



## GEA Diessel breaks into Japanese fermentation market at Interphex 2011

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## GEA Diessel at BRAU Beviale 2011 in Nuremberg from 9 to 11 November

At the leading fair for the beverage industry GEA Diessel will be exhibiting the carbonating system type DICAR-B™ – an example of metering systems and units which represent highest accuracy and precision in measuring and controlling of liquids.

## DI-BATCH™ – a universal batch-mixing system for the production of beverages

The beverage market is constantly changing. New products with frequently changing recipes are put on the market at ever shorter intervals. GEA Diessel provides perfectly adapted solutions.

## Dear readers

Welcome to another issue of DIESEL NEWS. Our industry sector, as well as our company, is in dynamic motion, so it's our aim to provide you with detailed information about what is going on and, perhaps, inspire you with examples of our successful projects and revealing trends. We hope you like it.

Something that's always in our thoughts is the ever increasing responsibility that our company and everyone in the company carries as a result of the greater-than-ever technological and communication opportunities of our time. At GEA Diessel we are aware of our responsibility to our customers, business partners within the GEA Group and our investors and are proud to provide our clients with customized, innovative and future-proof solutions that meet today's expanding needs. We see ourselves as a member of a team in a successful and long-term cooperation with our customers.

GEA Diessel also takes global and local responsibility for our society, community and environment. We have always acted according to highest ethical standards to ensure that our products are compatible with the environment and to minimize the use of necessary resources. Our innovations support productivity and sustainability of production processes in key industries such as food and pharmaceutical products, allowing you to bring more of those products to more people. It is this aim that drives us every day to develop our technologies to the limit.

Visit us at the Brau Beviale 2011 and other incoming trade fairs to learn more about our technologies.

Appointment information can be found as usual in this DIESEL NEWS.

With kindest regards,

Heinz Waltersdorf  
Managing Director  
GEA Diessel GmbH



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GEA Diessel GmbH · Steven 1 · 31135 Hildesheim · Germany · Phone +49 5121 742-0 · Fax +49 5121 742-153  
info.geadiessel.de@geagroup.com · www.diessel.com

## GEA Diessel breaks into Japanese fermentation market at Interphex 2011

GEA Diessel attended Interphex in Japan at the beginning of July and reported good enquiries and interest from the attendees to the world's biggest pharmaceutical exhibition. Interphex 2011 had 1750 companies exhibiting and attracted around 1.5 million visitors over three days.

GEA Diessel occupied a stand shared with GEA Pharma Systems and Eurotechno Ltd. its Japanese agent. The company had its latest design of pharmaceutical fermentation unit on show – GD-Ferm – with a capacity of 150 litres and designed for the manufacture of insulin and vaccines. Dirk Hetzel, Sales Director for GEA Diessel, said that the show had been a great success. “We had some good enquiries from both pharmaceutical and engineering clients and made our first contacts in the Japanese pharmaceutical industry,” he said.

The GEA message to visitors was one of high containment, continuous processing and advanced research and development throughout the pharmaceutical industry. Products on show included technology for blending, drying, heating, cooling, granulation, coating, tableting and formulation as well as the fermentation equipment from GEA Diessel.

GEA Pharma Systems brands exhibiting with GEA Diessel were: Aeromatic™, Buck™, Collette™, Courtoy™, Fielder™, and Lyophil™ – advanced one-stop solutions for solid and liquid dosage processing to the global pharmaceutical industry.

GEA Diessel will also be exhibiting at P-MEC India, 30 November – 2 December at the Bombay Exhibition Centre in Mumbai. The latest exhibition for GEA Diessel has been TechnoPharm, 11 – 13 October at the Exhibition Centre Nuremberg. The company has also booked its place at Interphex 2012 from 1 – 3 May in New York.

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Author  
Dirk Hetzel  
Sales Director Pharma & Biotech

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## GEA Diessel at BRAU Beviale 2011 in Nuremberg from 9 to 11 November

At the leading fair for the beverage industry GEA Diessel will be exhibiting the carbonating system type DICAR-B™ – an example of metering systems and units which represent highest accuracy and precision in measuring and controlling of liquids.

GEA Diessel provides complete new processing lines for the manufacture of beer, wines, spirits and soft drinks – from planning to commissioning. The company also offers a range of pre-assembled and tested process units which can be easily integrated into existing production processes to modernise plants. This allows users to optimise their process plants for maximum efficiency and to adapt them to changing requirements.

