

World

Klinger News

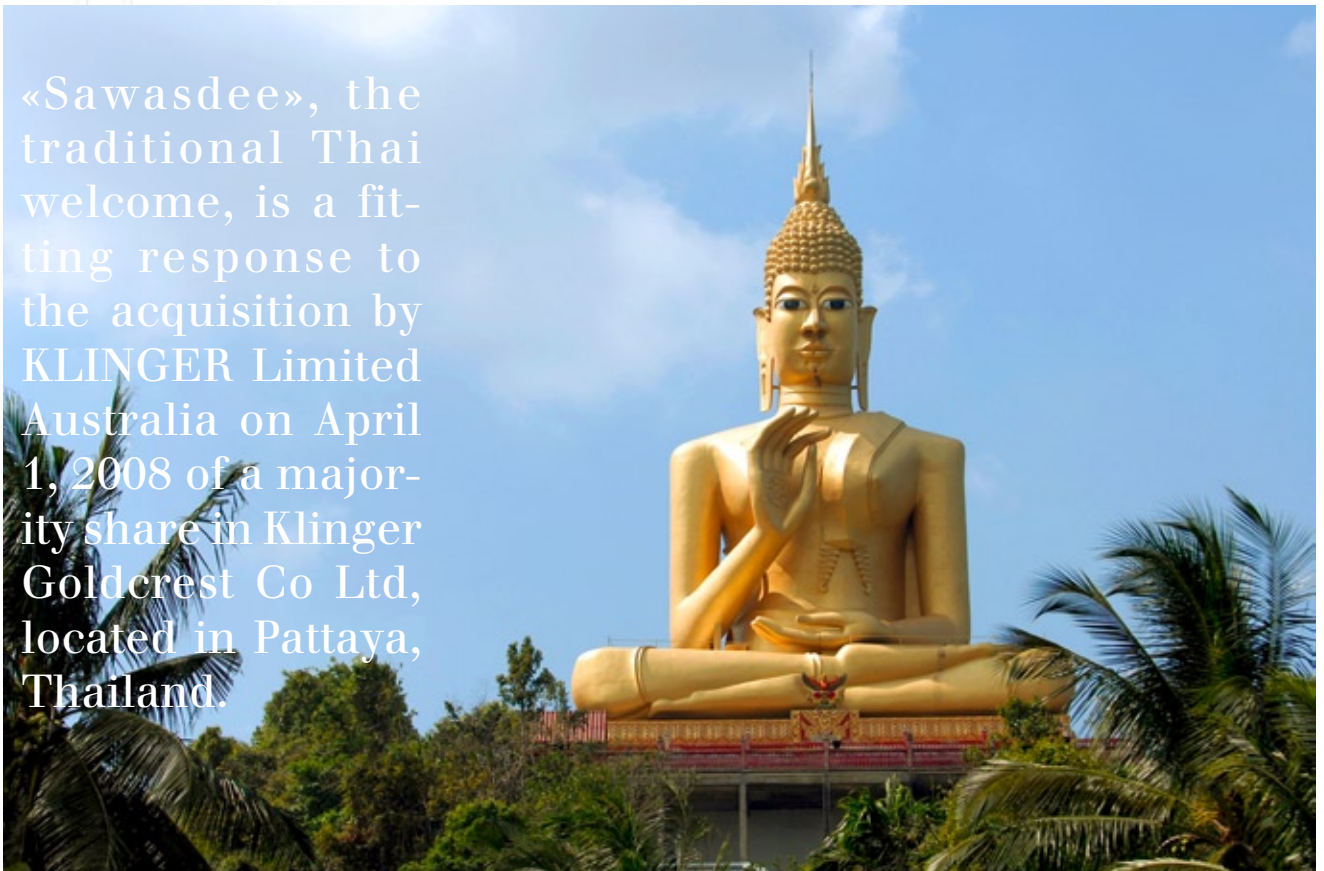
June/July 2008

www.klinger.ch



Sawasdee, Klinger Goldcrest KLINGER Limited, Australia

«Sawasdee», the traditional Thai welcome, is a fitting response to the acquisition by KLINGER Limited Australia on April 1, 2008 of a majority share in Klinger Goldcrest Co Ltd, located in Pattaya, Thailand.



