



SIEMENS

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# Siemens Milltronics Process Instruments

Answers for industry.



# Our Values

## Responsible

Committed to ethical and responsible actions.

## Excellent

Achieving high performance and excellent results.

## Innovative

Being innovative to create sustainable value.

# Our Vision

A world of proven talent, delivering breakthrough innovations, giving our customers a unique competitive edge, enabling societies to master their most vital challenges and creating sustainable value.

## View from the top



“Our vision at Siemens Milltronics is to become the most respected and successful process instrumentation company worldwide.”

Andrew Blazey, General Manager; René Wangen, Senior Director, Finance and Controlling; Alan Browne, Senior Director, Operations; and Steve Woodward, Vice President, Technology

Siemens values guide us in everything we do. For us, responsibility means managing the company on the basis of the highest ethical standards and practices. A keen sense of responsibility pervades all levels of our corporate culture. Our employees contribute to the development and welfare of our community.

**At Siemens Milltronics, we are committed to the highest performance with the highest ethics.**

The ideas and solutions of our innovators play a vital role in our success. By upholding our responsibilities, we're creating lasting value for our shareholders and customers while providing answers to the toughest questions of our time.

Siemens Milltronics Process Instruments (SMPI), a global leader in high technology process instrumentation, is located in Peterborough, Ontario, Canada.

Established in 1954, SMPI currently employs more than 330 people in Peterborough. Highly qualified engineers and dedicated staff in research and development, marketing, administration, and manufacturing all work to ensure that SMPI continues to be a leader in process instrumentation.

Siemens Milltronics is part of the Industry Sector of Siemens AG, a global powerhouse in electronics and electrical engineering, operating in industry, energy, and healthcare sectors.

Worldwide Siemens employs 427,000, all working to develop and manufacture products, design and install complex systems and projects, and tailor a wide range of solutions for customer requirements.

SMPI Executive Committee

# Strengthening customers' competitiveness

For over 160 years, Siemens worldwide has stood for technical excellence, innovation, quality, and reliability with an international focus. In 190 countries, we're giving customers a competitive edge by supporting them with innovative technologies and comprehensive knowledge.

## Who we are

Siemens Milltronics Process Instruments (SMPI), part of Siemens Canada Limited, designs and manufactures sophisticated measurement instruments for the process industries. Products are used in a wide variety of applications for water distribution and wastewater treatment, aggregate and cement plants, mining, chemical processing, manufacturing, food processing and milling, as well as in dry bulk storage. SMPI, a world leader in level measurement, offers a complete product range including ultrasonics, radar, capacitance, electro-mechanical, and guided wave radar. As well, SMPI offers a full line of continuous weighing equipment. Belt scales, weighfeeders, flowmeters, and process protection devices are used to weigh and monitor flow of various bulk solids materials such as aggregates, coal, grain, or powders.

**SMPI Quality Policy – Siemens employees produce quality products providing optimal customer satisfaction, while ensuring all regulatory requirements are met.**

## Solving customer challenges

Solving customer challenges is the driving force for innovation at SMPI, and our track record for innovation goes back to the company's beginnings. We focus our efforts on increasing our customers' productivity. SMPI has established itself as the world leader in ultrasonics. The award winning 'Probe' was the first instrument of its kind to combine electronics and sensor in one enclosure. SMPI was the first to introduce breakthrough radar instruments for solids measurement. And it doesn't stop there. The research and development efforts continue full speed to bring leading edge instrumentation products into the global market. The capacity for innovation is based on a solid commitment to ongoing research and development. The company employs more than 70 engineers, designers, and technicians in research and product development.

## Strong environmental management

Siemens Milltronics takes its commitment to environmental performance seriously. The company was recently selected as one of three "Best Performing Sites" within the Siemens global environmental program. The program acknowledges outstanding achievements in industrial environmental protection. Since 2007, SMPI's Environmental Management System of responsible stewardship has continually focused on minimizing waste, reducing energy costs, and proper disposal of hazardous waste. SMPI partnered with Siemens Building Technologies to develop a building management system that has resulted in significant energy savings and a reduction in CO<sub>2</sub> emissions by approximately 721 tons. Siemens Milltronics has also seen remarkable improvements in waste minimization efforts with its waste diversion rate now at 71%, a 10% improvement from two years ago. We are committed to implementing the Restriction of Hazardous Substances Directive (RoHS) which eliminates certain hazardous substances in the manufacturing of electrical and electronics equipment contributing to the protection of human health and the environment. All these improvements would not have been possible without the involvement and commitment of all employees and tangible support from the management team.



# Product portfolio

## Level – intelligence and reliability

Siemens developed the signal processing technology for level instruments based on the experience of over a million instruments in industrial applications making our instruments exceptionally intelligent and reliable. Each of our level technologies – ultrasonic, radar, capacitance, and guided wave radar – sets the standard for processing raw data in accurate and reliable level readings. Whether you are measuring liquids, slurries or bulk solids, Siemens provides the ideal level measuring instruments for every application. Our level measurement devices are best-in-class in their respective disciplines for water, cement, mining, chemical, petrochemical, food, beverage, pharmaceutical, and other industries. With Sonic Intelligence® and Process Intelligence, our customers not only get cost-effective continuous level measurement, they get peace of mind.