For an example, GEA Diessel will show the process unit DICAR-B™. This carbonating system provides precise control of CO<sub>2</sub> content in beer and other beverages.

The DICAR-B™ will be equipped with a service module for the remote access for maintenance purposes and error analysis via mobile network. The laying of a communication cable to the installation site of the plant is not necessary.

As well, GEA Diessel will introduce a new feature of the service programme GEA Assist. By barcode scanning via smartphone the operator may quickly and easily access documentation details, and initiate safely and reliably necessary maintenance steps.

GEA Diessel will share the stand at Brau Beviale 2011 with 7 fellow GEA Group companies. Visit the GEA experts for beer and beverages in hall 7, stand 602. Experienced GEA engineers and sales staff will be pleased to answer your questions.

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Author  
Bianca Lange  
Marketing Assistant Food & Beverage

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## DI-BATCH™ – a universal batch-mixing system for the production of beverages

The beverage market is constantly changing. New products with frequently changing recipes are put on the market at ever shorter intervals. GEA Diessel provides perfectly adapted solutions.

Beverage components can be both liquid and powdery. They are delivered to the beverage producer in a great variety of different kinds of packaging from which they have to be added to the beverage production process. It is most important that both small quantities and even large-volume components are processed at an invariably high precision.

A large internationally active beverage producer asked GEA Diessel to develop a batch-mixing system for beverages which meets those demands in particular. That customer had already gained positive experience with the DICON™ technology of GEA Diessel for the continuous production of his core product. Now he was interested in making the production of his wide range of other products safer and more efficient, with the aim of being well-prepared for new products for the future. The inclusion of a new energy drink into his existing range of products was an opportunity for our customer to put his consideration for such a system into action. The result is DI-BATCH™, the universal batch-mixing system for all kinds of beverages.

DI-BATCH™ is in a position to handle both powdery and liquid beverage components. Whether dry solids from BigBags, sacks or bags, whether liquid components from barrels, packing drums or bottles and cans – DI-BATCH™ accepts them all. The processing sequence can be varied as desired and is monitored by an intelligent recipe controller which ensures that the different ingredients are added to the batch in the correct quantities. Whether very low quantities or complete BigBags, the required precision is always kept. Special attention was focussed on taking partial quantities from barrels and containers, a processing step which often leads to faults and increased product losses. DI-BATCH™ is able to take partial quantities with the same high reliability. If the process requires a thermal treatment of the product, the necessary process will be automatically started and stopped at the right time.

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Author  
Manfred Lauterbach  
Sales Director Food & Beverage

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Wherever many different products are processed in a system, a quick and low-loss product change is a basic requirement with simultaneous consideration of the cleaning-specific aspects. DI-BATCH™ works with minimized product losses even in case of small batches and is suitable for CIP. Integrated CIP routines ensure a hygienic and time-optimized cleaning process.

In spite of all the automation, the handling of the concentrate containers requires more or less comprehensive manual work depending on the product. But the operating personnel are always supported by suitable tools which facilitate the work and ensure safety for persons, products and the environment. The efficient man-machine interface keeps the operator continuously informed about the current process run and prompts him through the operating steps to be taken. An integrated logging function records all relevant data and allows full control of each production process even some months later.

Our above-mentioned customer has been working with his new DI-BATCH™ system for some months now, and he is well prepared for the production of his energy drink and even for other future products. The DI-BATCH™ concept is expandable for future requirements, such as the raw material identification by means of barcodes, taking partial quantities of dry solids from BigBags, etc. Certainly it will also meet your specific demands which could be worked out in a personal discussion with you. Please feel free to contact us!



## New design order from GSK Wavre, Belgium

GEA Diessel has recently secured a new order for the basic and detail design of a fermentation plant for GSK – illustrating a growing trend in the industry for plants to be designed by equipment supply companies instead of design contractors.

This is the first order GEA Diessel has received from GSK in Wavre (Belgium), the company's headquarters, and the first order from GSK in over three years. The project is to design a complete vaccine plant including fermentation, media filtration, clarification, dilution, CIP and media distribution. A complete new building will also be required to house the plant.

GEA Diessel has been working with GSK on the project throughout 2011. The original quotation was submitted in March with technical discussions continuing until the end of April and commercial negotiations taking place throughout May. The order was received in June. The work will take eight weeks and is expected to be completed in January 2012.

