

## What do you really need? A product or a solution?

### It all comes down to expertise

Esseleent Solutions specializes in solutions to separate both oil and dirt from aqueous media. Our field of expertise is aqueous cleaning and emulsions in the automotive-, metal- and coating industry.

What's the use of having nice products if they don't solve the problem? It happens only too often. You invest in equipment to address a problem and afterwards you have to conclude the problem is only partially solved, or not at all. It may be the equipment is not suitable, it may not be used in the right way, or the problem is not understood.

### What you need is a solution

We make it our priority to make sure our products solve your problem. We make sure your "Esseleent Solution" is the solution to your problem.

And we can make sure because of our:

- Development:** Our products, Suparator® oil separation, Q-Filter® filtration and Q-Mag® magnetic separation are all developed by ourselves.
- Expertise:** Over many years we have acquired detailed knowledge of, and experience in industrial processes which enables us to solve problems within our field of expertise.
- Responsibility:** We take responsibility, for the quality of our products AND for the performance of the solutions we offer.
- Support:** We provide all the support necessary, before, during and after installation. All this to ensure optimal results.
- Warranty:** We warrant the performance of our solutions!

### Development

Development never ends; there are always possibilities for improvement or better alternatives. We have been developing and improving our products for more than 25 years. So we know very well what our products can or cannot do. We continuously improve them and regularly release new versions, options or extensions. It gives us the perfect starting point to offer solutions with performance warranty.



*Q-Filter® active vacuum filter, type QF150 integrated in a precision parts cleaning machine.*

### Expertise

We can only warrant the performance of our solutions if we thoroughly understand the application and have sufficient experience with it. Our primary field of experience is the separation of oil and particles from aqueous media, in particular cleaners and emulsions (both cleaning and machining). If an application is outside this field, we will gather more information, possibly do laboratory tests or a field trial. Based on the outcome we may submit a proposal, specifying what performance warranty we can offer, or advise our client to look for alternative solutions.

### Responsibility

It is our responsibility to make sure our products are installed and used in the right way; after all, we have the knowledge and the expertise. So we acquaint ourselves with the clients installation and process, acquire all the details needed and produce all the documentation for a proper installation. Everything is communicated with the client and drawings and documents provided by, or on behalf of the client, are reviewed.



Suparator® dynamic oil separation system type 86/240. Typical example of modular integration in an automatic paint line.

### Lifelong Support

We provide all the support necessary. Already in the design phase, during installation and when the system is in operation. All this to ensure optimal results. After installation, we offer lifelong support for all of our products, free of charge. Solutions can only be realized if you take the trouble to help your client, and everyone else involved, to do the best possible installation and get the best possible operation of the system. Therefore we write specifications, provide sketches for the right integration, we supply detailed manuals and we are available to answer any questions, any time.

