

# World

# Klinger News

May 2004

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## KLINGER and KEMPCHEN join forces

Klinger Administration AG, Egliswil/Switzerland

With a total turnover of 60 million Euro p.a. in industrial gaskets KLINGER and KEMPCHEN become the leading manufacturer in this field in Europe.

*When the first discussion took place mid 2003 it became quickly very clear that the gasket business of KLINGER and KEMPCHEN did complement each other almost ideally. While KLINGER has a very strong position in many countries in Europe, the one white spot was Germany where KEMPCHEN held the dominant position since many years.*

*Since both companies did also subscribe very strongly to highest levels of quality in their products, services and technical expertise the top management in both companies were encouraged to enter into serious negotiations.*

*In April of 2004 all open points were finally resolved with the result that KLINGER will acquire as of 1st January, 2004, 100 % of*

*KEMPCHEN will operate in future under the name KEMPCHEN DICHTUNGSTECHNIK GMBH from its traditional premises in Oberhausen. Details of KEMPCHEN's product range and services can be found under*

[www.kempchen.de](http://www.kempchen.de) ■



■ the assets (excl. land and building) of Kempchen & Co. GmbH, Oberhausen/Germany

■ A.W. Schultze, Geesthacht/Germany

■ Kempchen Leuna GmbH, Leuna/Germany

■ Kempchen s.a.r.l., Dôle/France

■ Kempchen s.z.oo, Krakow/Poland

■ Kempchen Beteiligungs GmbH with its daughter companies Kempchen Ocihov and Kempchen Trading, both in the Czech Republic



## kempchen

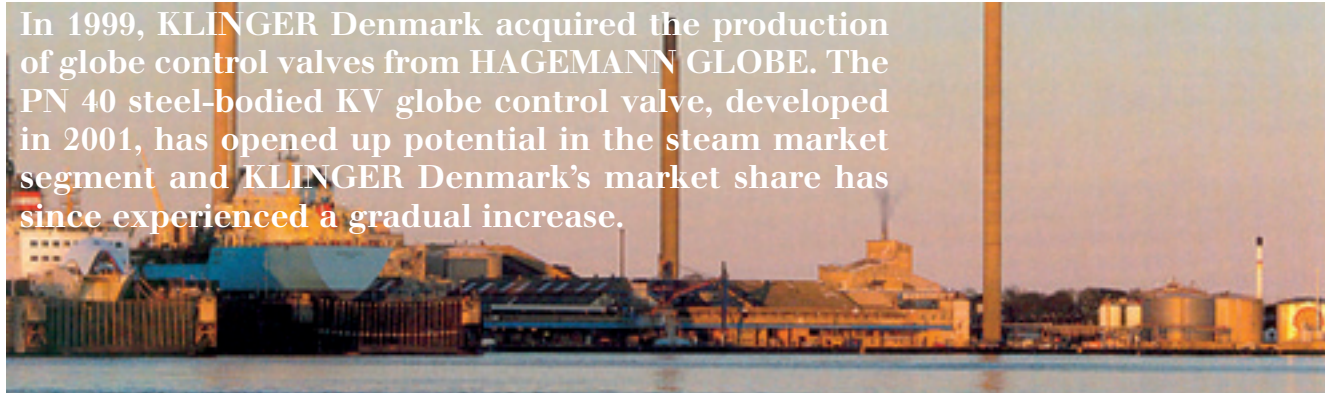




## KLINGER Denmark supplying system solution to steam customers

Klinger Danmark A/S, Vallensbæk/Denmark

In 1999, KLINGER Denmark acquired the production of globe control valves from HAGEMANN GLOBE. The PN 40 steel-bodied KV globe control valve, developed in 2001, has opened up potential in the steam market segment and KLINGER Denmark's market share has since experienced a gradual increase.