Dirk Hetzel (Sales Director) said that GEA Diessel had secured the order because of its long experience in this market. "We have a lot of experience, good references and the right people, especially process and automation engineers," he said.

In the past it has been common for plants of this type to be designed by dedicated design-only companies with the equipment suppliers being contacted later as part of the procurement process. More recently, however, companies have been going directly to the equipment suppliers to handle the design work as well. "They prefer to work with one company for the whole project," said Dirk. "We haven't received the order for the plant equipment yet but we are ideally positioned to secure that order when the time comes."

Wavre is the headquarters of GSK Biologicals where it performs much of its vaccine research, development and production. GSK Bio distribute more than 1.1 billion doses of vaccines a year to 176 countries. Close to 80 percent of these doses were distributed in developing countries enabling those people to do more, feel better and live longer.

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### Authors

Dirk Hetzel

Sales Director Pharma & Biotech

Federico Kropf

Senior Project Manager Pharma & Biotech

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## “Nacht der Bewerber” on 07 Oct 2011

On the occasion of the vocational training fair “Nacht der Bewerber 2011” in the cooperative Volksbank Hildesheim bank, our commercial trainees designed the stand of GEA Diessel GmbH and GEA TDS GmbH.

The intention of this event in the Lower-Saxonian City of Hildesheim was to attract as many applicants as possible of the 5,000 visitors and to inform about the different educational opportunities in our company.

More than 50 companies from various business fields participated at the exhibition and presented about 200 vocational trainings.

Creation and design of the posters and flyers was part of the stand organisation and our trainees had been working on it a few weeks in advance. They collected many pictures of the two different divisions and created posters to design the GEA stand as attractive and informative as possible. Moreover, they created a suitable text containing general information about our company. The presentation was supported by advertising gifts and flyers which were distributed to interested visitors so they can keep the company in their memory. An additional eyecatcher was the flow meter IZMAG™ which was exhibited at the fair.

Another important task was to inform the visitors about the different vocational trainings at GEA Diessel GmbH. The trainees mainly reported about duration of training, general industry related information, our products and content of the training. Many visitors were surprised about the diversity of our company presentation and enthusiastically took our flyers.

This event was in many respects very successful. The trainees had another possibility to extend their knowledge about both company divisions of GEA Diessel by collecting different information about the company. Furthermore, the independent organisation of this evening represented a new challenge for them. Timing and preparation was particularly important to avoid unscheduled difficulties. Last but not least, they reached a high number of applicants for our offered apprenticeship training positions and work placements.

All in all, our trainees approached their task with optimism. In summary, we can say that they had enjoyed their task very much and did their job very well.

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### Authors

Daria Schrader, Ksenia Eckert, Lara Ostwald  
Apprentices at GEA Diessel

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## “Your success is our future”

As in previous years, new trainees at GEA Diessel began their studies with the integrated degree program in mechanical engineering at the DHBW State University of Cooperative Education in Mannheim.

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Author  
Kevin Fricke  
Official in charge Human Resources

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Until recently trainees have been almost exclusively male school graduates, but this year two very talented and motivated female students have joined the degree programme.

The labour market is in a state of upheaval –  
GEA Diessel supports new engineering talent

This year, we are reaping the fruits of our integrated degree program for the first time. One of our students (Bachelor of Mechanical Engineering) successfully completed his studies this year. Since then he has been working as project engineer with us. He has already been working in the third year of his studies in the Pharma & Biotech Division and is now qualified to fulfill all GEA Diessel's requirements. He has now been adopted by the company and we wish him every success in his future activities.

Besides the integrated degree program, this year GEA Diessel is promoting public relations and actively supporting the organisation of technical competitions such as the Werner von Siemens Schule Hildesheim. For this purpose, we introduced an employee as external juryman in June 2011. His role was to check and evaluate the accurate processing of metal boats built for competition. The boats were built by trainees in system mechanics from the Werner von Siemens Schule.

This year again, GEA Diessel provided premises and facilities for the Management Information Game (MIG). 21 pupils from the Andreanumsgymnasium and Scharnhorstgymnasium secondary schools attended the one-week business simulation game. In this game they acted as board members of a stock company – with great success and commitment. The trainees had to work late into the evening until a decision was taken.

There have been other opportunities. For example GEA Diessel participated in the “lange Nacht der Bewerber” (long night for applicants) event on 7th October 2011 which was visited by more than 5,000 people. The human resources marketing concept (commissioned by us) will support similar events to attract many more visitors.