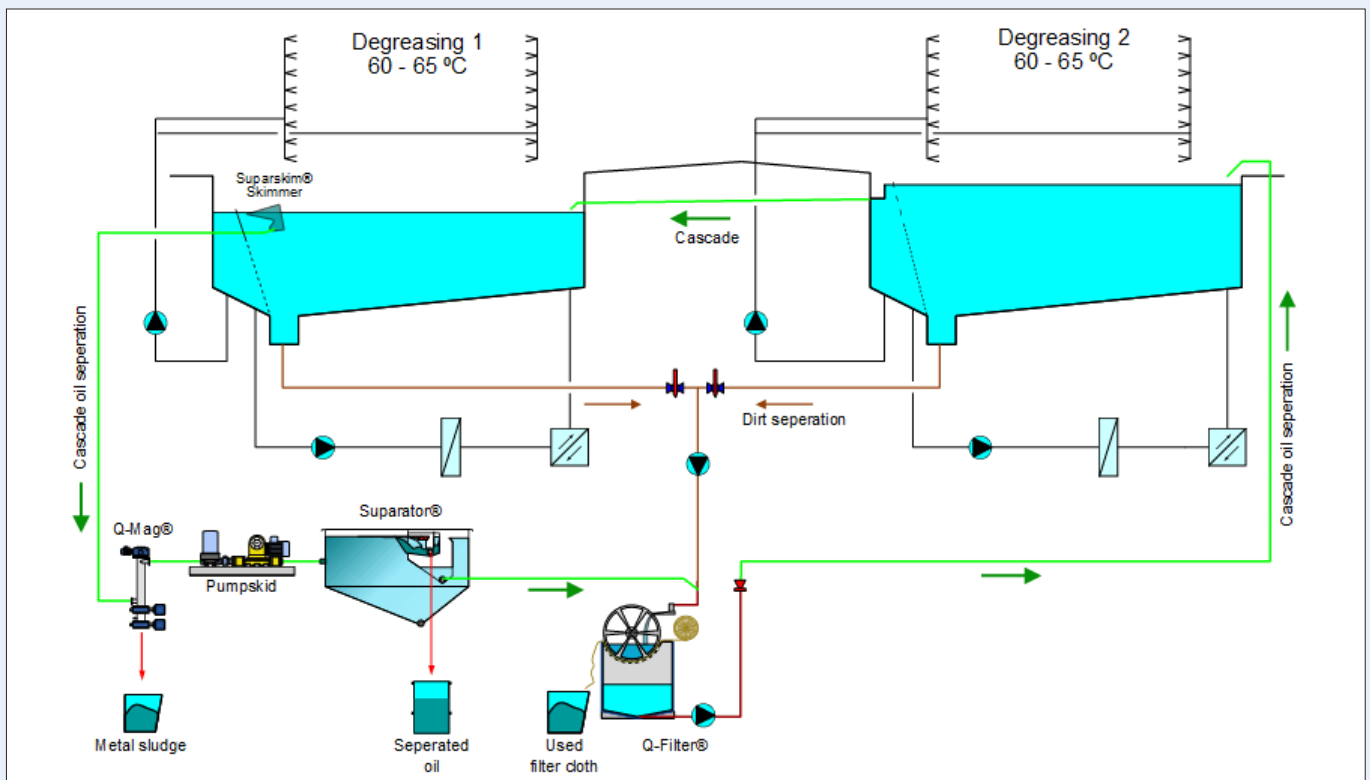
### Performance Warranty

We warrant the performance of our solutions! If you are not satisfied with the results, if your problem is not solved, or only partially solved, we will be there to make it work.

Over the years our products and solutions have acquired a very strong reputation. With each new project that reputation is at risk; an unhappy client can do serious damage. So we made it our strategy to make every client satisfied and to warrant not only the product but the performance of the total solution.

### Integration

To share our expertise and to visualize our proposed solutions, we prepare process integration sketches. These sketches clearly show an extraction of the relevant parts and are the basis for (internal) discussions and presentations of our solutions. In practice these sketches are used by all involved parties like technicians and sales engineers as well as the customers' decision makers.



Based on our expertise, we analyze each application and offer the solution, shown in a diagram, complemented by details for a correct integration.

## Service and Maintenance

Our expertise not only applies to our products and solutions; you also find it in how we address Service and Maintenance.

Remote support for example. You can always contact us through our Service Desk or Service Portal. We register your support request and closely track the progress made in solving the problem.

We offer on-site maintenance service, either on call-out basis or through a Preventive Maintenance Agreement. Such an agreement, tailored to your specific needs with fixed dates, not only relieves your maintenance department but is also essential for a constant and optimal productivity and maximum availability.

Furthermore our maintenance engineer brings our Flight Case System. This is a comprehensive kit which includes all necessary tools, wear parts and strategic replacement parts. Once on site, our engineer is self-supportive to a very high level which enables him to work very efficiently. This approach, combined with our expertise, will limit the down-time of your equipment.



*Maintenance Flight Case System containing tools and parts.*

## Benefits for OEMs

To make Suparator® extra attractive for machine manufacturers, we have a special so-called OEM-version. This is a set, containing a Suparator® System but without control system and frame. This makes it easy to integrate our parts into your machine using existing facilities, such as the control system. We advise you how best to do this and provide the necessary information. In this way we make our expertise available to you and we take responsibility for the result. Less is more..



*Suparator® dynamic oil separation systems are available in many different sizes. Above two examples; type 88/3000 Package Unit (left) for the treatment of large volumes as used in the automotive industry, and type 86/240 (right) for smaller volumes.*



Q-Filter® active vacuum filter, type QF150 for filtration down to 5 µm.



Q-Mag® fully automatic self-draining magnetic separator.



Two Suparator® oil separation systems, type 86/240 integrated in a tunnel parts washing machine.

### Thumbs up!

Our logo shows what we stand for. We have the **expertise** to develop and manufacture high-quality **products**. We support our customers in the integration in their installations (new or existing) to make the whole **system** work reliable and efficient. We are so confident that it will work that we even give a performance **warranty**.



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