The new joint-venture company has been formed by acquiring the assets and operations of Goldcrest Supreme Co Ltd, which has been in business in Thailand since 1983. Former proprietor of Goldcrest Supreme, Khun (Mr) Jesada Somsuphangsri now joins KLINGER as Managing Director of the new company, and is also a shareholder in the new joint venture.

KLINGER GOLDCREST has manufacturing, warehousing, sales and administration operations in Pattaya, located about two hours by road to the south east of Bangkok at the centre of a heavy industrial region that stretches along the Eastern seaboard. Amongst the products manufactured by the company, which has expertise in all types of industrial sealing products, are SWG, cammprofile,

metal-jacket and soft-cut gaskets. Major customers include Bayer, Esso, Thai Oil and a number of petrochemical operations in the Chonburi and Rayong areas, as well as customers in adjacent markets like Vietnam and Cambodia.

The acquisition is aimed at expanding business for KLINGER products in Thailand, with a major focus on the petrochemical, chemical and oil & gas

«Sawasdee» continued...

segments in that market. An essential part of this development is the ability to offer a full manufacturing service in non-standard gaskets for critical applications in heat exchangers and process vessels, and also provide emergency breakdown support.

So it's with great pleasure that the Group of independent Klinger Companies welcomes Khun Jesada and his team in Thailand to the KLINGER Team. Sawasdee, Khun Jesada and all at KLINGER GOLDCREST! ■

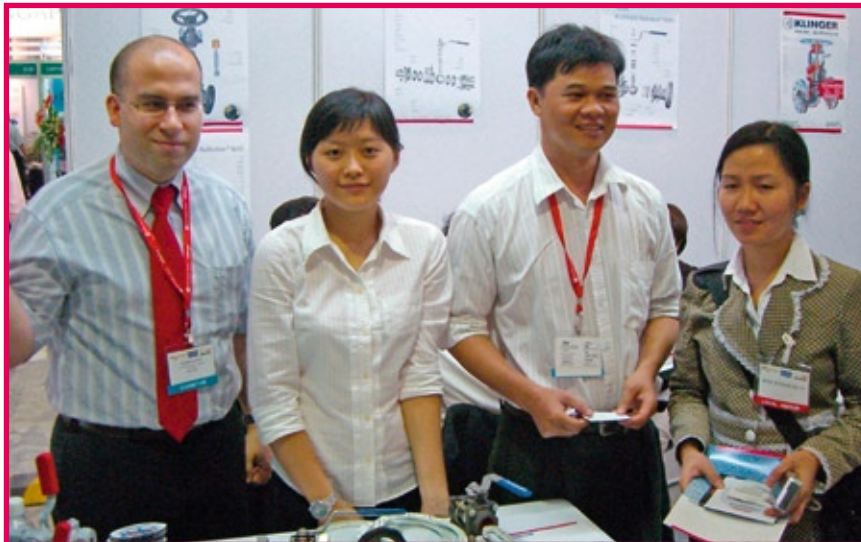


Next stop Vietnam!

KLINGER Fluid Control GmbH, Austria

The three-day PS Industrial Trade Fair for fluid control devices, pipelines, boilers, heat pumps and cooling and air-filtration plant was staged at the end of February 2008 in former Saigon with GUMPOLD FLUID CONTROL - our Singapore-based agent for the Vietnamese sales market - demonstrating its usual competence and professionalism in organizing and supporting this trade show appearance.

For KLINGER Fluid Control, this international event was a chance to present the complete product range to Vietnamese professionals for the very first time and thus set the scene for accessing a new sales market.



The numerous visitors to the excellently positioned stand showed great interest in the technology and benefits of the KLINGER fluid control product range. Although there's a lot of competition from low-cost valve producers in Asia and a corresponding policy to keep prices to a minimum, there's still a lively interest in KLINGER fluid control valves for demanding customer applications where maximum value is placed on secure functions and a long service life.

