

World

Klinger News

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KLINGER UK spreads its wings KLINGER Limited, United Kingdom

By investing in the latest cutting-edge manufacturing equipment and creating a dedicated manufacturing facility, KLINGER UK is expanding its aerospace operations.



KLINGER spreads its wings
continued...

Introducing KLINGER UK Aerospace

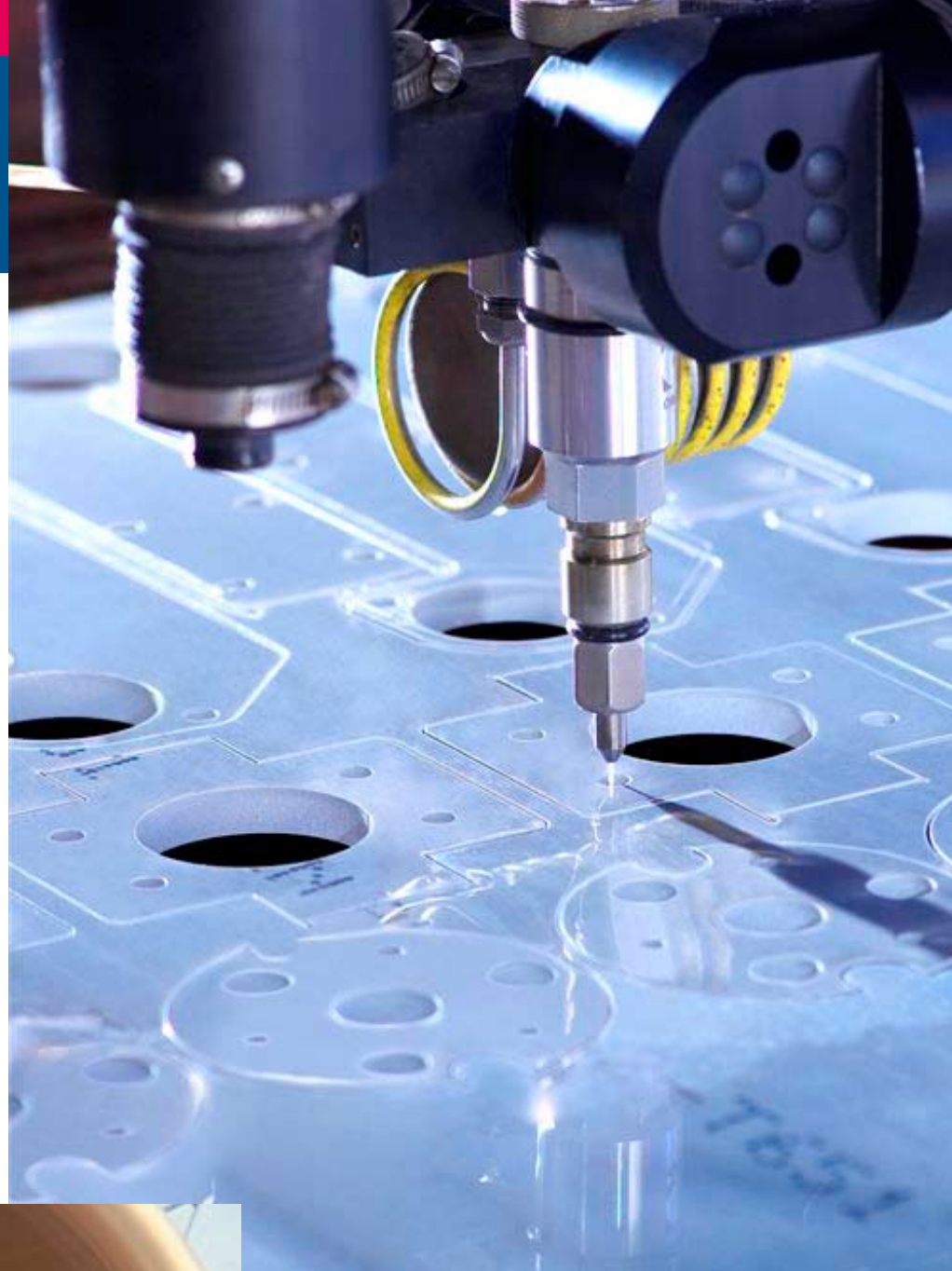
Renowned throughout the world as the market-leading manufacturer of static seals for all industry sectors, the prominence of the KLINGER Group of Independent Companies has been achieved through a process of constant improvement and innovation combined with an ethos for quality and top-class service to all customers. Continuing with this philosophy, KLINGER UK is expanding its presence within the dynamic and high-tech aerospace industry.

