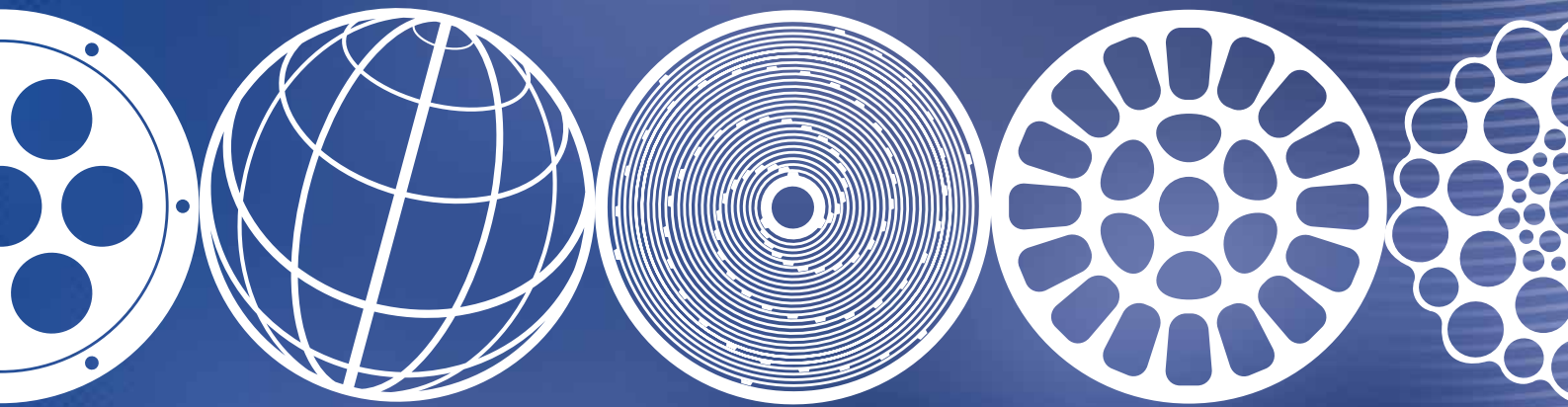
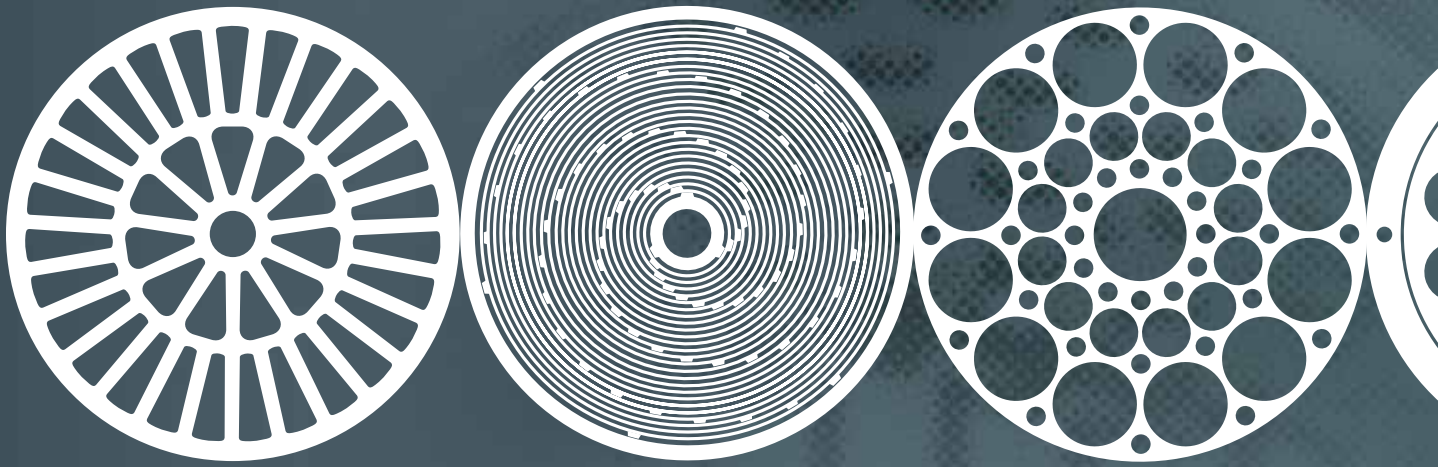


