

# How Centrisys Earned Frost & Sullivan Entrepreneurial Company of the Year Award

## Global research organization Frost & Sullivan studies companies across the world that demonstrate best-in-class leadership and innovation.

Based on this extensive, independent best-practices research, Frost & Sullivan honored Centrisys Corporation as the 2013 North American Entrepreneurial Company of the Year in Industrial and Municipal Dewatering. Here's a look at the criteria and rationale behind this award.

### Growth Strategy Excellence

Frost & Sullivan noted that Centrisys has continued to achieve growth even during the economic downturn.

- **Providing interim solutions** – The company is providing municipal markets with efficient, mobile dewatering units that can help adapt to changing needs. Centrisys also has a maintenance department that repairs all centrifuges regardless of the brand, which establishes the company as an important specialist for dewatering and centrifugal systems.
- **Staying close to customers** – Centrisys is the only decanter centrifugal system manufacturer in the USA for municipal wastewater. Its location and focus on using American-made parts has created cost savings for municipalities and industrial end users by eliminating steep transportation costs. All necessary maintenance parts are available in the United States, allowing clients to save money on maintenance and repair with quick access to replacement parts and repair work.
- **Meeting regional requirements** – Centrisys has a network of regional sales reps that focus on key states likely to retrofit and replace existing systems, demonstrating the company's ability to customize centrifugal systems to meet regional requirements. This network has enabled the company to develop national brand recognition that has been applied to overseas markets for continued growth.

Three case studies demonstrate the growth and emergence of Centrisys to compete with international biosolids treatment companies:

### 1 Kenosha Wastewater Treatment Facility, Wisconsin

This installation is the company's benchmark. The centrifuges have saved the facility an approximate \$8,000 to \$12,000 per week.

### 2 Hernando County, Florida

With six small, dispersed facilities, the county has partnered with Centrisys on long-term strategic development plans through 2025, using mobile dewatering units as an interim, cost-saving solution.

### 3 Jasper Wastewater Treatment Plant, Florida

A pilot demonstration showcased the beneficial cost savings for the facility. Virtually all odors were eliminated, there was 99 percent capture of all biosolids and potential cost savings for trucking were about \$100,000 – with a payback within five years.



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### Growth Implementation Excellence

Since earning its first new-system contract for the design and manufacture of three centrifuges in Honolulu, Hawaii, in 1989, Centrisys has continued to expand its processes for a variety of industries including municipal and industrial wastewater clients, meat and poultry facilities, and chemical and refining operations.

### Degree of Innovation with Products and Technologies

Centrisys continues to develop new technologies. The most recent development, a two- or three-phase ISO-certified decanter centrifuge system, enables lower horsepower consumption at higher levels of torque. Centrisys continues to focus on centrifuge innovation to produce a variety of new advantages:

- **Decreasing installation and operating costs** – The system can be set up in 1 to 4 hours, compared to competitive systems that can take up to a whole business day. Less visual observation is required, creating a more user-friendly system with little operator error.
- **Reducing maintenance** – Lengthening equipment life to anywhere from 8,000 to 15,000 hours by using sintered tungsten carbide (STC) sprayed conveyor tips and between 15,000 and 40,000 hours by using STC tiles.
- **Increasing volumes** – By understanding the type of sludge characteristics and characterizing optimum parameters, Centrisys continues to maximize performance for customers.

Centrisys has also introduced a new class of centrifugal separators – the THK Thickening System – using patented Hydraulic Assist Technology to discharge thickened sludge more efficiently and replacing the need for additional units. Discover more about the THK innovation.

### Leadership in Customer Value

With two adjacent facilities including a repair and service facility and a new-production facility at its headquarters in Kenosha, Wis., Centrisys ensures that manufacturing and repair work is done using locally sourced parts. Located in the

Chicago-Milwaukee industrial corridor, the company has access to some of the leading suppliers and parts for its centrifugal systems to enhance its design, manufacturing capabilities and service operations.

Centrisys provides value to clients through their use of 3-D modeling with finite analysis to validate design specifications for each facility, as well as laboratory testing in their two Kenosha facilities. In addition, with repair and service facilities in Stockton, Calif., and Talfang, Germany, Centrisys is available to provide value to clients all around the world.

### Speed of Response to Market Needs

Since the company's emergence in 1987, their corporate headquarters has expanded four times to keep up with biosolids market requirements. A growing demand for high-grade centrifuges and steady, consistent revenue growth has enabled the company to evolve into a full-scale manufacturer. Now, with 1,600 centrifuges installed around the world, Centrisys has grown into an industry leader.

### Conclusion

Despite a competitive market, Centrisys has successfully emerged as the only U.S.-made centrifuge manufacturer to offer mobile centrifugal platform technology for municipal wastewater applications. By developing key growth strategies and partnerships in select municipal and industrial markets, the company has developed a game-changing solution for the dewatering market. Centrisys has set the performance benchmark and continued to demonstrate an entrepreneurial spirit to compete with and often surpass the leading international providers. Frost & Sullivan is proud to present Centrisys with the 2013 Entrepreneurial Company of the Year Award.