

Hiller-US announces Stefan Koppe as new General Manager for American market



Parent company Hiller GmbH of Vilsbiburg, Germany has announced that Stefan Koppe has joined their US based North American group Hiller-US LLC Lampasas, Texas based as its new General Manager. Stefan brings more than 20 years of centrifuge experience from a wide range of applications and market sectors to continue building upon the success Hiller-US LLC has demonstrated since establishing their US based operation.

The new company strategy will be focused on factory direct marketing and support with Hiller-US LLC being the primary contact for end-users, engineers or partners. As General Manager of Hiller-US LLC Stefan will be the primary contact for Hiller-US client's and will work to develop his vision of Hiller's future in the North American market.

"Hiller is a much respected centrifuge manufacturer within the US. In the past years Hiller marketed their decanter centrifuge technology via large and established companies who were responsible for sales and distribution within the US. The large number of references throughout the US has successfully demonstrated the superior reliability and performance of Hiller equipment.

I personally believe in a strong and direct customer support. The essential after-sales services and supply of original Hiller OEM parts must be immediately available and reliable. Our first target is to strengthen our service manpower with additional expertise for pilot testing and process optimisation. The larger team will ensure quicker customer support when help is requested. Hiller Germany will continue remain in stand-by, so customers are ensured high level after-sales support even if the Hiller-US technicians are not available for immediate reaction."

Under Stefan's direction Hiller-US LLC will continue importing the decanter centrifuges manufactured in Germany completing all electrical and mechanical engineering locally. Project management, engineering, system assembly and testing will be based in the US guaranteeing customer's factory direct contact and support from purchase through delivery and commissioning. Stefan will also place added focus on supplying complete customized skid mounted centrifuge packages featuring pre-mounted, piped, and wired controls and system components for added customer convenience and system optimization.

Hiller Germany is confident Stefan can implement his vision for the company given his previous hands on field experience and ability to establish strong customer relationships. Stefan began his centrifuge experience as a service technician in France employed by an independent workshop responsible for the service of KHD centrifuges where he was responsible for installations, start-ups and repairs of KHD units. He then went to Hiller Germany in 1999, where

he started his international sales activities as the assistant to the General Manager actively supporting international sales, organisational issues and trade shows.

After leaving Hiller, Stefan worked for Eagle Burgmann Mechanical Seals for several years before returning to the centrifuge industry working for another well-known German centrifuge manufacturer. He led their industrial mineral oil division developing the company's international presence in the US, Russia, Europe, China and Africa. His global sales activities and expertise was focused on industrial applications for waste oil slops, tar, mining, steel and oily waste water.

As a 3-phase centrifuge specialist, Stefan sold equipment into many different and very specific applications where special centrifuge designs were developed and implemented to achieve reliable results. He assisted in the design of these complete processing systems working within the engineering group to develop compact skid units and complete containerised processing lines designed for specific individual site conditions and project requirements. These complete systems were procured, pre-assembled and test in Germany before being exported to site where experienced technicians and process experts completed the set-up, commissioning and training of the local operators. Stefan has worked with many recognized companies such as BP, Saudi Aramco, KBR, Fluor Daniel and BHP.

Throughout Stefan's career he always maintained a friendship with his former Hiller colleagues and was very excited to be offered an opportunity to re-join the company and lead its US based group. Stefan and his family recently moved to the US and he is now settled and anxious to begin implementing his vision for the future of Hiller-US LLC.