



Newsletter no.3  
May 2001

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Frank Waak - MP Germany

**W**elcome to our **third** MP Filtri Newsletter. Filled with all the latest company updates, new products, new literature, reviews, exhibition reviews, and much, much more ...

# 7 Steps to better fluid handling

**SAVE MONEY!** Extend oil life, decrease equipment deterioration & improve system productivity!

- 1 Pre-filter new oils before using them.** Most new oils are heavily contaminated with dirt & moisture, regardless of how it is packaged. (Bulk or Drums) It must be filtered first through a filtration unit. This single practice alone can reduce contamination significantly.
- 2 Do not insert foreign materials into oils.** Inserting hoses or hose wands into your oils not only allows airborne contamination to enter, but the debris stuck to the hose wands will also enter the oil. This is a messy and unsafe way to transfer oils. Instead, use quick release couplings on your filtration unit hoses. This not only reduces contamination from entering a system, but it is also a faster, cleaner & safer way to access the oil.
- 3 Off-line units can dialysis oils.** Most people only use their filtration units to transfer oils, but they should also be used to clean the oil inside hydraulic reservoirs, gear boxes, turbines and other machinery. This is usually called off-line, kidney loop or dialysis filtration. This is an extremely effective and simple way to reduce contamination. Make up a schedule, keep your filtration unit in circulation on your equipment, in addition to using it for cleaning your new oils, and for transferring oil. A portable filtration unit should be every oil handlers primary tool for their job.
- 4 Make oil handling safer, cleaner & better.** A lot of plants and factories have portable filtration units, but they are rarely used to their full potential, due to lack of basic maintenance. If you provide your oil handlers with safe, clean, easy to use and effective oil handling products, they will use them more. The benefits include more productivity, higher profitability, less labour and part costs, less oil consumption and disposal costs, less injuries and oil spills.
- 5 Use only absolute rated filter elements.** When ordering your filtration unit, request absolute filtration elements. The sole purpose of a filtration unit is to remove as much dirt as possible from the oil. MP Filtri absolute elements are 99.5% efficient, have greater dirt holding capacity and larger effective filtering area than nominal elements. In short, they will last longer, hold more dirt and filter more effectively.
- 6 Once a year, inspect your oil handling equipment.** Check the filter indicators are working. Check the hoses for deterioration. Inspect the seals and connections, making sure that there are no leaks. Check the mechanical structure to ensure it is in good working order and a piece of equipment your oil handlers will want to use.
- 7 Regularly sample your oils.** Periodic and accurate analysis of your oil will indicate how well the machinery is operating. It indicates what may be going wrong before the machine breaks down, resulting in loss of production and therefore high costs. After better oil handling has begun and savings realised, it becomes more apparent that frequent and accurate oil analysis is needed.

**PROACTIVE MAINTENANCE.** By following these seven simple steps to better fluid handling, you will provide longer machinery life, longer productivity and lower operating costs.



See "New product information" pages 2 and 3

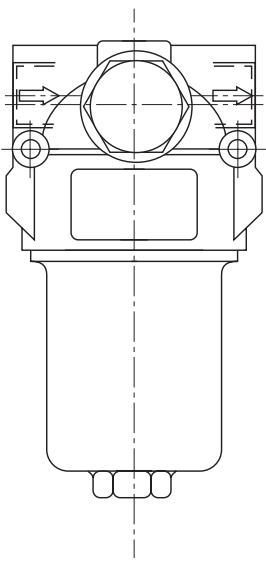


# NEW product

## Re-designed medium pressure filter

# FMPO38

- Re-design of the bypass valve – ensures greater flow / pressure drop capabilities
- Unique flexibility offered with INTERCHANGEABLE Bypass valve & Indicator positioning for specific application requirements
- Overall product now 10.5mm SHORTER, therefore less space required for installation & element change
- Utilises standard HP037 filter element
- Port options available, 1/2" BSP or 1/2" NPT



