

## Waste not, want not

As energy costs spiral, attention is turning to the question of how to cut those costs and make energy-hungry activities more efficient. Thermal energy is produced as a by-product of many industrial processes. Where previously that heat was wasted, today it is being recycled thanks to the use of sophisticated heat exchangers. The OHL Technologies GmbH in Limburg, Germany specialises in the design and manufacturing of heat exchangers for the process and energy generation industry as well as dryer systems for the plastics sector and other industries.

OHL Technologies was created out of OHL Apparatebau & Verfahrenstechnik GmbH which was taken over by the Schoeller Group in 2003. Founded in 1867 by Theodor Ohl, by the start of the new millennium its fortunes had taken a turn for the worse yet, it is amazing what a downturn in the economy and a hike in oil prices can do for a company specialising in methods of increasing energy efficiency. "The world and the industrial sector in particular is finally waking up to the unsustainability of current practices," says Managing Director Martin Kienböck, who

has come out of retirement to stabilise and develop OHL. He brings substantial industry experience to bear on the task and has also invested in a 49% share of the company. "I am confident that the market is there and that we have the right products for the current economic climate."



Managing Director Martin Kienböck stands in front of a piece of equipment that is ready for shipping to a client in South Korea



Industrial scale heat exchanger

OHL Technologies operates in three key product areas. The first focuses on waste heat recycling systems that capture the waste heat produced during industrial processes and make that energy available for further use. Applications for waste heat recovery equipment can be found in a variety of industrial processes such as hydrogen production or in power plants using gas turbines. The second product area focuses on heat exchangers for power stations and other processes while the third area of activity is concerned with industrial dryers such as tumble dryers for the plastics industry. All equipment is developed in-house by the company's own team of design engineers. Assembly on-site is then carried out by contract manufacturers under supervision from OHL Technologies. Many of OHL Technologies products represent the state-of-the-art in a particular field or the limit of what is currently di-



Waste heat recovery facility



Drying reactor – OHL Technologies produces the largest reactors available worldwide

mensionally possible. An example is its 44 m<sup>3</sup> reactor which is the largest available worldwide and is used in PET processing. Smaller reactors are used to dry pharmaceutical products. Elsewhere in the product range are low pressure and high pressure preheaters, turbine condensers, heating condensers, U-pipe and straight tube units, heat exchangers and thermal oil units. The product portfolio has developed over many years as has the company's expertise. "The problems of the company have not been related to its products or the quality of its service but rather a failure to capitalise on opportunities," says Mr. Kienböck. Having come into the company

as a business developer, it has not taken the managing director long to identify the areas where OHL Technologies needs to improve if it is to grow the business over the long term. "We are at the cutting edge of technical improvements, particularly in the waste heat area where the potential applications are as varied as the industries we serve," adds Mr. Kienböck. He is convinced that the key to cracking these markets is raising the company's profile using old-fashioned networking. This is where the new managing director's personal contacts within industry can be exploited. As part of its strategy to raise awareness of both the company and its products

OHL Technologies is looking for opportunities to enter into partnerships with other companies. At the top of the list are new collaborations that will promote the use of its products in renewable energy applications. The company is also raising its own profile by attending trade fairs. "There are a number of up and coming markets virtually on our doorstep in Eastern Europe and Russia as well as booming markets in Asia," says Mr. Kienböck. "This is where we will be focusing our attention as well as looking after our existing customers."

Clients currently include major players from the process industry such as ThyssenKrupp Stahl, chemical companies such as ICI and Trevira, pharmaceutical giants such as Bayer, power station operators and energy companies such as RWE, power engineering companies such as Alstom and ABB, and environmental technology companies. Exports to date have largely been indirect but this is also set to change. The company has already begun to export to clients in Europe and Russia while its indirect exports continue globally. OHL Technologies generated nine million EUR in 2007 and expects to finish 2008 with a result of 17 million EUR. "Our intention is to consolidate at that level in 2009 and then target continued, sustainable growth," says Mr. Kienböck.



### OHL Technologies GmbH

Blumenröder Strasse 3a  
65549 Limburg  
Germany  
Phone: +49 6431 4009-0  
Fax: +49 6431 42582  
info@ohltec.com  
www.ohl-technologies.de