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*In 1999, KLINGER Denmark also became the Denmark representative for ARMSTRONG steam products, enabling products to be sold as total steam system solutions.*

*Engineering linked to general energy savings - and soon to CO<sub>2</sub> discharge as well - appears to be increasingly important. So instead of single products, suppliers will be compelled to offer engineering and system solutions in this field. Earlier in the year, KEMIRA GrowHow A/S in Fredericia, Denmark, realised just such a cost-saving project that enabled some of*

*the condensate - which might be polluted and thus unsuitable for reuse in the boiler - to be recovered as make-up water for heating the process water.*

*To lift the condensate from the receivers to the make-up water tank, KEMIRA GrowHow A/S purchased two ARMSTRONG mechanical pump traps from KLINGER Denmark. Project Engineer Niels Juul Jespersen has calculated annual energy savings of EURO 65,000 each year for this system - and that excludes future savings thanks to reduced CO<sub>2</sub> discharge! The plant will thus pay for itself in only two years. ■*



## KLINGER-Sogefiltres expands its product range with high-quality plastic valves

KLINGER-Sogefiltres, Belgium, began the year well, adding high-quality Praher plastic valves to its product range.



*Austria-based manufacturing company PRAHER VALVES GMBH has an outstanding reputation and more than 30 years of experience in the field of plastic valves. KLINGER-Sogefiltres has obtained exclusive access to the Belgian and Luxembourg markets for both the 'Energy' and 'Evolution' production ranges.*

*The 'Energy' range covers all manual valves such as ball, butterfly and diaphragm valves, and also check valves and strainers. Available materials are PVC, PP and PVDF.*



*In the 'Evolution' series, these valves are available with both electrical or pneumatic actuators. Fields of application for these valves are the chemical and pharmaceutical industries, plus water treatment. With these high-quality valves, manufacturing standards are combined with some unique features to create low flow resistance, high operational reliability and long life. ■*





## From sopwiths to cigarettes...

Klinger Limited, Bradford/United Kingdom

After winning the contract to supply gaskets, packings and associated products to ACETATE Products Ltd in the UK two years ago, KLINGER Ltd has now secured the business until December 2007.

**ACORDIS** *Exclusive*



*ACETATE Products Ltd is the world's leading manufacturer of cellulose acetate flake, filter tow and film.*

*The main UK manufacturing plant, originally built to produce the cellulose acetate 'dope' that waterproofed the fabric-covered wings of World War 1 fighter planes, dates back to 1916. Now occupying 360 acres and with over 800 employees, the company is a major employer in the Derby area.*

*Today, under the brand name ACORDIS, Acetate Products Ltd produces:*



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- *Cellulose Acetate Flake - the feedstock material for acetate yarns, plastic and films that is created by reacting acetic anhydride with wood pulp.*
- *Filter Tow - used to produce cigarette filter material for major brands in over 50 countries.*

- *Clarifoil® - a cast cellulose diacetate film with applications that include the lamination of perfumery cartons and printed matter, transparent windows for cartons, adhesive tape, pressure sensitive labels, and film for high-specification optics.*

*ACETATE Products Ltd is one of only a handful of companies that are making significant investments in the UK. Last year, a new GBP 11 million plant was commissioned at the Derby site, supported by KLINGER Ltd's Runcorn-based satellite branch. ■*



## New approach brings increased benefits

Tecnoflow S.A., Buenos Aires/Argentina

At the beginning of the 1990s, customer satisfaction was expected to become the No. 1 concept of the coming decade.

*Now, in 2004, customer satisfaction has not only become the key to business relationships; it is also the factor that sets one supplier apart from another.*

*At TECNOFLOW Argentina S.A., we have adopted this new policy in order to meet the challenges presented by our customers. And the result? TECNOFLOW Argentina S.A. can now offer more benefits. TECHINT Argentina S.A. - an engineering and construction company with worldwide interests - is just one example: in collaboration with a manufacturing company,*

*TECNOFLOW Argentina S.A. has built ten special expansion joints as part of a construction project for the branch of an aqueduct on the Colorado River in the Province of La Pampa. These joints have been designed to absorb the relative movement between PRFV and steel pipes laid across the beds of natural lakes. To achieve the proposed objectives, close collaboration was required between TECNOFLOW Argentina S.A., our customer TECHINT, and the manufacturer. The resultant synergy between all sectors and processes has led to*



*a wider service offer, as well as increased benefits. ■*



## A strategic new location in France

Klinger Administration AG, Glasgow/UK

Groupe EYNARD ROBIN our partner in France, has continued a rapid and exciting development campaign with the opening of a new, full-service branch in Le Havre, Normandy, on 1 April 2004. The new team has wide experience in the sealing industry.