Bowl length	Dimension H (on FMPO38)
1	147
5	190
2	234

## Design improvement for the MPT Series

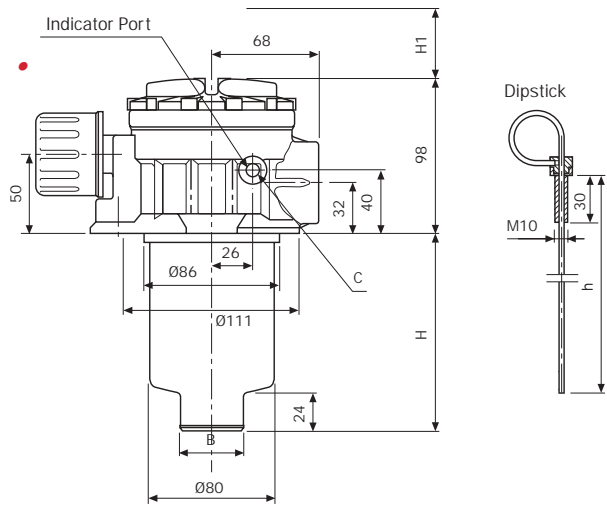
# MPT101

*The MPT101 Series now has enhanced features to add flexibility, performance & cost savings to a product favourite.*

*The space saving MPT101 series is the 3 in 1 product with the versatility of being a return line filter, a filler & breather all in one, and now available with a dipstick option. The MPT series is a cost & space saving unit, which adds value to any finished product.*

*Interchangeable with all leading filter manufacturers.*

*Ideal applications include smooth terrain mobile machinery & small power packs.*



## NEW off-line filtration unit

# GRF070

**SAVE MONEY!** Extend oil life, decrease equipment deterioration & improve system productivity!

*Modified, to meet customer demands, the GRF070 has been designed with the maintenance engineer in mind. Suited for both mobile repair & service applications.*

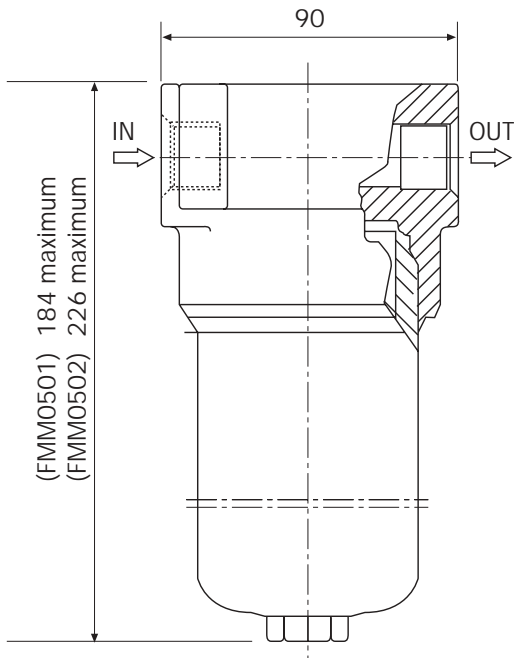
*Ideal applications include pre-filtering & oil transferring, flushing & continuous cleaning of systems.*

## 280 bar Pressure Filter

# FMM050

## New Filter

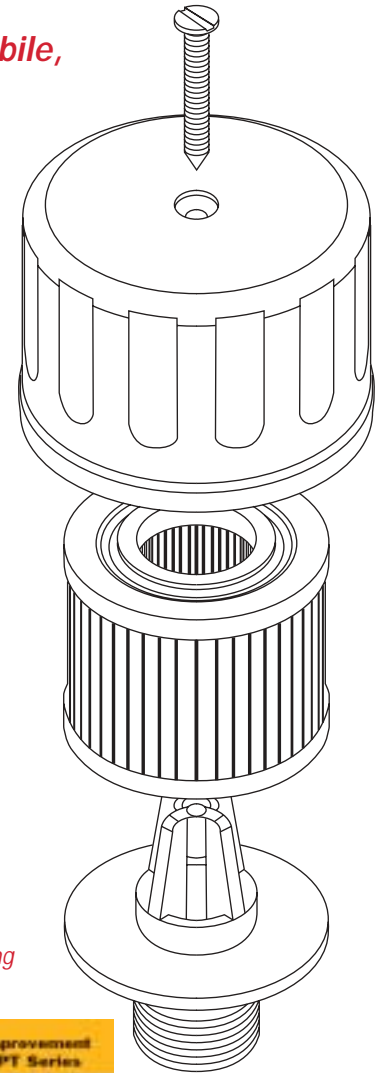
*Specifically designed for agricultural machines, machine tools & transmission applications*