For KFC's agent from Singapore, Vietnam is well on the way to becoming a broadly diversified industrial nation and is thus an attractive sales market with high development potential. With a high level of investment by the government, and also by domestic and foreign companies - especially in the heavy industry sector (steel, cement, ship-building) - this is an excellent time for KLINGER Fluid Control to marketing fluid control devices and sight glasses. ■



Back to Bremen

KLINGER Fluid Control GmbH, Austria

Between 8 and 10 April 2008, the AGFW (German heat and Power Association) staged the 18th District Heating Technology Trade Fair 2008 at the Bremen Exhibition and Conference Centre. The show, held every second year, is timed to coincide with the symposium on district heating and cooling.

Once again, on a 16m stand, our German branch took the opportunity to present the complete range of district heating valves and associated accessories (slip on gear, operating stem extensions, etc.) to more than 4000 visiting professionals. KLINGER has been an exhibitor at the AGFW show for more than 20 years. It's the ideal forum for introducing product innovations and fostering a dialogue with customers and partners. For more than 30 years, the AGFW symposiums and special District Heating Technology Trade Fairs have represented the largest and most comprehensive communications platforms for the district heating industry in Germany and Europe, enabling us to maintain close contact with our customers.

More than 100 exhibitors, in excess of 4000 visitors, and approximately 300

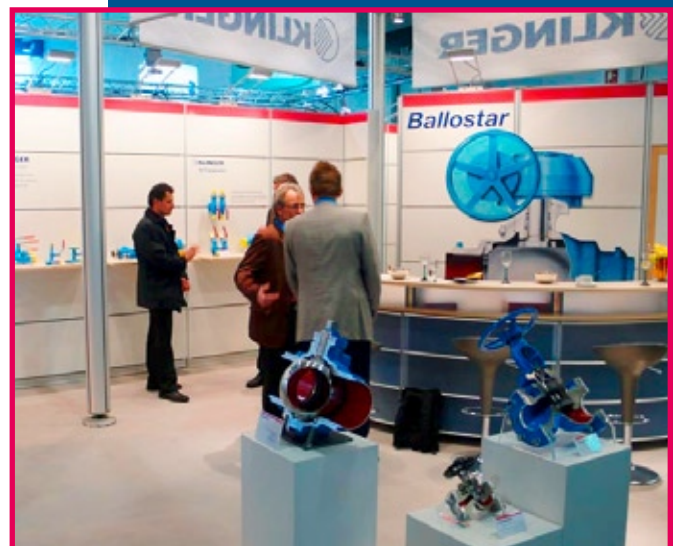
symposium participants confirm that the two-day show in Bremen was one of the highlights for the manufacturers of district heating products in 2008. ■

With Energy for Energy

- that's the message to our customers!



A KLINGER® Ballostar KHSVI DN 800 district-heating ball valve with AUMA electromechanical actuator at the entrance of the show.



Thanks to several cut-away models and special versions, visitors were able to see for themselves the sound conception and high quality of our product range.



10th Anniversary Celebrations at KLINGER WARBA KLINGER Limited, Bradford/UK

Dr Thomas Klinger-Lohr and Alan Bates have recently taken part in celebrations to mark the first 10 years of successful trading at KLINGER WARBA, during which time the company has generated a total turnover in sealing products amounting to more than USD 20 million.



VII International Argentina Oil & Gas Expo 2007

Rich. Klinger S.A.A.C.I.yF.,
Buenos Aires

On an 31,000 m² area, and with more than 28.000 visitors and 413 participating companies the VII International Argentina Oil & Gas Expo took place between 22 and 25 October 2007.

Rich. KLINGER took advantage of the Expo to showcase its range of fluid control and sealing products: KLINGERSIL[®], KLINGER[®] maxiflex spiral wound gaskets; graphite laminate KLINGER[®] PSM; PTFE KLINGER[®] top-chem; milam PSS; KLINGER[®] braided packings; Sealax[®]; KLINGER[®] piston valves; Ballostar[®] KHA and KHE ball valves; as well as glasses and level gauges.