## The GEA Diessel range of solutions at a glance

GEA Diessel is a leading specialist in the field of process plants and equipment for liquid processing and metering. GEA Diessel has specialised in everything that flows.

Delivery programme for the food and beverage industry

- Soft drink process plant
- Spirits process plant
- Process units
- Batch mixing
- Continuous blending
- Mixing & carbonation
- Aseptic mixing & carbonation
- Water deaeration
- Sugar dissolving
- Intake or delivery of product
- Cleaning
- In-line analysing
- Flow measurement
- Sampling
- Sugar dissolving and inversion
- Mobile metering systems

Delivery programme for the pharmaceutical and biotechnology industry

- Process plant for preparation and formulation of special liquids (aerosols, echo contrast media)
- Process plant preparation and formulation of drip & drop solutions (eye, ear and nose drops)
- Process plant for preparation and formulation of parenterals (infusions, injections, anesthetic, vaccines)
- Process plant for preparation and formulation of syrup & suspension (cough syrup, stomach medicine)
- Process plant for blood plasma fractionation
- Fermentation plant for the manufacture of products for diagnostic and therapeutic purposes (monoclonal antibodies, TPA, interferon, insulin, factor VII, hormones and enzymes)
- Fermentation plant for the production of enzymes and starter cultures for the food and beverage industry
- Process plant for highly purified media (highly purified water plants, pure steam plants, storage and distribution systems)
- Process vessels (preparation vessels, storage vessels, fermenters)
- Plant for cleaning and sterilizing (CIP/SIP stations)
- Engineering services (mechanical & electrical) for feasibility, basic and detail engineering
- Installation / Assembly / Maintenance
- Qualification and documentation
- Automation and instrumentation of plants

## Meet us at these events!

As in every year, GEA Diessel can be found at all the international industry events. Please take note of the new dates – we're looking forward to seeing you there!

Time	Event	Description	Homepage
09 – 11 November 2011	Brau Beviale, Nuremberg	Please read our comprehensive preliminary report in this issue of our DIESSEL NEWS!	<a href="http://www.brau-beviale.de/en">www.brau-beviale.de/en</a>
30 November – 02 December 2011	P-MEC, Mumbai	Focusing on pharmaceutical machinery, equipment and technology, P-MEC India is part of the largest and most comprehensive pharmaceutical events in South Asia.	<a href="http://www.pmec-india.com">www.pmec-india.com</a>
28 February – 01 March 2012	Lounges / HygieniCon / Vision Pharma, Karlsruhe	The lounge concept connects the idea of a process and hygiene technology exhibition to the experience of an expert conference presenting innovative products and new trends.	<a href="http://www.new-lounges.com">www.new-lounges.com</a> <a href="http://www.vision-pharma.de">www.vision-pharma.de</a>
27 – 30 March 2012	Anuga FoodTec, Cologne	The leading international exhibition in Germany for the food and beverage industries.	<a href="http://www.anugafoodtec.com">www.anugafoodtec.com</a>
01 – 03 May 2012	Interphex, New York	Manufacturers, system suppliers and service providers in the pharma and biotech industries meet in New York, focusing on manufacturing and packaging systems.	<a href="http://www.interphex.com">www.interphex.com</a>
18 – 22 June 2012	ACHEMA, Frankfurt am Main	The leading international exhibition in Germany for chemical systems, eco-technology and biotech.	<a href="http://www.achema.de">www.achema.de</a>
27 – 29 June 2012	Interphex, Tokyo	Asia's Largest Exhibition featuring Pharmaceutical, Cosmetic and Detergent R&D and Manufacturing Technology.	<a href="http://www.interphex.jp/en/">www.interphex.jp/en/</a>
14 – 16 November 2012	Brau Beviale, Nuremberg	Visit us again at the exhibition with a shot of emotion for the European beverage industry, presenting trends and new products for the production and marketing of beer and non-alcoholic drinks.	<a href="http://www.brau-beviale.de/en">www.brau-beviale.de/en</a>
Nov/Dec 2012	P-MEC, Mumbai	Focusing on pharmaceutical machinery, equipment and technology, P-MEC India is part of the largest and most comprehensive pharmaceutical events in South Asia.	<a href="http://www.pmec-india.com">www.pmec-india.com</a>