## All-plastic screw-in air breather

# SAP075

*Ideal for small mobile, agricultural & industrial applications*



*For more information, contact MP Filtri for individual Product Marketing Information Sheets*



# Exhibitions



# Bauma, April 2001

**The Bauma event is the biggest in its field worldwide and exhibiting at this show is critical to increase the market awareness of our Group.**

With a stand of 20 m<sup>2</sup> we focused on the LPA<sup>2</sup>, targeting the OEM & service departments, (for warranty control). There was great interest in the LPA<sup>2</sup>,

from not only the home market, but also worldwide including Eastern Block. The exhibition was very well attended, with the main type of enquiries being generated from both Purchasing Managers & Design Engineers.

With the LPA<sup>2</sup> being the main attraction, visitors were naturally drawn towards our comprehensive line of filtration and associated products. Not only the German facility, but also the UK & Italian offices represented MP Filtri.

# Hannover, May 2001

**Hannover Messe is held every 2 years and is the key show for the Fluid Power market. The exhibition is aimed at the worldwide market and this was reflected in both exhibitors and visitors. The show is a reference point for new applications and products, which is why this show is so key to both suppliers and potential customers.**

The MP Filtri stand reflected this, with its prominent position and design. As usual, the LPA<sup>2</sup> generated the primary interest though our new products (as detailed on the previous pages) also created volume enquiries.

Hannover show itself also reflected the dramatic change in the hydraulic industry in the past 3 years – realising that it's not just about selling the product...

We are prepared to respond to customer pressure by offering better delivery times, application orientated products and special customer requirements.

65% of enquiries received were from the home market with 70% of these being new potential customers. All

of which have very specific requirements – which we are sure we can deliver!

## Neil Percival – BFPA.

This was Neil Percival's last official Hannover exhibition as Director of the British Fluid Power Association as he looks forward to his retirement later this year.

His colleagues and friends in the industry surprised Neil with a party and presentation by Herr Wolfgang Pech, Managing Director of Hannover Messe AG on the BFPA stand.

Herr Pech thanked Neil for all his help, support and efforts during the past 3 decades. Neil was delighted and visibly moved by the surprise and said he doubted very much that it was his last Hannover! The MP UK team joins Herr Pech's sentiments and thanks Neil for all his input and advise during our ten-year trade.



# More than just su

## LPA<sup>2</sup> Continuous Monitoring Options

Following a programme of continual product development, MP Filtri has now incorporated a series of Continuous Monitoring Options into its award winning LPA<sup>2</sup> - Laser Particle Analyser.

This latest development allows the operator to select from the following options:

- Option 1** - the LPA<sup>2</sup> will continuously monitor a hydraulic system.
- Option 2** - the LPA<sup>2</sup> will continuously monitor a hydraulic system, and incorporate an automatic flushing cycle during its analysis.
- Option 3** - allows the operator to specify a time interval for monitoring a hydraulic system.
- Option 4** - allows the operator to specify an ISO/ NAS cleanliness code to be achieved. The LPA<sup>2</sup> will now automatically monitor the system until the target standard has been achieved.

Once programmed the LPA<sup>2</sup> will automatically monitor a hydraulic system and present the operator with an indication of the system cleanliness level in the new ISO4406 Standard, or NAS1638 Class, throughout its operation.

## LPA<sup>2</sup> 'View' Monitoring Software

To accompany the LPA<sup>2</sup> - Laser Particle Analyser, we have developed a comprehensive **software monitoring package** that provides full trending facilities for oil analysis reports.

Allowing the user to select fully definable parameters to view oil analysis results, the **LPA<sup>2</sup> View** can produce either a single page document or an extensive 4 page analysis report. The selection of a single page report allows individual components or systems to be classified simply and quickly, whilst the comprehensive 4 page analysis report allows an extensive oil analysis to be undertaken.