Our stand received visits from approximately 360 first-line business contacts such as Repsol YPF, Petrobrás, Ternium Siderar, Tenaris Siderca, Pan American Energy, Techint, Air Liquid, and Coca Cola de Argentina. Rich. KLINGER has already reserved its place at the 24th World Gas Conference Argentina, which will be staged at the same venue between 5 and 9 October 2009. For more information, visit www.wgc2009.com ■



From L to R: Alan Bates, Managing Director KLINGER UK, Dr Thomas Klinger-Lohr, President KLINGER, Abdul Razzak Al Awadi, Director/President WARBA National Group of Companies and Mishari Al Awadi, Deputy Director WARBA National Group of Companies.

In 1998, KLINGER UK and the WARBA National Group of Companies founded KLINGER WARBA in order to manufacture and supply a wide range of gasket styles gaskets in Kuwait under license from KLINGER UK.

Since its inception, KLINGER WARBA has secured a number of long-term, single-source agreements, for example with the Kuwait Oil Company, Kuwait National Petroleum Company and Petrochemicals Industries Company. In line with the KLINGER UK philosophy, KLINGER WARBA is located close to the three major refineries in Kuwait so as to facilitate the emergency supply of sealing products and thus meet the demands of its customers. ■



Pre-assembled units deliver the goods

Rich. KLINGER Ind e Com Ltda, Brazil

There is now one more excellent new product from KLINGER that lets the Brazilian industry save time and boost competitiveness. This time, it's fully assembled units for heating, pressure-reduction, drainage and temperature-control - smart assemblies that allow companies to acquire turn-key solutions. And because they'll no longer have to source components from different suppliers or install and test the entire system, they'll also be saving money.

KLINGER supplying pre-assembled units

Engineer Carlos Augusto Sousa Carvalho from distributor PRÓVAPOR, the KLINGER partner involved in these products, explains: "The assembled units can be supplied in different sizes and specifications according to the requirements of the process and the physical space available".

As well as saving time, a fully assembled unit also guarantees safety and performance. That's because KLINGER and PRÓVAPOR take care of the installation and system start-up, and thus reduce costs to user-assembled units.

The company has now delivered more than 50 units to major industries (breweries, cold-storage plants, pharmaceutical, food and cosmetics industries, etc.) and according to Carlos Carvalho, experience shows that the success of this type of equipment depends directly on the quality of its component valves. "I have worked with KLINGER valves for more than 10 years; they are extremely high performance components", he confirms.

Better cost-to-benefit ratio

Carlos Carvalho remarks that KLINGER valves are very easy to use and maintain, and have other important qualities too: "With the manual models, it's the cost-

to-benefit ratio; with the actuated valves, the technology makes all the difference - the actuator has no diaphragm and class VI sealing guarantees precise temperature control, which is fundamental for the process to achieve a good result".

Carlos Carvalho advises that because KLINGER/PRÓVAPOR pre-assembled units come complete with bypass, digital and analogue temperature and pressure reading systems and an epoxy paint finish, they are the most complete on the market. These features increase their durability and allow installation in aggressive environments as well. ■



The unit allows 30 cubic meters of water to be heated to temperatures of 0 °C to 20 °C.



Getting into hot water...

Hot water, used in product-annealing tanks and also when cleaning floors and installations, is vital for any cold-storage plant manufacturer. Which is why one market leader is acquiring assembled heating units (see illustration) for all its production sites. Assembled using KLINGER shut-off and control valves, the KLINGER/PRÓVAPOR unit supplies large volumes of hot process water at a well-controlled temperature. The unit comprises a heat exchanger, pressure reducing unit, control valve, two pressure gauges, a PID controller panel, three piston valves, a Y filter and a condensate drainage kit.