The United Kingdom has a well-established aerospace and defence industry with an annual turnover of nearly £20 billion and over 120,000 employees. It is the biggest in Europe, and globally second only to the United States. So with the UK as home to some of the industry's key players, and with an eye on the ever expanding Maintenance, Repair and Overhaul (MRO) market, the objective

at KLINGER UK is to strengthen its position as a distinguished supplier.

For any supplier to the aerospace industry, it goes without saying that product quality is paramount. KLINGER UK has been manufacturing aerospace sealing products for over fifteen years, and has also been awarded product quality approval certificates from Rolls-Royce and BAE systems. What's more, the company has attained and currently implements the EN 9100:2003 quality management system – an aerospace standard that incorporates supplementary government, industry and regulatory requirements in line with the ISO 9001:2008 system.

With the sector dependent on the very latest technology, KLINGER UK has recently invested in state-of-the-art manufacturing equipment in order to remain at the cutting-edge and expand its customer base with a broadened product range.



The new aerospace equipment includes:

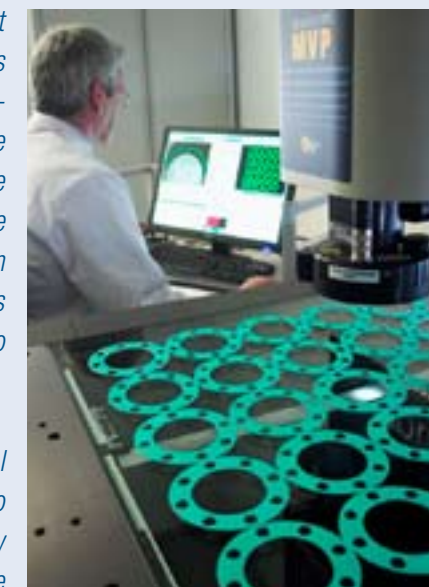
Two high-precision waterjet profile cutting machines that cut both metallic and non-metallic components. Product quality is enhanced through the incorporation of software-controlled waterjet tilting technology enabling the manufacture of taper-free components. In other words, the kerf angle normally associated with waterjet profiling is moved into the scrap zone, producing 90 degree cut edges. Furthermore, the use of waterjet profiling does not produce Heat Affected Zones (HAZ) or structural material changes in the cut edge, and is also distortion-free.

An advanced knife-cutting facility that features a robust CNC machine and uses drag or oscillation knife cutting techniques combined with automatic hole punching for the precision manufacture of gaskets from sheet material. The equipment benefits from flexible vacuum control to locate the sheeting, plus optical projection of the cutting plans to create the highest quality products.

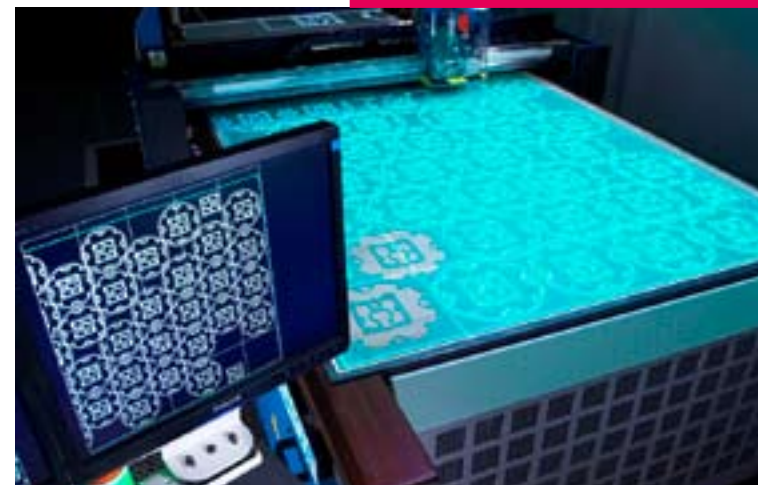
A sophisticated non-contact optical measuring microscope featuring video capture technology to exceed the quality assurance demands of the industry. The non-contact measuring method provides control of measure points and avoids the distortion of surfaces caused by contact, thus retaining integrity and eliminating subjectivity. Where applicable, First Article Inspection Reports (FAIRs) can be generated automatically, reducing the extensive administration associated with the compilation of such reports.

All equipment is now installed and operational in the new aerospace manufacturing facility at KLINGER Bradford UK, where customers and delegates are invited to experience the exciting processes and quality control stages associated with the production of aerospace grade gaskets.