Developed to operate upon a Windows based platform LPA<sup>2</sup> View software is a flexible tool aimed towards simplifying oil analysis.



## LPA<sup>2</sup> Bottle Sampling Unit

The analysis of an aerated hydraulic fluid often leads to inconsistent and incorrect reporting of levels of contamination within a fluid. To alleviate the symptoms of aeration, we have redesigned the operation of the **Bottle Sampling Unit** to incorporate a **de-aeration** facility.

The operation of a two-position switch either introduces a vacuum, or generates a pressure within the fluid-sampling chamber. Selection of the vacuum

position allows entrained air within an oil sample to be removed, thereby conditioning the fluid prior to sampling. Altering the position of the switch to the pressure position generates a pressure within the same chamber, passing the oil sample through the LPA<sup>2</sup> Laser Particle Analyser.

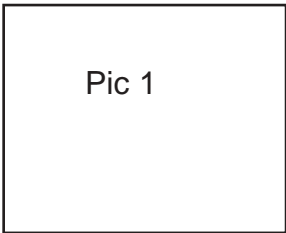


## Some of the MARKET SECTORS we have PENETRATED with their corresponding APPLICATION NEEDS

Sector/Country	Application
OEM, plastic injection moulding machines / Italy	Certification for new machines, service for End User
Manufacturer of cartridge valves / Italy	Contamination control during test, service for End User
Manufacturer of piston pump motor & hydrostatic transmission / Italy	Contamination control during test, service for End User
HEM, tele-handlers / Italy	Cleanliness certification for new machines
HEM, Tractors for various suppliers / Italy	Cleanliness certification for new machines
Producer, Aircraft / Italy	Component cleanliness certification after installation
Producer, lubrication system for energy plant / Italy	Cleanliness certification after lube-system flushing
Distributor / Italy	Service, offering contamination control to the OEM & End user
Flushing Company / Italy	Flushing cleanliness certification
Distributor / France	Contamination control to the OEM & End-user
Distributor / France	Contamination control to the OEM & End-user
Distributor / Ireland	Contamination control to the OEM & End-user
Producer, Cylinder manufacturer / Ireland	Contamination control at point of test, service for End User
Producer, cartridge valves / UK	Contamination control during test
HEM, power packs / UK	Flushing, customer service
OEM, cable systems for marine / UK	Flushing, customer service
OEM, stone crushing equipment / UK	New machinery certification
OEM, Agricultural equipment / USA	New machinery certification
OEM, Trenching equipment / USA	New machinery certification, service
Producer, wind turbines / Denmark	Certification of components & cylinders
Producer, offshore oil equipment / Norway	Certification of equipment
Distributor / Finland	Service to OEM/End User
Training, Fluid Power industry / UK	Contamination analysis in laboratory

# Supplying a product!

**H**ere at MP Filtri, we believe that 'service' is not just about supplying the right goods at the right time – that's our job! We believe that it is more than just supplying a product!.....



Pic 1

**Problem!** Customer has a concern with contamination on initial build  
**Solution!** Just call MP Filtri  
**Application** Tele-handler manufacturer with contamination concerns

**MP Findings ...**

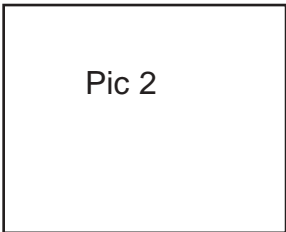
- Nominal filtration used on both build & test
- Utilising the LPA<sup>2</sup> Laser Particle Counter, we found contamination levels on 'new' machines were higher than the component tolerances allowed
- 'New' oil used to fill the hydraulic system was found to have higher contamination levels than component tolerances allowed

**MP Suggests ...**

- Absolute filtration fitted on both machine and test equipment
- Flushing of 'new' oil prior to transferring to the new machine utilising off-line filtration unit
- Regular contamination level checking using the LPA<sup>2</sup> Laser Particle Counter

**Customer Conclusions ...**

- On both test and build, the machine was found to have a significant and substantial improvement of the cleanliness level of oil
- Dealer warranty claims reduced within a short period of time
- Overall service life, reliability & productivity improved immediately
- Changed to MP Filtri A10 - Absolute filtration in both return filtration & test media
- Ordered a LPA<sup>2</sup> Particle Counter!



