 1985 1986 1987 1988 1989 1990

Aerzen – one step ahead

Thanks to considerable investments done in Aerzen, the production in Germany is strengthened which means a safe forecast for the future.

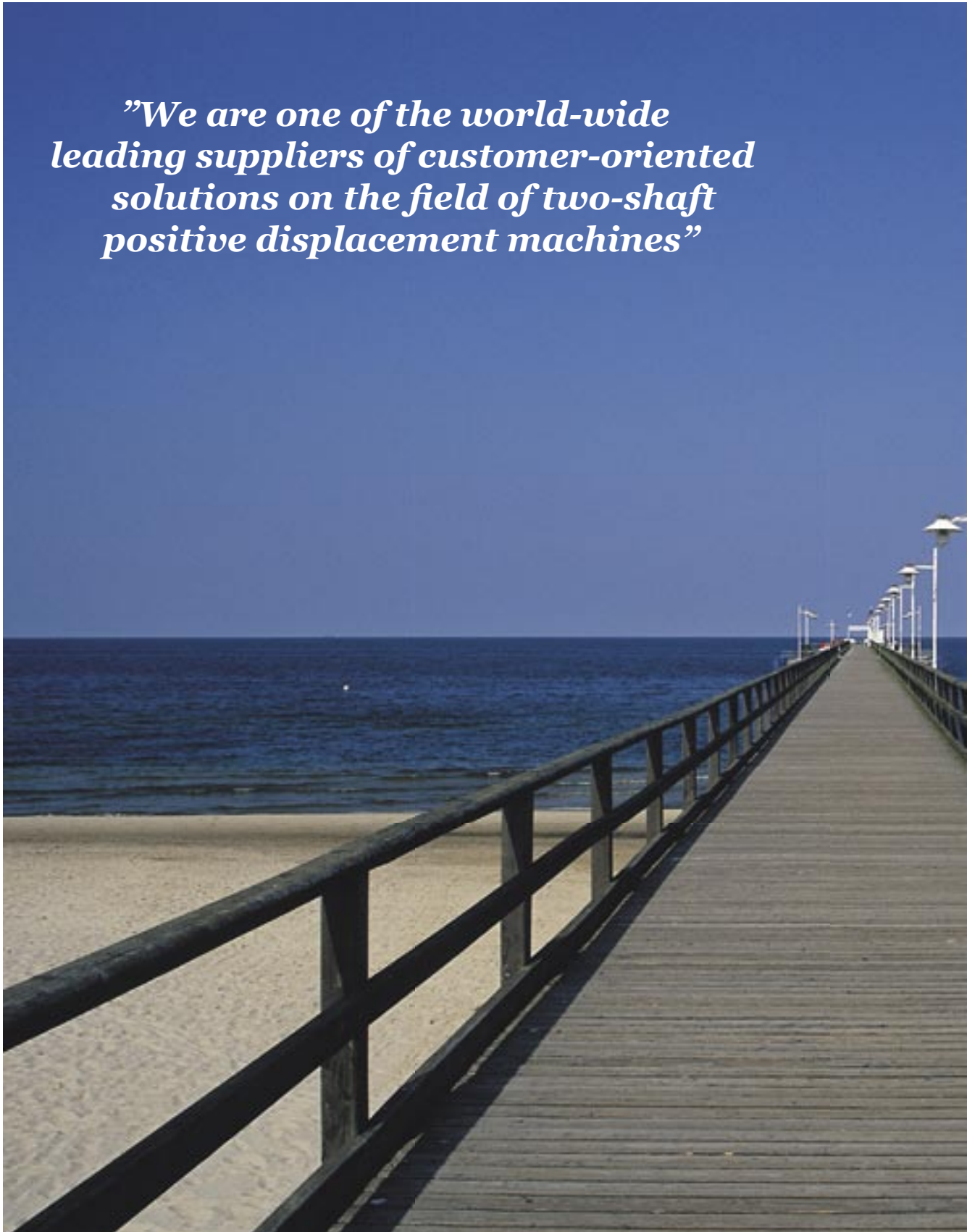
Also the number of employees working world-wide has been increased as the market for twin-shaft positive displacement machines built in Aerzen expands steadily and so does Aertzener Maschinenfabrik!





VISION

"We are one of the world-wide leading suppliers of customer-oriented solutions on the field of two-shaft positive displacement machines"





World-wide engagement, in order to offer competent customer-specific solutions and services!

On the previous pages you may see the development of Aerzener Maschinenfabrik from the very beginning until now.

But how does such an important company of special machine design look to the future?

Klaus-Hasso Heller, CEO: "Our main goal is to become better and better... We refer to customers' requirements and, therefore, provide the technical conditions by means of our technical plants to meet the quality requirements of our customers regarding work processes and manufacture systems.

The demand on leading the technology gives us the power to go on and on...

The segment of services regarding customer-specific quotations is becoming more and more important in future. This is where we are desperate to meet the high expectations of our customers with regard to quality and benefit. Consequently, it is essential that every employee has the willingness to give each customer the time and attention required.

Only when our customers are satisfied, they will give us appreciation and confidence which is the basis for our business success.

We face the global competition, in order to be better, to be able to offer better benefit to the customer and to continue to act successfully on the world market. Also in future we will remain competent and engaged contact partners for our customers!"

Aerzen – one step ahead

TRADITION

EVOLUTION

INNOVATION

FUNCTION



ONE STEP AHEAD

VISION

COMMUNICATION

INTEGRATION

EXPANSION

POSITION

Aerzener Maschinenfabrik GmbH

Reherweg 28 · 31855 Aerzen / Germany – P.O. Box 1163 · 31849 Aerzen / Germany
Phone + 49 51 54 / 8 10 · Fax + 49 51 54 / 8 11 91 · www.aerzen.com · info@aerzener.de