Why we're the
world's leading dairy
membrane supplier





Membranes are a standardised product – your supplier doesn't have to be



GEA Filtration (GEAF) has been supplying organic and inorganic membranes to the dairy industry for just about as long as there have been membranes to supply. A pioneer of membrane filtration technology, today we lead the field as the largest, independent source of dairy membranes worldwide. We supply membranes for virtually every manufacturer's filtration system and most dairy applications.

During the 30 years or so we've been in this business, we've learnt a thing or two about our customers. For one, we realise membranes aren't usually foremost in your mind – in fact you'd probably sooner forget about them. And we also know that "forgetting about them" means different things to different dairies.

Some customers simply want a partner that can provide a dependable, economical supply of quality membranes. Others would like to subcontract some technical responsibility, and a growing number prefer to outsource the entire replacement, maintenance and optimisation of their membrane-related operations.

At GEA Filtration we cater to all three scenarios – and just about everything in between. Our service concept is born of an outward facing view of the world. We let you decide the nature of our partnership and adapt our services accordingly.



GEAF caters to all major applications including ultra-, nano- and micro-filtration and reverse osmosis.

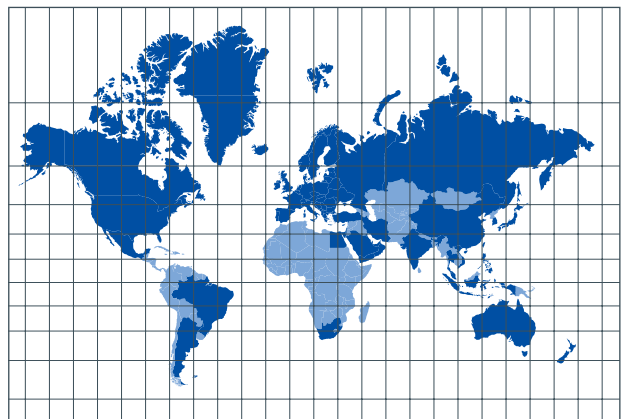


SIZE AND SERVICE

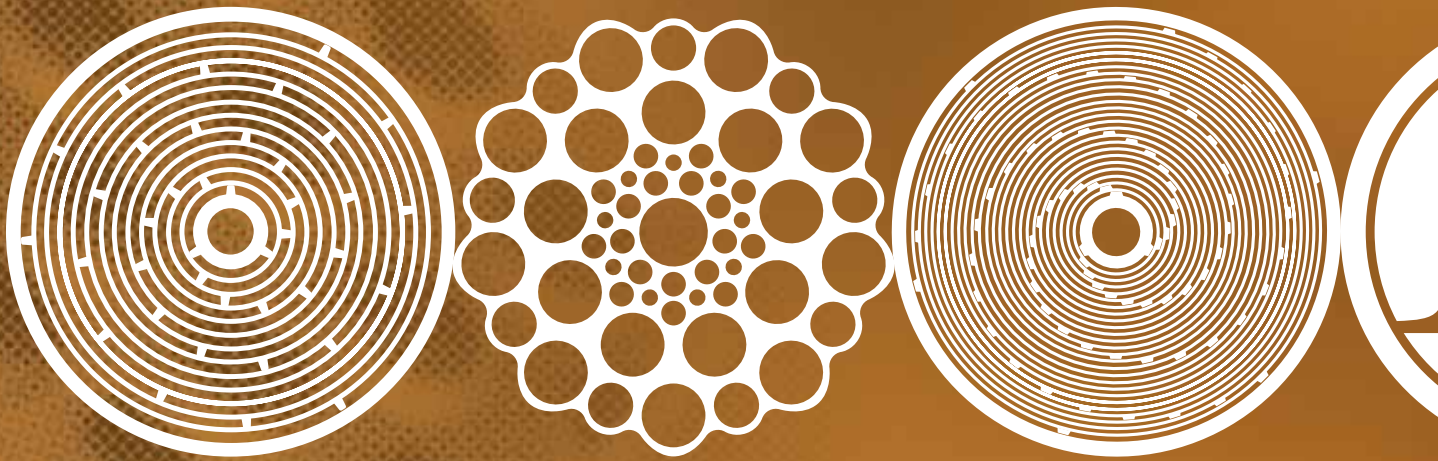
This flexible approach is made possible thanks to our success in uniting the benefits of quantity and quality under one roof.