Pic 2

## 'Total' Contamination Control from MP Filtri

All contamination is controlled by MP Filtri for one Forklift manufacturer based in Northern Italy. By utilising our FMP pressure filter & MPF return filter, the manufacturer is able to protect the proportional valves, which are used to control the load on the down-stroke.

For the forklift user, the most convenient way to control the fork is by using a joystick. Proportional valves are utilised to control this.

Using proportional valves has great advantages as they supply complete agility, flexibility & mobility with a smooth action for controlling the load. The challenge for the forklift manufacturer is finding quality filtration to protect these valves, as they are very sensitive to contamination.

We suggested that for this particular application, the manufacturer fitted A10 - Absolute glass fibre Beta 200 media - 99.5% efficient media ensuring long service life & efficiency as well as complete confidence & peace of mind.



[above]  
FMP - Pressure line filter with A10 - Beta 200 element media fitted



[far left]  
MPF - return line filter with A10 - Beta 200 element media fitted



Cab showing joystick control

## Problem with plastic tanks? No Problem for MP Filtri!

We discovered a customer who manufactures small electric forklift trucks fitted with plastic tanks and tank top filters with plastic bowls. The customer found electrostatic energy occurring on the tank lid.

The problem is that static builds up due to small return line filters having plastic bowls fitted to plastic tanks. The high velocity combined with the cold start conditions causes a static build-up on the tank lid.

### MP Filtri had the solution

MP Filtri has the technology to design a filter bowl containing a new plastic compound formula, which disperses the electrostatic energy and eliminates the problem completely.

Is this a problem that one of your customers is experiencing, or is it something you have experienced yourself? - If so, contact MP Filtri to solve your electrostatic concerns.

**If you have an application query or concern - contact MP Filtri, the Contamination Control Specialists!**

# WELCOME TO NEW MP FILTRI TEAM MEMBERS

## Introduction of Jeffrey Mordas

Jeffrey Mordas joined MP Filtri USA in January 2001 as the Executive Vice President. His most recent positions were with HYDAC in the USA for over 9 years and held several positions with them. The last position was Vice President/Division Manager for the Accumulator Division. His background also includes experience with other multinational companies, such as Mannesmann & Dupont.

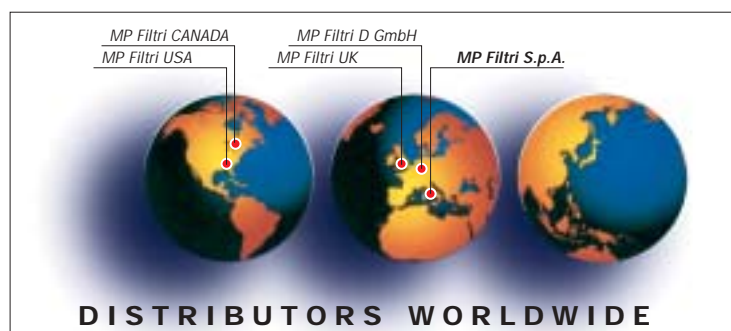
When asked of his feelings on joining MP Filtri he commented 'I am happy to be here and look forward to meeting new and exciting challenges. I am very excited to be a new member of the MP family and look forward to contributing to the future growth of MP products in the USA market.'



Also to join the MP team is *Mr Roberto Sacchi*, financial manager at MP Filtri head office in Milan. Welcome Roberto.

MP Filtri UK welcomes *David Vasquez* as the new Area Sales Manager for the south-west of the UK. David brings with him a wealth of knowledge from a leading competitor and with over 20 years in hydraulic industry a valued asset to the UK team.

MP Filtri GMBH welcomes *Frank Waak*. Frank joined MP Filtri in April as Area Sales Manager. Frank's knowledge of the filtration market is based upon his experiences with Parker UCC as Regional Sales Engineer for the North & East of the Country. Frank is married to Ulrike and has 2 small children. Frank says that he looks forward to his future with the MP Filtri team and intends to increase sales in the OEM & distribution market.



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