The unit shown was delivered in October to one of the factories of a major cold-storage-plant manufacturer, and is up and running to the customer's complete satisfaction. ■



KLINGER® top-flon multi: PTFE gets a makeover

KLINGER GmbH, Germany

If you're in the process engineering or power plant technology sectors and you want to seal large-diameter or uneven flanges, heat exchanger elements, oil coolers, glass-lined flanges or components in glass or ceramic, it's seldom that you'll find the right 'prefabricated' seal.

That's when professionals resort to PTFE tape which, although not entirely without fault, has always given them the necessary flexibility and chemical stability. The so-called 'virginal' PTFE products currently on the market come in for criticism because of high deformation under load (cold flow) and expansion of the tape during compression, which in turn affects the joint's stability.

Development of the manufacturing technology for virginal PTFE materials has therefore continued. Thanks to special process steps, a longitudinal and lateral fiber structure has been created in a contemporary PTFE sealing tape that imparts extreme stability to the tape in both load directions. This is referred to as a

multi-directional expanded PTFE sealing tape and is available under the brand name KLINGER® top-flon multi.

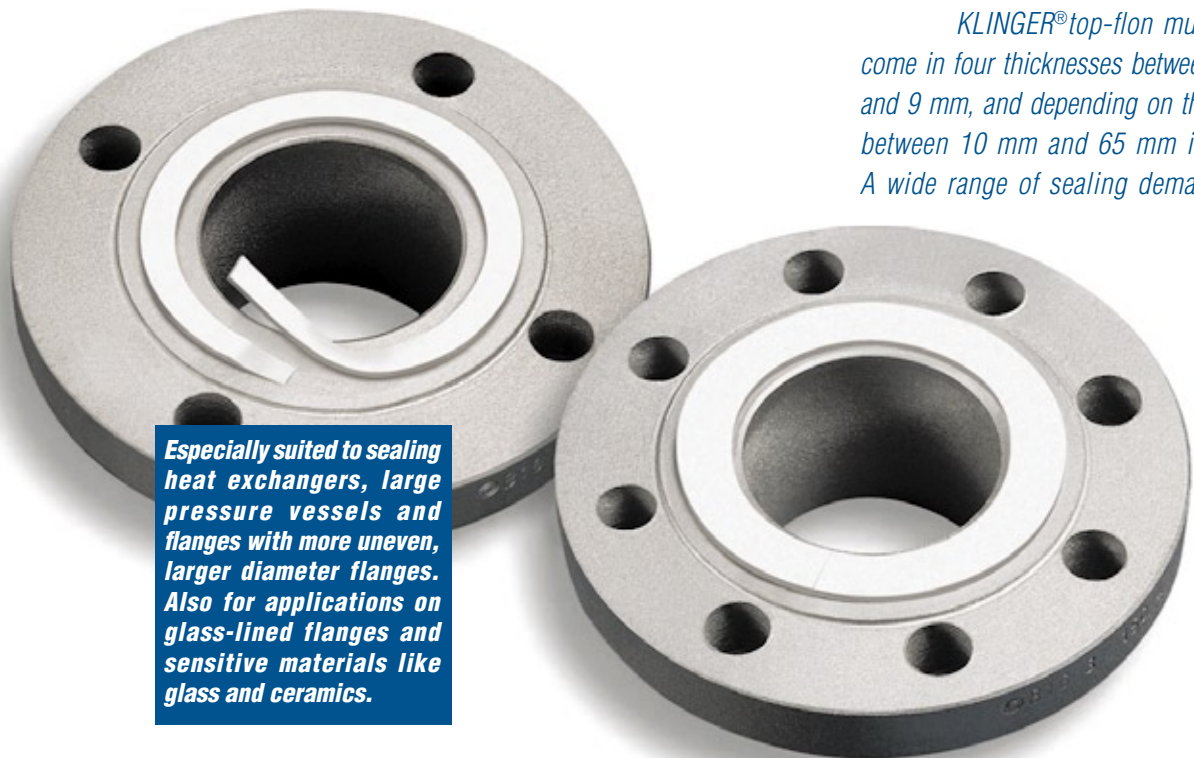
Despite the higher resistance to forces during pressing, KLINGER® top-flon multi undergoes as good as zero expansion, while the aforementioned cold flow has been considerably reduced. In combination, this guarantees that the seal remains stable under high compression.