That's to say, on the one hand high inventory levels, purchasing muscle and logistical reach mean we're able to offer an extremely responsive, reliable supply chain and highly competitive rates. On the other hand, a vast support network and detailed understanding of dairy applications and membranes means we're also in a position to provide qualified advice on membrane selection and process refinement.

This merging of brains and brawn has proved an irresistible combination for scores of dairies across Europe and the Middle East.



GEAF's operations (shown in dark blue) span 5 continents, covering every major dairy market across the globe.



Because we purchase more membranes than anyone else, we're more competitive than anyone else



We know membranes represent a tiny part of your total process line. However, when you have 70,000 litres of milk waiting to be processed and no membranes, they can suddenly seem awfully important.

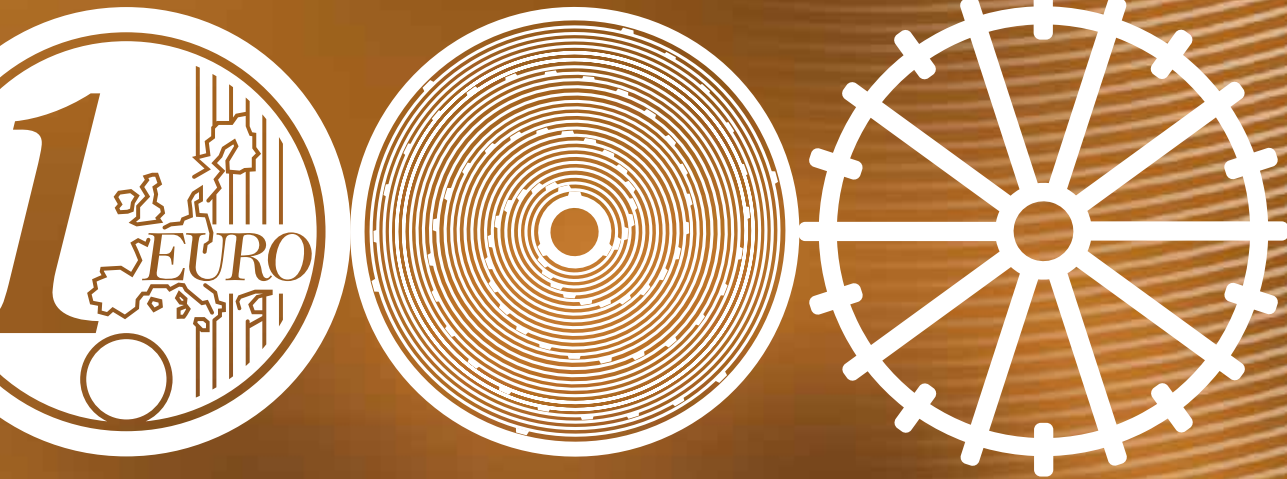
As part of one of the world's biggest suppliers of integrated process lines, we understand better than most the gravity of avoiding downtime. That's why our entire organisation – from inventory to logistics – is set up to make certain you're never left high and dry on account of membranes.