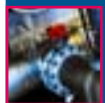
KLINGER UK looks forward to exhibiting all products and manufacturing capabilities at the prestigious Farnborough International Airshow 2010. Staged between 19 and 25 July, this biennial aviation event is one of the world's most iconic, and also an ideal opportunity to meet and engage with potential new clients. So the UK team is expecting business to take off. ■



State-of-the art aerospace equipment operational in the new aerospace manufacturing facility in KLINGER Bradford UK



to
Commitment
Excellence



An acquisition with important synergies

KLINGER SCHÖNEBERG GmbH, Germany



New company, new opportunities

Rich. KLINGER S.A.A.C.I.yF., Argentina

On 1 January 2010, CONVEY FLOW CONTROL GmbH, based in Döttingen-Brettorf, Germany, became a new member of the Group of Independent KLINGER Companies. The venture will see full integration of the company's business activities into KLINGER SCHÖNEBERG GmbH.

CONVEYFLOWCONTROL GmbH manufactures high-performance double eccentric butterfly valves for industrial applications and possesses a high level of technical know-how based on years of experience in the sector.

Expansion of the existing KLINGER SCHÖNEBERG valve program by high-performance butterfly valves will fill a substantial gap in the product portfolio, particularly in the field of quarter turn valves.

Standard CONVEY FLOW CONTROL valves are available as wafer type, lug type and double flanged, in sizes ranging from DN 50 to DN 1400, both metal and soft seated. Special designs are available on request.

Operating temperatures are between -196 °C up to + 800 °C, while a wide selection of construction materials – carbon and stainless steel, duplex, titanium and bronze, etc. – ensures a broad product portfolio that covers many different application areas. These include LNG and LPG systems, refineries, petrochemical plants, tank farms, power generation and district heating stations, geothermal systems, off-shore plant, pulp and paper, chemicals production, plus cryogenics and technical gas production.

CONVEYFLOWCONTROL's is now working on a fourth-generation metallic valve – a numerical-eccentric butterfly valve that brings key customer benefits compared with current triple-eccentric butterfly valves. ■



Acquired by Rich. KLINGER S.A.A.C.I.yF. Argentina in September 2009, ELDI S.A. Argentina is a manufacturer and service provider in the area of fuel injection components and accessories for general industry, road haulage trucks, railway locomotives and marine applications. The company is headed by a two-man team comprising Enrique Willers and Claudio Pacheco, who was formerly with Crane ChemPharma and Crane Energy. They can each look back on more than 20 years of knowledge and experience in valve and process control, for applications across a broad range of industries.

The acquisition of ELDI S.A. with head office/warehouse facilities in Villa Ballester, Buenos Aires, was coupled with the decision to retain valve automation and repair services as the core business while centering the primary offering around valves and actuators manufactured by Xomox, Saunders, and Pacific.

Growth at ELDI has been quite remarkable, with expansion being driven by a year-on-year increase in sales. During the

past four years, ELDI has made great strides in the sale of plug, butterfly and ball valves (lined and non-lined), as well as the Pacific Wedgeplug for fluid catalytic cracking units (FCCUs) and delayed coking units (DCUs). Another reason behind the new company's sustained growth is becoming established as a one-stop-shop for valves and equipment, and also as an automation and service centre. Major successes have been achieved in the chemical, petrochemical and refining markets, and the company is now set to expand its range of high-purity products, offering them as a total package for integration alongside the Saunders aseptic diaphragm valve (ADV). ELDI can attribute several projects to the hard work and dedication of its employees.

To meet the challenges of the future, the focus at ELDI will be on promoting repair and automation services and developing the MRO business. ■

From L to R: Enrique Willers (Founder's Son), Alberto Pinter (Managing Director), Claudio Pacheco (Sales Manager), Omar Lardit (Technical Manager)





Ballostar - simply the best

KLINGER Fluid Control GmbH, Austria



So far, ENERTHERM has installed only BALLOSTAR on the heating network. The first BALLOSTAR KHSVI was commissioned in 1997, and in 2007 eight KHSVI DN 600 were installed on a 1.8 kilometre pipe section connecting the new and the existing boiler plants. Now, ENERTHERM has chosen the BALLOSTAR KHSVI DN 400 for installation on the cold network, which uses glycol water at 10 bar and -15 °C. For this particular application, ENERTHERM required perfect tightness in the line, and thanks to its excellent performance history, naturally selected BALLOSTAR on the heating network – a success story that will increase the

District-heating company ENERTHERM, which has concessions for the Paris-La Défense business centre and neighbouring cities of Courbevoie, Nanterre and Puteau, serves various customers from 280 sub-stations along a 21 kilometre heating network and 14 kilometre cooling network.