## Weighing – world class performance

Siemens offers solutions featuring absolute reliability and maximum precision for the processing of bulk materials in the primary industries, recipe processing of chemicals or pharmaceutical products, or food packaging. In the field of process automation, we offer an extensive range of weighing products. In today's competitive environment, reliable, accurate, and dependable weighing and feeding equipment helps your profitability. Whatever the application, we offer field-proven conveyor belt scales, weighfeeders, solids flowmeters, and integrators. Standard and custom models are available to suit your requirements.

## Electronics contract manufacturing

Siemens Milltronics specializes in low- to medium-volume electronics contract manufacturing (ECM). We offer complete supply chain expertise, traceability and in-circuit and functional testing. As part of the Siemens global network, SMPI is able to leverage existing Siemens contracts for world-class pricing. Each manufacturing phase is monitored and managed by highly qualified professionals and our facility is ISO approved. As Siemens North American center of competence for printed circuit board assembly, we offer a commitment to quality and industry specific knowledge.

# World-class manufacturing...

## High tech in cottage country

In the midst of the picturesque Kawartha Lakes region exists a world leader in high technology level and weighing instrumentation. The Siemens Milltronics production facility encompasses a 183,000 square-foot manufacturing and office complex in southeast Peterborough (near Toronto, Canada) with convenient access to major transportation routes. The city's stable workforce provides an employee turnover rate of three to four percent, compared to larger municipalities that suffer turnovers of 10 to 12 percent. Peterborough's Trent University and Sir Sandford Fleming College provide skilled technicians and technologists, and Eastern Ontario provides an excellent quality of life. At the same time, Peterborough is advantageously close to some major markets, such as Toronto and Montreal.

## Continuous improvement

SMPI continually invests in its manufacturing facility and factory floor automation. The facility is registered to ISO 9001:2008 quality standards and ISO 14001:2004 environmental management system certification. The factory's innovative production methods include lean manufacturing processes. The process-driven shop floor employs cross-functional teams to build products with improved quality and reduced cycle time. More than 90% of the products produced in Peterborough are exported to countries around the world. Innovation is apparent in the improved ways in which we deliver solutions, work with our partners, and serve our customers. As the production of electronic components becomes more precise, our manufacturing investments increase our capability to build complex products and circuit boards. Our overall commitment to quality, zero defects, and continuous improvement is paramount with these investments.

## Factory certified training

Our on-site Learning Center offers courses to meet instrumentation training needs. The Learning Center also provides Ontario and British Columbia government-approved courses for water/wastewater operators in support of the water and wastewater operator licensing program. Our instructors are experienced application engineers and support specialists with extensive knowledge. The state-of-the-art facility offers a unique training experience that combines theory with practical hands-on applications. Participants use field instruments and troubleshoot real-world problems, while the small class size allows for individual attention. All of our courses have been designed by accomplished product and market experts with a combination of technical knowledge and field experience.



# ... world-class people

## Excellence in people

The success of a company lies in the sum of the successes of its employees. Our outstanding, innovative employees are one of our greatest assets. Their commitment, ideas, and perseverance are what makes SMPI the company that it is today. SMPI gives all employees the opportunity to develop themselves. At SMPI, people excellence stands for a corporate culture in which all individuals strive for peak performance, know their goals precisely, and are enabled to contribute their potential to the fullest. By listening to our employees through annual surveys, town-hall meetings, and focus groups, we respond to our employees' needs. Our human resources policies are geared to attracting, assessing, and developing our workforce. Our business success depends on the energy, enthusiasm, and motivation of our people.

At SMPI, employees benefit from excellent on-site facilities, a strong safety program, flex-time, employee assistance program, employee centered policies, and a proactive wellness program that promotes and supports a healthy lifestyle. Employee recognition programs reward employees for extra effort and outstanding work and allow employees at all levels to recognize each other. Our 3i program, which focuses on ideas, innovations and initiatives, rewards employees for business improvement solutions. Through the Siemens Leadership Forum, we provide quality training, connect with business leaders and share insights on organizational challenges. This forum allows us to develop human capital and nurture a passion for leadership locally.

## Making a difference

Siemens Milltronics believes strongly in corporate social responsibility and community involvement. We believe in giving something back to the community. We do this on a continuing basis in many different ways with donations, products, and expertise. SMPI is a strong supporter of the Peterborough Regional Health Centre as well as the Peterborough and District United Way. SMPI and its employees are also strong supporters of worthwhile causes such as the Salvation Army Toy Drive, Great Strides Walk for Cystic Fibrosis, Big Bike Ride for Heart and Stroke, Peterborough YWCA capital campaign, and many others.

SMPI values partnerships and recently hosted a Supplier Day with the theme of "Committed to Innovation and Excellence." This unique event recognized the support and cooperation of our supplier base. By maintaining an open dialogue with suppliers and customers we are committed to business excellence.



## Get more information

[www.siemens.com/peterborough](http://www.siemens.com/peterborough)

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