*EYNARD ROBIN Normandie's IT system is connected to all other centres in France. That means maximum stock utilisation, plus easy movement of stock between locations. This is important, bearing in mind the demanding conditions that exist in France, the strength of the competition, and the large size of the country (almost 1000 kms by road from Le havre to Marseille).*



*For the French petrochemical industry, Le Havre is the second most important location in the country. It is thanks to this facility that Groupe EYNARD ROBIN can respond to the local needs of this demanding industry. Le Havre is more than 600 kms from the group's head office in Lyon.*



*The new branch is able to offer a complete range of products and services. EYNARD ROBIN Normandie is equipped with presses and new waterjet cutting facilities, while its comprehensive warehouse carries a complete range of KLINGERSil, Topchem, graphite sheets, cut gaskets, spiral wound gaskets, braided packings and other associated products for immediate delivery.*



**Stop Press....Groupe EYNARD ROBIN expects to announce further major developments in the coming months...**

*With this new facility - the fourth in the programme - Groupe EYNARD ROBIN now has a physical presence in all of France's chemical and petrochemical areas.*

*Other facilities are located in Marseille, Lyon and Mulhouse - not forgetting the fifth site: the central distribution operation in Oucques, near Chartres, to the southwest of Paris.*

*The group of independent KLINGER companies would like to extend a warm welcome to its new colleagues in Normandy, and looks forward to a successful future together. ■*



## SUNY opts for KV Fluid Control

KV Fluid Control Inc., Sidney, Ohio/United States

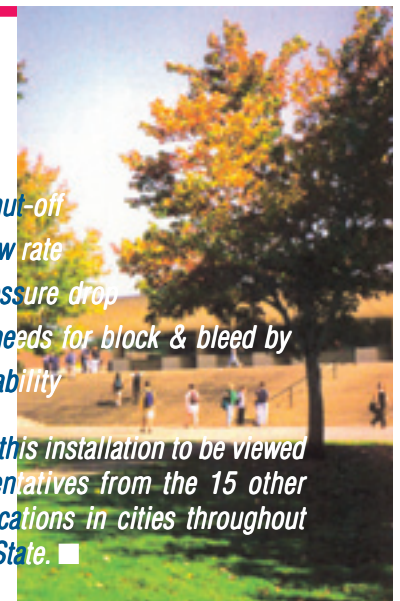
The State University of New York (SUNY) in Fredonia has chosen KLINGER valves for the expansion of its district heating system.

*KLINGER Ballostar valves have been purchased for the main distribution lines, along with KLINGER piston valves for isolation of the branch lines.*

*The Ballostar valves were selected because of their superior sealing system and low-pressure drop. Valves were purchased with drains ready to be drilled, NPT tapped and NPT plugged for the subsequent addition of drain valves as and when required. Rated the most flexible valves on the market, Ballostar valves provide the following benefits:*

- **Tight shut-off**
- **High flow rate**
- **Low pressure drop**
- **Future needs for block & bleed by**
- **Expandability**

**We expect this installation to be viewed by representatives from the 15 other campus locations in cities throughout New York State. ■**







## Many parts become one

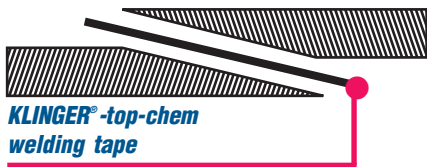
Rich. Klinger Dichtungstechnik GmbH & Co. KG/Austria

A further step towards the completion of our TOPCHEM® programme.