ALWAYS AVAILABLE

Winning customer confidence begins with meeting – and exceeding – expectations on availability and price. Perhaps nothing illustrates our commitment here better

than the simple fact that we buy more dairy membranes on a global basis than anyone else. This means we're able to press prices and keep a healthy inventory of Europe's most popular membranes at our warehouse in Denmark. And as an independent supplier, we spread risk (and choice) by cooperating with numerous US and European manufacturers.

However, our efforts don't stop there. In addition to our stocks in Denmark, we have access to the membrane manufacturers' own stockpiles, kept at strategically prudent locations across Europe. And for those seeking complete assurance, we're happy to keep customer-specific inventory at any of our facilities across Europe and the Middle East.



Dependable supply, ready availability and professional service ensure our customers experience minimum downtime.

TIMELY DELIVERY

Having all these membranes on stock is no good if we can't get them to you in a timely fashion. When it comes to logistics, we again take an independent and flexible approach.

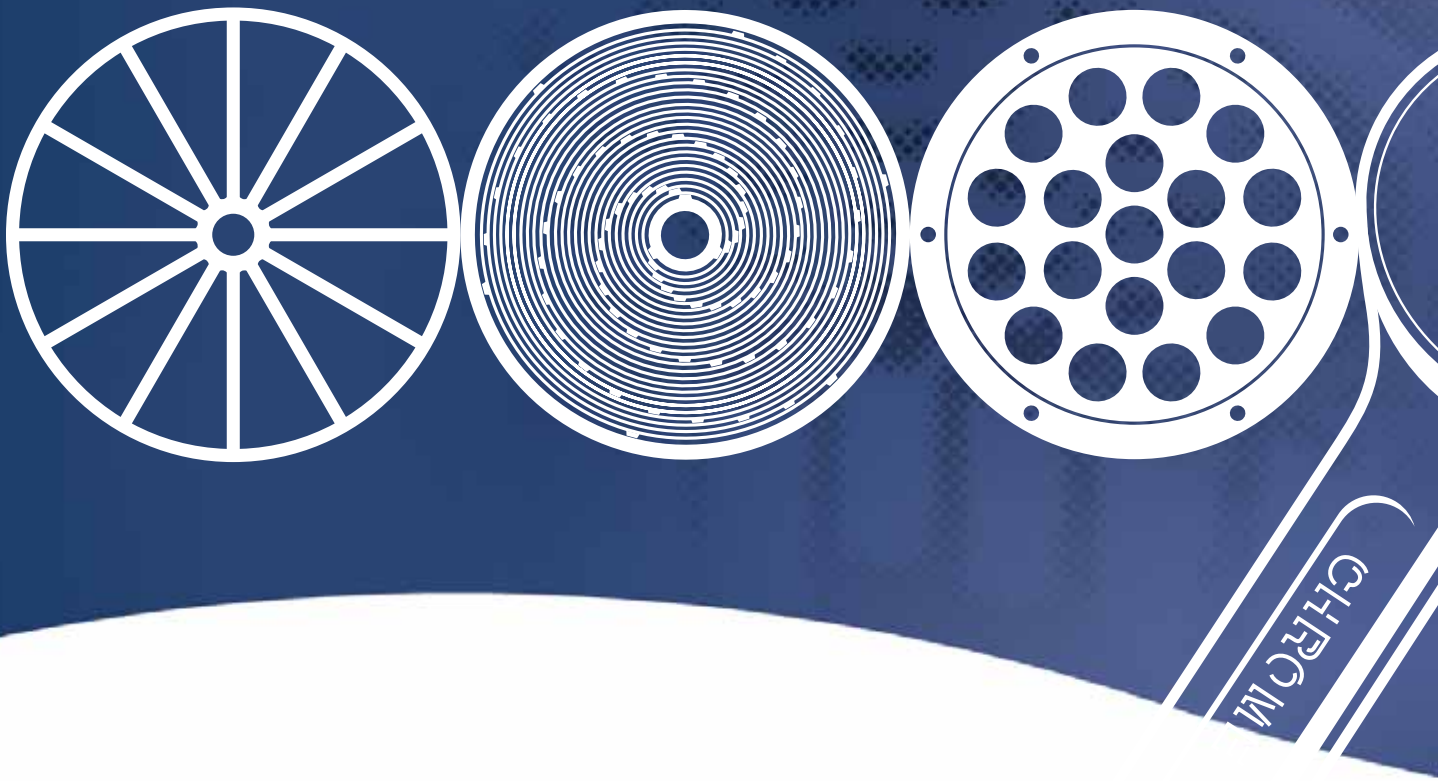
Our shipping and logistics department has long-standing relationships with a variety of international transport and courier companies. We select the most appropriate service depending on location and urgency. Customers too can stipulate lead times, from a standard week to faster, express services.