The production process has no adverse effects as far as chemical resistance is concerned. KLINGER® top-flon multi is resistant to all media apart from fluorine, a few aggressive fluorine compounds, as well as molten alkali metals, and can be used in the 0 to 14 pH range. The temperature resistance of the

KLINGER world leader in sealing

material extends from -240 °C to +270 °C, and even 315 °C for short periods. Due to the changing stresses and sealing forces that come with everyday operations, the actual pressure and temperature limits may, of course, vary.

KLINGER® top-flon multi tapes come in four thicknesses between 2 mm and 9 mm, and depending on thickness, between 10 mm and 65 mm in width. A wide range of sealing demands can



Especially suited to sealing heat exchangers, large pressure vessels and flanges with more uneven, larger diameter flanges. Also for applications on glass-lined flanges and sensitive materials like glass and ceramics.





therefore be met, with installation in flanged connections generally being specified. The tape is easy to adapt to the most varied designs, with a special adhesive strip ensuring a sound fit. It goes without saying that for proper adhesion, the remnants of previous seals should be removed down to a clean surface.

In the case of steel flanges, tape thicknesses of 3 mm, and sometimes 2 mm or 6 mm, are normally used. For applications with glass-lined flanges as well as sensitive materials like glass or ceramics, tapes of 6 mm and 9 mm are frequently the most suitable. A further advantage: KLINGER® top-flon multi is physiologically non-critical and FDA-compliant. Accordingly, it can be used in the pharmaceutical and food sectors without problems. The appropriate releases and tests in line with TA-Luft and FDA are available. ■

For further information and data sheets, please contact norbert.weimer@klinger.de.



Water Congress flows into second seminar

Tecnoflow Argentina S.A., Buenos Aires

TECNOFLOW ARGENTINA SA, a member of the Group of independent Klinger Companies, staged its II Water Congress in Buenos Aires during the second week of April 2008. The objective of the Congress? To develop tools for increasing know-how about hydraulic control valves, air valves and pumping systems.

The main speakers at the Congress, which focused on the optimization and operation of water and wastewater systems by water- and sewage-treatment companies, construction companies and engineering consultants, were engineers Ezra Sabbagh (Bermad Control Valves, Israel) and Zeev Naveh (ARI Air Valves, Israel), as well as Applications Engineer Sharon Yaniv (ARI Air Valves).

Ezra Sabbagh familiarized the audience with the different types of control valves along with their applications, locations and sizing, and also introduced the new and revolutionary model ES with anticavitation properties designed to increase its life cycle. Zeev Naveh spoke about the causes and consequences of air

dissolved in water and the advantages of installing air valves in pipelines, while Sharon Yaniv presented the new AriavCAD air-valve sizing and location software. Designed by ARI Air Valves, this software is distributed at no cost to engineering consulting, water- and sewage-treatment companies. Finally, Ms Yaniv discussed new studies on the anti-water-hammer effects of non-slam air valves.

Following the success of the Congress and because of limited seating at the April event, TECNOFLOW ARGENTINA SA will be holding an additional seminar in the next few months.

Reservations can be made by e-mailing ingenieria@tecnoflow.com.ar, where a copy of the AriavCAD location and sizing software can also be requested. ■





Saidi takes to the water

SAIDI S.A., Madrid

SAIDI attends the 18th International Water Exhibition to launch its new range of water industry products.