chances of installing BALLOSTAR on the cooling network and also help KLINGER Fluid Control obtain orders from CLIMESPACE, the Paris region's other cooling network. With more than 70 kilometres of pipe, CLIMESPACE operates the largest cooling network in Europe. ■

Key ENERTHERM Data:

- Power (heat):
2 × 180 MW
- Power (cold):
108 MW + 24 MW (power plants)
+ ice storage 240 MWh;
max. flow 9000 m³/h
- Network length:
21 km (heat) and 14 km (cold)
- Number of sub-stations:
280



Moscow International Energy Forum

KLINGER Dichtungstechnik GmbH & CoKG, Austria

The forum staged between 7 – 10 April 2010 at the Manege Central Exhibition Hall in Moscow, opened with a plenary discussion on the theme “World energy, post crisis phase: new goals with the new regulation system”.

A large number of industry professionals also took the opportunity to visit the ILMA LLC stand at the 5th exhibition “Russian fuel and energy complex in the XXI century”, which was staged within the CEH Manege complex and timed to coincide with the forum. ILMA LLC is KLINGER Dichtungstechnik's Russian agent and exclusive strategic partner, and showcased the entire KLINGER Dichtungstechnik product range including KLINGER® Quantum, KLINGERSIL®, and KLINGER® top-chem. ■

The forum, which is supported by the State Duma, the Council of the Federal Assembly of the Russian Federation, the Ministry of Energy and the Ministry of Foreign Affairs, also included a discussion of the main reports issued by the Russian government, the International Energy Agency, and the EU commission.



7 April 2010. The St. Petersburg Conference Hall at the Lancaster Court Hotel during the KLINGER Dichtungstechnik presentation. From L to R: Alexander Epishov (General Manager ILMA LLC), Reinhard Rödel (Managing Director KLINGER Dichtungstechnik GmbH & CoKG), Hans Forstner (Sales Manager KLINGER Dichtungstechnik GmbH & CoKG) and Lena Mikhailova (Translator).

ILMA express

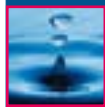
ILMA LLC has now established its “ILMA express” industrial sealing service centre in St. Petersburg, which marks a new phase in the development of the strategic partnership between ILMA LLC and KLINGER Dichtungstechnik. This is the first industrial sealing centre in northwest Russia, and will present customers with unique opportunities.

A seminar held on 7 April 2010 in St. Petersburg's Lancaster Court Hotel was attended by industry and power enterprise experts, mainly from northwest Russia, and also by representatives of

the Russian Federal Service for Ecological, Technical and Atomic Supervision, along with committees from St. Petersburg City Administration. ■

9 April 2010. KLINGER Dichtungstechnik Sales Manager Hans Forstner during his presentation to the International Conference at the Moscow International Energy Forum.





A new aqueduct in Patagonia

Rich. KLINGER S.A.A.C.I.yF., Argentina

TECNOFLOW, Rich. KLINGER Argentina's Water and Sewage Division, has recently supplied control valves for the 9.7-kilometre aqueduct system that brings water from the city of Comodoro Rivadavia to the coastal city of Rada Tilly (population of 6,500) in Chubut Province, Argentina.



Rada Tilly – Patagonia

With a design flow of 1,300 m³/h and using state-of-the-art GRP (Glass Reinforced Plastic) pipe material of DN 450 mm, a reduction in line pressure was required at certain points along the aqueduct due to the area's hilly terrain.

Working alongside the government's hydraulic consultant, TECNOFLOW's engineering department sized and modelled the automatic pressure reducing valves, while TECNOFLOW also selected and sized the valves that control the water level in the reservoir and tanks located at the end of the line. All control valves operate automatically using line pressure



(hydraulic operation), and if required, selected valves linked to the telemetric system that monitors and controls the aqueduct can also be remotely actuated (electrical operation).

As part of their service-based approach to customers, all valves were calibrated and regulated in the field by

TECNOFLOW's Engineering Manager Luis Conti, while a control valve training course was conducted for the local water company tasked with operating the aqueduct. TECNOFLOW's Sales Agent Fabio Martin was also present during the field work and training, in order to guarantee complete customer satisfaction.