THE EXTRA MILE

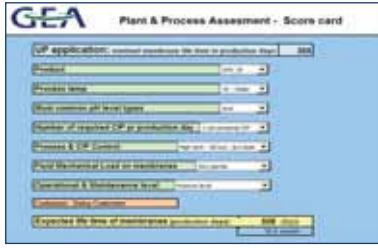
Finally, as the biggest membrane supplier in the US and New Zealand, we also have an extra safety-net for

European customers. We can, as a last resort, draw on both our own and manufacturer stockpiles in North America or even New Zealand. In fact, we've been known to get membranes door-to-door across the Atlantic in less than 48 hours for a customer in difficulty.

At GEA Filtration we, quite literally, go further to keep you happier.



We don't just supply membranes, we help you get the most out of them too



Membrane filtration is based on an effective but simple principle, and we don't believe in trying to make it any more complex than it really is. Yet performing some seemingly innocuous changes to CIP routines, pressure or membrane type can have a relatively dramatic improvement on throughput, product quality or membrane life expectancy. The trick of course is knowing which parameters to adjust and what results to expect with a particular application. This comes only with experience. For three decades GEA Filtration has been helping customers in five continents get more out of their membranes thanks to our support services.

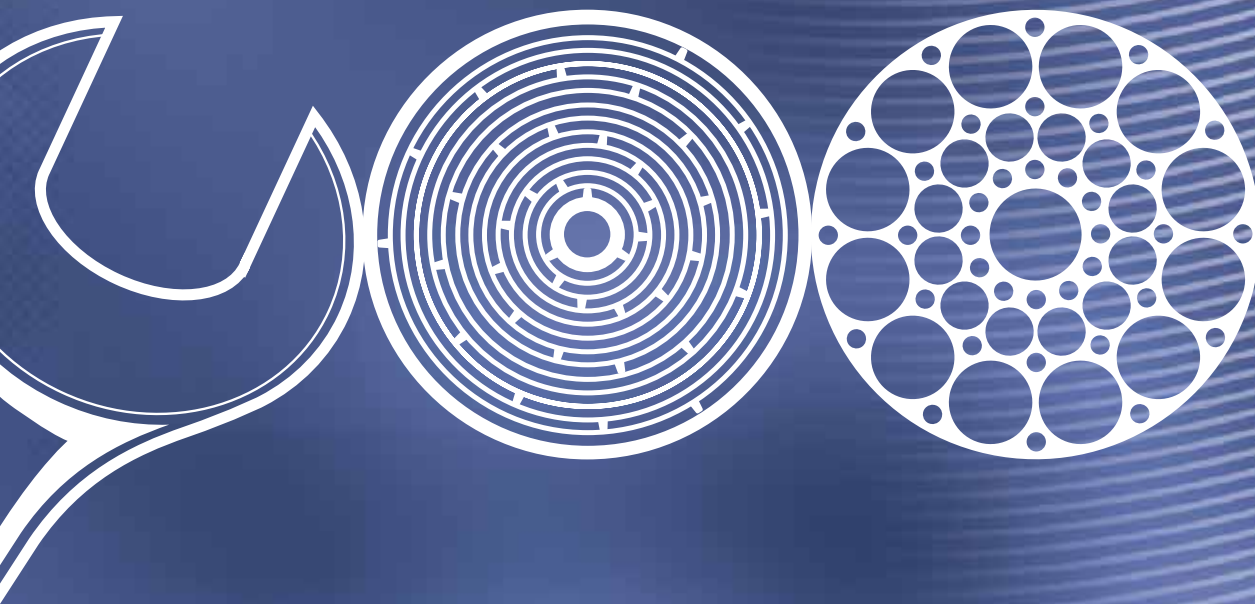
KNOW MORE

We actively share real-world experience between colleagues in Europe, the US and New Zealand via an