There are applications that require seals larger than the 1500 x 1500 manufacturing dimensions of TOPCHEM® materials. There are also applications that for cost reasons require components to be assembled from segments using a variety of techniques. The most familiar are:

- Gluing
- Welding
- Jointing

Gluing PTFE is a complicated procedure. After mounting the PTFE parts, a surface etching solvent is required that does not come without risk. Moreover, the use of adhesive results in a much weaker joint.



The method is therefore not suitable for all TOPCHEM® applications.

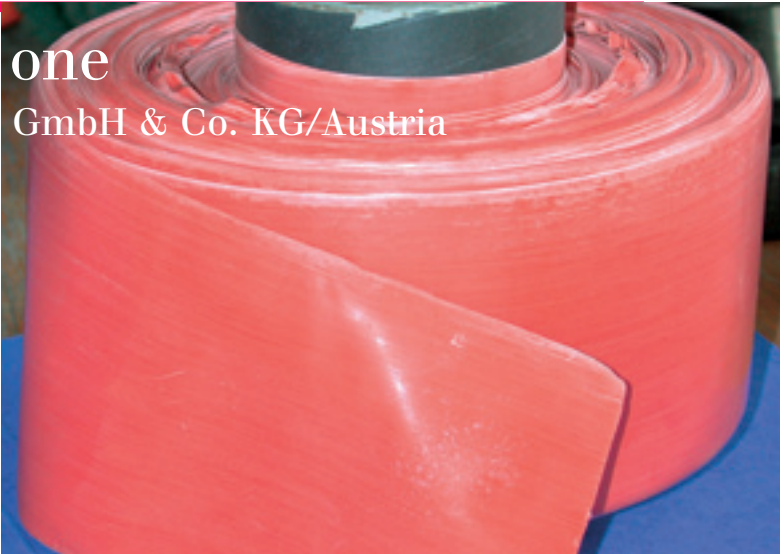
Jointing techniques, on the other hand, require expensive tools that must be

adjusted to the shape of the separate parts. Thermal welding mounted materials, however, has proven to be the most straightforward and cheapest method for jointing TOPCHEM® segments.

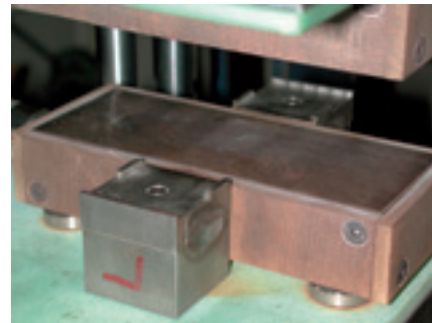
When welding filled PTFE materials - and that means TOPCHEM® sheets, too - in addition to heat and pressure, an auxiliary material will be required in order to fuse the joint properly. To achieve the weld in a single procedure, our competitors use a foil made from PFA, FEP and similar materials - and as a result weaken the surrounding area.

### KLINGER®-top-chem 2005 welding tape

A process has been developed that avoids such weakening when welding KLINGER®-top-chem materials. We are now in a position to manufacture foils with the identical composition and properties as the welded material.



As a result, the welds possess the same chemical and heat resistance as the rest of the material. It is therefore possible to manufacture a jointed seal that is homogenous, despite the jointing procedure and application of the foil.



The following equipment is all you need to complete the weld: a grinder for preparing the joint; and two electrically heated plates and the KLINGER®-top-chem welding tape as welding compound (see pictures). The temperature of the plates must lie between 340 - 370 °C, and should not exceed 400 °C.

Thanks to the small size and simplicity of the equipment as well as the use of the foil, this is an excellent method for creating homogenous joints between KLINGER®top-chem segments.

A TOPCHEM®welding manual has already been shipped to all members of the group of independent Klinger companies. You can also download it from [www.klinger.co.at](http://www.klinger.co.at) ■

If you have any questions, please contact

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[Piringer@klinger.co.at](mailto:Piringer@klinger.co.at)



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## KLINGER @ 'Rebuild Iraq 2004'

Klinger Fluid Control GmbH, Austria

The 'Rebuild Iraq' trade fair, staged in Mishref (Kuwait) from 19 - 23 January 2004, was well attended by companies and delegates from many countries.