The aqueduct was officially inaugurated by local and national governmental authorities in September 2009. Extensions to the aqueduct have already been put out to tender, and TECNOFLOW has been invited to participate. ■



KLINGER GOLDCREST signs contract with PTT

KLINGER GOLDREST Co. Ltd, Thailand



Bangkok's Rachjapruek Club was the venue for an official ceremony to formally sign a two-year contract between KLINGER GOLDCREST Co. Ltd and the Petroleum Authority of Thailand (PTT Plc Ltd) on 15 October 2009. The agreement, which commenced in October 2009, covers the supply of spiral-wound gaskets in exotic materials for PTT's nine downstream operations in Map Ta Phut on the eastern seaboard of Thailand.

PTT is a Thai government company comprising the Upstream Petroleum and Gas Business Group and the Downstream Petroleum and Gas Business Group:

Upstream Petroleum and Gas Business Group

Exploration, production development, production and investment

- Petroleum Exploration and Production Business (PTTEP)
- Natural Gas Business (NGV)

Downstream Petroleum and Gas Business Group

Olefins, international trading, petrochemical and refining

- PTTCHEM (petrochem)
- TOP (oil refinery)
- PTTCL, BCP (oil refinery)
- IRPC (oil refinery)
- PTTGSP (gas separation plant)
- PTTME and PTTU (utility)





KLINGER at Australia's No. 1 oil and gas expo

KLINGER Limited, Australia

AOG Australasian Oil and Gas is now recognized as one of the industry's leading exhibitions on the international calendar, following massive expansion in the Asia Pacific region as a whole, and offshore Australia in particular. By showcasing the largest and most comprehensive range of products and services, KLINGER Australia has once again shown itself to be a leader in its field.

to network with major vessel and system manufacturers, who are suppliers to the oil and gas industry worldwide. The result? KLINGER has already received several expressions of interest in its products and services from their local offices.

Also on display were a number of new KLINGER products and services in addition to existing products such as non-metallic, semi-metallic and metallic gaskets, compression packings, flange spray shields, liquid level gauges and piston valves. They included our site service capabilities relating to flange machining, gasket installation and hydraulic bolt tensioning. Also featured were compensators and bellows (fabric, rubber, PTFE and metal), as well as KLINGER's technical design and product support services, which are recognised as the best in Australia. ■



Staged in March 2010 and attracting some 9800 visitors and 408 exhibitors, AOG was an opportunity for KLINGER to present all its products and services to both existing and potential customers. With a large international core of exhibitors, the event was also a chance

For more information on the full range of KLINGER services and products for use by the oil and gas industry, visit our website at www.klinger.com.au. Alternatively, you can request a comprehensive CD catalogue from our technical department at the following eMail address: technical_service@klinger.com.au.



Successful launch of KLINGER®Quantum onto the French market

GROUPE EYNARD ROBIN, France

To ensure a successful launch for this global innovation in static sealing onto the French market EYNARD ROBIN GROUP has developed a new and special approach. It is based on 5 major steps:



1 An online animated sequence dedicated to internet users

A French-language sequence is now available at the official KLINGER®Quantum internet site: www.klingerquantum.com. This interactive site enables visitors to obtain a detailed insight into the perfect fibre reinforced gasket material. (please visit also : www.groupe.eynardrobin.com/quantum/.)

2 Introduction of the product at French trade shows

On September 2009, EYNARD ROBIN GROUP began featuring KLINGER®Quantum at high-profile French shows, thus giving all major French companies working in the che-

mical and pharmaceutical industries a chance to experience this unique and universal gasket. Further trade show appearances have been scheduled for 2010.

3 Advertising in trade magazines

EYNARD ROBIN GROUP has arranged several campaigns to promote the KLINGER®Quantum market release. Aimed at industry professionals, they explain the technology behind the product, and all the benefits. Online media such as web portals have also been selected for this campaign.

4 KLINGER®Quantum diagnosis

A special diagnostic tool has been developed by EYNARD ROBIN

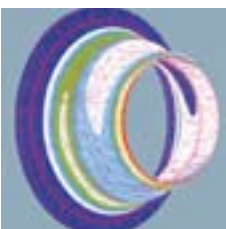
GROUP that is completely confidential and based on five simple questions. Within five minutes, this tool allows the sales team to ascertain whether KLINGER®Quantum will satisfy major criteria relating to a customer's specific industrial static sealing requirements. (Not illustrated)

5 A French commercial leaflet

A commercial leaflet is also available that covers the product's technical features and selling points. In this document, EYNARD ROBIN GROUP highlights a set of quantifiable results which French customers will achieve by using KLINGER®Quantum. ■



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Editorial address:

KLINGER ADMINISTRATION AG

Industrie Nord, Webereistrasse 1

5704 Egliswil/Switzerland

T +41(0)62 769 30 11

F +41(0)62 769 30 13