online knowledge-bank and regular meetings. This lets us pass on hard-earned wisdom from around the world to customers in an opportune fashion. We've also crystallised this wealth of information in proprietary software systems that allow us to rapidly run simulations to aid in membrane selection and process optimisation.

Occasionally customers need help of a nature that's beyond our membrane team's immediate area of expertise. In such cases we're able to draw on GEA's vast global network of filtration engineers and dairy technologists. With offices across Europe and the Middle East, you're never far away from someone in our organisation who can help.

We also hold regular seminars with membrane manufacturers to exchange information on new membrane



technologies, applications, materials and performance. However, our independent status means we're always in a position to deliver honest, impartial advice on the best solutions and new developments to our customers.

FLEXIBLE SUPPORT

We've channelled these skills and experience into a service programme that lets you decide the degree of assistance you receive. Some customers are highly conversant in the



finer points of membrane filtration. Others prefer to leave things to us. The only thing we insist on, is being there whenever and wherever you need us.

GEAF Filtration offers the following three service packages:

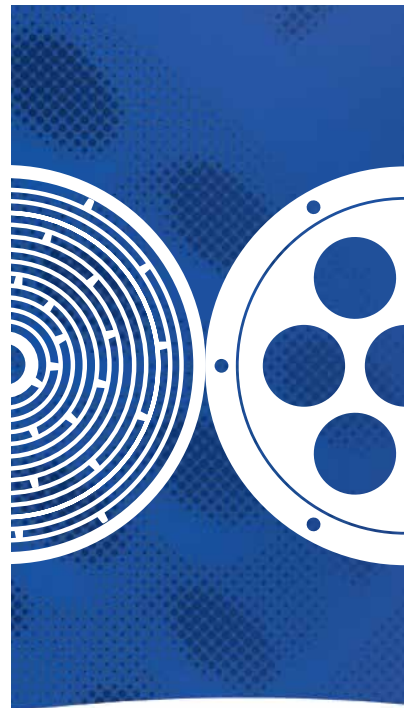
- A. **MEMBRANE REPLACEMENT PLAN**
 - GEAF handles all membrane stocking and availability by mutual agreement.
 - GEAF recommends the best available membrane type for given applications.
 - Customer benefits from GEAF's global purchasing power, short lead times and stock planning.

- B. **MEMBRANE SERVICE AGREEMENT**
 - All the advantages of package A, plus a comprehensive membrane service agreement.
 - GEAF conducts a plant audit and recommends process or membrane changes.
 - GEAF follows up with regular plant service visits.
 - Customer benefits from GEAF's know-how and resources in membranes and filtration technology.

- C. **MEMBRANE MAINTENANCE PROGRAMME**
 - GEAF provides an integrated membrane maintenance programme – including audits, service and a unique membrane rental programme.
 - GEAF ensures membranes are automatically replaced at predefined intervals, or before if necessary.
 - GEAF guarantees agreed levels of operating cost and downtime risk.
 - Customer has full support of GEAF's global network of service engineers and membrane experts.

A strong partner

GEA Filtration is a world leader in cross-flow membrane filtration systems and the supply of dairy membranes. To effectively focus our activities in these markets, we have dedicated regional centres in the US, Denmark, Germany, New Zealand and Australia. Multi-disciplined teams at each centre allow us to provide customised membrane filtration plants, as well as complete customer-specific process lines. GEA Filtration is part of GEA Process Engineering Division, a leading international systems integrator focused on the life sciences industry. The group operates more than 150 companies worldwide.



A company of mg technologies group

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