


# EXPLORATION + PROCESSING

WWW.EXPLORATION-PROCESSING.COM ■ JANUARY/FEBRUARY 2008

SPECIAL SECTION  
*Midstream*  
**SECTOR**  
PAGES 13 - 63



Bantrel Co. provides  
quality as it grows with  
the oil sands demand.

BANTREL CO., PAGE 141

**Plus:**  
The latest energy  
bill will boost ethanol  
production through 2022.

PAGE 4

Software helps miners  
track performance.

PAGE 6





Headquartered in East Hills, N.Y., Pall Corp. is "the largest and most diverse purification and separations corporation in the world," Greg Heilbrunn says.

# HEAD OF THE CLASS

FILTRATION TECHNOLOGY FIRM PALL CORP. STRESSES NEW TECHNOLOGY DEVELOPMENT AS THE KEY TO THE COMPANY'S LONGEVITY.

Innovation has been the driving force at Pall Corp. since its inception in 1946, and the company says that will continue to be the case when moving forward. The company's origins are rooted in the development of a filter technology based on sintered powder metal, invented by founder Dr. David B. Pall and originally proposed for the Manhattan Project.

This technology was first used commercially to protect critical hydraulic controls in aircraft. Today, Pall has expanded its product offerings to include not only metal, but also polymeric and ceramic-based materials that have found uses in thousands of applications.

Pall is "the largest and most diverse purification and separations corporation in the world," according to Greg Heilbrunn, Senior Vice President of global marketing.

Pall currently has facilities in more than 32 countries and serves two main sectors: industrial and life sciences. Within the industrial category, Pall Corp. provides filtration and separations products for oil and natural gas production, oil refining, gas processing, chemical production and polymer processing, to name a few.

The one area in which all of Pall's products in these sectors are similar, however, is in the level of technical innovation and application expertise the company brings to them.

## COMPANY PROFILE

Pall Corp.

[www.pall.com](http://www.pall.com)

Annual sales: \$2.2 billion

Headquarters: East Hills, N.Y.

Employees: 11,000

Service: Filtration, separations and purification

Greg Heilbrunn: "Pall's success can be attributed to our scientific knowledge and expertise in understanding customers' needs."



Pall Corp. provides an array of technology and services, and offers "scientific knowledge and expertise in understanding customers' needs, applications and processes," Greg Heilbrunn says.

### Brain Power

Pall stands apart in the filtration industry because it provides the broadest array of technology and service solutions, Heilbrunn says. The reason it has this position is because of the knowledge backing up the company. "Pall's success can be attributed to our scientific knowledge and expertise in understanding customers' needs, applications and processes," he adds.

"For example, we've optimized the surface area of a standard filter cartridge by constructing it with wave-shaped pleats and packaged it into various configurations producing an environmentally friendly, 100 percent incinerable product."

The product, called the Pall Ultipleat® High Flow Filter, provides a greatly increased stream life with superior separation characteristics, and is one of hundreds of patented products developed by and exclusive to Pall. The company credits its superior know-how to its scientific and laboratory services group, which is comprised of scientists and engineers across multiple disciplines at Pall's locations around the world. Coupled with experienced process engineers

in the field, this team works closely with customers, process designers and licensors to develop new technologies and new products for the market.

### Changing Needs

The energy industry is changing rapidly, and Pall Corp. is tackling the daunting task of preparing itself and its products for a world where more environmentally friendly energy sources are the norm. "Alternative energy and the environment present huge challenges," Senior Vice President Steve Justus says. "We're developing variations on our standard technology for use in emerging energy fields." Oil sands, liquid-to-liquid and gas-to-liquid are all areas where Pall has already developed products or is in the process of developing them. The company is also developing products for use in alternative energy generation. "We're working in wind, bio-fuels, geothermal, solar, and coal technologies," Justus says.

Developing products for these new areas presents additional problems, but Pall is up to the challenge, according to Dr. Thomas Wines, Senior Marketing Manager. In the case of oil sands, Pall solves the problem of separating crude oil and tar sand from water. Wines says the company's Lucid™ Separator excels at this process and does not require the replacement of disposable elements or the use of chemical additives.

Pall is also being faced with changes in its customers' requirements. "All of the industry segments that we work with are faced with new and evolving operating problems, as well as changes in regulations and the way they do business," Justus says. "Refiners and petrochemical customers are looking for new feed-stock sources, and they tend to be dirtier sources that require more processing."

Refining units initially designed for one source are encountering numerous or cascading problems, when they switch to multiple often dirtier sources, Justus says, but Pall Corp. has been working with them to optimize those existing units.

### Leading The Way

By working with customers to develop total solutions to their process challenges, Pall is situated to lead the filtration industry into the future.

Wines says the company is advancing the state of separation technology in many ways, including increasing surface area, creating new membranes, and combining filtration with catalysts to make reactive filters. "I can clearly see that the future of filtration is more than separations," he says. "If you look at Pall's target markets, the opportunity is roughly \$35 billion altogether." Heilbrunn adds: "Pall is well positioned to meet [future challenges]." ■







## Pall Corporation

### United States

25 Harbor Park Drive  
Port Washington, New York 11050

+1 888 873 7255 (toll free in the U.S. only)  
+1 516 484 3600 phone  
+1 516 484 0364 fax  
fuelsandchemicals@pall.com

### United Kingdom

Europa House, Havant Street  
Portsmouth PO1 3PD

+44 (0) 23 9230 2357 phone  
+44 (0) 23 9230 2509 fax


**Filtration. Separation. Solution.<sup>SM</sup>**

**Visit us on the Web at [www.pall.com](http://www.pall.com)**

---

**Pall Corporation has offices and plants throughout the world in locations including:** Argentina, Australia, Austria, Belgium, Brazil, Canada, China, France, Germany, India, Indonesia, Ireland, Italy, Japan, Korea, Malaysia, Mexico, the Netherlands, New Zealand, Norway, Poland, Puerto Rico, Russia, Singapore, South Africa, Spain, Sweden, Switzerland, Taiwan, Thailand, United Arab Emirates, United Kingdom, United States, and Venezuela. Distributors are located in all major industrial areas of the world.

---

© Copyright 2008, Pall Corporation. Pall, , Lucid, and Ultiplex are trademarks of Pall Corporation. ® Indicates a Pall trademark registered in the USA. **Filtration. Separation. Solution.<sup>SM</sup>** and Total Fluid Management are service marks of Pall Corporation.

EPM108