Leading event for the water and environmental industries

The Zaragoza Exhibition Centre was the venue for the 18th SMAGUA International Water Exhibition - one of the main events on the international water industry calendar. At SMAGUA - internationally recognized for its solutions and its major contribution to the water and environmental technologies sector - innovation takes a leading role. So between 11 and 14 March 2008, it was possible to see the latest techniques and equipment for comprehensive water management, including the most innovative products from the sector's top companies. The 8th Environment Exhibition, a key environmental technology event, was timed to run alongside the show and also

attracted a large number of professionals and experts. They were able to share their ideas and know-how at the 8th Water and Environment Conference, which dealt with the most up-to-the-minute issues on water resources and the environment.

SMAGUA 2008 confirms its position as Europe's No. 1 water industry venue

With a record number of exhibitors plus a massive turnout of professionals, the 18th SMAGUA International Water Exhibition drew to a close on 14 March with the best results in its history (see «SMAGUA 2008 in numbers») to establish the show as the leading international water exhibition and the first in its field throughout Europe.

At SMAGUA, success was confirmed by considerable growth across the board: a record number of exhibitors, unsurpassed exhibition space; and a higher turnout by professional visitors. And then there's the high level of technology and innovation demonstrated by exhibiting companies, sparking considerable interest among sector professionals and triggering excellent reviews from the trade press. The exceptionally high quality of the exhibits and the wealth of innovative ideas were backed by a range of official events, conferences and technical workshops staged both at SMAGUA, and also at the concurrent 8th Environment Exhibition.

The commercial side of SMAGUA proved equally important, with four days of non-stop activity bringing together the one hundred or more companies and delegations that participate in the now traditional commercial forums organized

around the event. Finally, putting the finishing touches to what has already been labeled by some media as the "Grand Water Festival" and the forerunner of the upcoming Expo Zaragoza, were the numerous, well-attended technical workshops and product presentations. New features specially introduced for the occasion were the SMAGUA Awards for Technological Developments and Applications and the accompanying award ceremonies.

SMAGUA 2008 in numbers

With the participation of 1,725 exhibiting companies and visits from over 35,000 professionals from all over the world, SMAGUA 2008 has achieved outstanding support from the water industry sector, surpassing its previous records and exceeding the expectations of organizers. Among the participating companies, who stemmed from a total of 39 countries, only 722 were Spanish, thus attesting to the show's international character. SMAGUA has experienced 10 % growth in the number of exhibitors compared with the last event in 2006. Occupied space, on the other hand, has grown by 22% to reach a total of 80,000 m² in nine pavilions - two more than the previous show. These superb results mean that SMAGUA is maintaining the same steady growth of past events - in fact, from 2000 to 2008, it has experienced a 70 % rise in exhibitors on nearly three times surface area. ■



SAIDI's solutions for the water industry

Soluciones
para la industria del
AGUA

saidi member of the Group of independent **KLINGER** companies

Connect
with Quality
» connect with www.saidi.es

Water, as we all know, is a medium of major importance to the valve manufacturing industry. So we are pleased to announce that we are now able to supply valves to the water services sector that come with the total SAIDI guarantee. The range of valves included in our «Catalogue of Solutions for the Water Industry» has been developed on the basis of sound manufacturing skills and expert market know-how arising from long-term contracts - always under the supervision of SAIDI and assured by its Quality System. Customers will be able to source standard products and also locate specially referenced data on solutions specifically designed for operation in conditions where pressure, temperature and corrosive fluids or contaminants, for example, demand valves in special materials. Ultimately, we trust that our new catalogue will aid customers in developing and expanding the information they require on the full range of SAIDI products. ■



The new facility will be up and running from 2009.



Building the future with Kempchen Dichtungstechnik GmbH

KEMPCHEN Dichtungstechnik GmbH, Germany

Each guest was asked to participate in the future of the company by composing a message which was then cast into the foundation stone. The new building therefore rests on a sound philosophical footing, too.

KEMPCHEN is building a new factory and administrative centre on a newly developed industrial compound in Oberhausen. The plot measures 205 by 115 meters, the build area totalling 24 hectares. The production hall is split into six zones and totals 11,400 m², while the administrative and social areas cover 2,270 m². The construction involves 950 prefabricated concrete sections and 45,000 meters of cabling.

Since the company was founded in 1889, progress in the sealing technology segment has been boosted by the development and manufacture of sealing elements at KEMPCHEN, and today the company continues to make an essential contribution in the form of environmentally friendly technology.

In January 2008, KEMPCHEN Dichtungstechnik GmbH, a member of the Group of independent Klinger Companies, invited friends and partners to a ceremony on the company's new site under the motto: «Together, laying the foundation for the future».

Thanks to positive corporate developments and a wealth of technical know-how, KEMPCHEN is set to continue this tradition at the new Oberhausen facility.

The move into the new building is scheduled for the beginning of 2009, in time for the company's 120th anniversary. After becoming a member of the Group of independent Klinger Companies in 2004, KEMPCHEN has steadily expanded its position as a leading manufacturer of metal gaskets. With the new production space bringing a chance to change from product-oriented to process-oriented manufacturing, KEMPCHEN will achieve a considerable procedural improvement. And with the new development in Oberhausen-Holteln also promising possibilities linked to accessibility and multi-shift operation, the scene is set for a future of continuous growth.

Thanks to the ongoing development of innovative service concepts for the chemicals and petrochemicals industries, and also for the power generation and the metal processing industries, KEMPCHEN has proven that production and services do not clash but represent a crucial competitive advantage when channeled into all-inclusive concepts. ■



Lord Mayor of the City of Oberhausen Klaus Wehling, Kempchen MD Klaus Schonebeck, and Nikolaos Argiriou from Goldbeck architectural practice at the foundation stone ceremony.



Double success in Alexandria and Cairo

KLINGER Fluid Control GmbH, Austria

The two product presentation seminars arranged for industrial end-customers by our Egyptian representative NESCO were a resounding success, with a total of 161 people - maintenance technicians, project engineers, technical managers - taking part in the Alexandria and Cairo events.



Mr Zakhoura, Director NESCO and Mr Hofstätter, Sales Manager KFC.

KLINGER Fluid Control Sales Manager Rainer Hofstätter was invited to introduce the product range locally, explain how KLINGER® fluid control devices and KLINGER® Ballostar ball valves function,

and also outline successful applications and their special design parameters. The keen interest from the professional audience is a clear indication of the demand for reliable, secure and leak-free control

devices with minimum external emissions. The broad spectrum of sectors in which the participating companies operate (including tobacco production, oil refining, paper and cellulose production, engineering, plant construction, manufacturing

of chemical and pharmaceutical products, textiles, foodstuffs and household materials) are also reflected in the wide range of applications for KLINGER® fluid control devices and KLINGER® Ballostar ball valves. ■



May the best team win!

Tecnoflow Argentina S.A., Buenos Aires



Wastewater collection and treatment personnel in Argentina showed their skills during the Wastewater Collection and Treatment Olympics, held in Buenos Aires during April 2008. They were competing for the national title and the right to travel to the United States in October 2008 to take on teams from all around the world at the Operations Challenge 2008 organized by the Water Environment Federation (WEF). The teams were all representing city waste-water companies recognized by the AIDIS Inter-American Association of Sanitary and Environmental Engineering, with the trophy going to the one that demonstrated the best combination of precision, speed and safety. Winners were determined by a weighted point system over five events (collection system, laboratory, process control, maintenance and safety), each designed to test the diverse skills required for the operation and maintenance of wastewater treatment facilities and their collection systems.

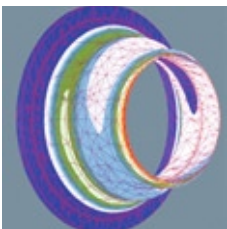
As part of its marketing and sales strategies, TECNOFLOW ARGENTINA SA provided and operated the wet and dry pipe benches where more than ten teams tested their skills while TECNOFLOW personnel took care of the logistics.

The world title will be decided at the Sheraton Chicago Hotel & Towers on Tuesday, 21 October 2008.

So good luck to the Argentine Team, and let's hope they rise to the challenge! ■



Connect with Quality



The Global Partner for Global Players

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