If KLINGER Fluid Control is to be positioned among the top companies in the field, business contacts and agreements must be established now, parallel to the re-stabilisation process in Iraq. KLINGER Fluid Control GmbH has conducted a market research programme and approached a number of potential customers as part of its Middle East area business development plan. KLINGER is focussing on chemical, fertilizer and detergent plants in addition to refineries. Highlight of these activities was without doubt the company's participation at the interna-



tional 'Rebuild Iraq 2004' trade fair in Mishref. Together with KLINGER Yakacik

Valf San ve Tic A/S (Turkey) (appearing at the show to promote its complementary products) KLINGER Fluid Control GmbH has now obtained sufficient information and contacts to build up a clear picture of the market in Iraq and Kuwait. It was possible to forge important personal relationships at meetings with the Director of the Ministry of Oil (Iraq) and the GM of Southern Oil (Iraq).

Wolfgang Steinwender was also very pleased to welcome Mr Arumugan from MEW (Ministry of Electricity and Water) and Mr Samidurai from KOC (Kuwait Oil Company) to the KLINGER stand. To top it all, the show was also the venue for signing an agency contract for the supply of level gauges and valves to Kuwait. ■

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## When environment takes centre stage

Rich. Klinger Dichtungstechnik GmbH/Austria

The use of our high-quality seals by customers throughout the world means one thing: good news for the environment.

### TA-Luft/Clean Air-Approval

Our key sealing materials have been tested in accordance with the VDI Guideline 2440 (emission control) and can be regarded as high-grade gaskets (TA-Luft). They include:

- KLINGERSIL®C-4400
- KLINGERSIL®C-4430
- KLINGERSIL®C-4433
- KLINGERSIL®C-4500
- KLINGERSIL®C-8200
- KLINGER®-top-graph-2000
- KLINGER®-top-chem-2000
- KLINGER®-top-chem-2003
- KLINGER®-top-chem-2005



At Rich. KLINGER Dichtungstechnik, environment, quality and safety are high on the list of corporate goals - and part of an integrated management system that is routine for all our employees.

Ecologically minded management, environmentally friendly production, systematic further development, and the avoidance of waste - when putting our environmental policy into practice, these are the factors that take centre stage.

Our dedicated team takes up this challenge and continuously realises ecological solutions based on innovative ideas. Technology, environmental protection and safety thus represent a set of equal tasks that must be brought into harmony.

With heightened awareness of safety and environmental issues, reducing leaks from flanged assemblies has become a major priority for industry.

Please note: KLINGER®-top-chem-2000 has been tested at a temperature of 250 °C. DIN 29091 requires that the tests for PTFE materials are carried out at 150 °C. So once again, you can appreciate the great advantage of KLINGER®-top-chem-2000 compared with all other PTFE materials. ■





## Supporting Black Economic Empowerment

Klinger (Pty) Ltd., Johannesburg/South Africa

KLINGER South Africa is pleased to announce the formation of KLINGER Mzansi (Pty) Limited, a new company that is 25% owned by a Black Equity Partner.

*In supporting the South Africa Government's Black Economic Empowerment Initiative, KLINGER Mzansi aims to improve the lives of disadvantaged citizens. In keeping with local heritage, «Mzansi» (the Zulu word for «South») is a common synonym for South Africa.*

*Our new partner Mr Wilson Ndlovu, who holds an MBA from Oxford Brookes UK, is extremely upbeat about the prospects for this fledgling company and will be taking advantage of the latest initiatives in several South African industrial sectors - including mining and petrochemicals, two sectors that have recently signed up to a charter that will compel them to assist in the advancement of black business people within the South African economy. As a re-*



*sult, they will be channelling a large percentage of their annual expenditure through BEE companies. MZANSI will also focus on very lucrative markets in*

*other African countries like Angola, Mozambique, DRC, Nigeria and Ghana. KLINGER South Africa will retain the manufacturing and logistical operations,*

*while MZANSI will service the local customer base. All inter-group exports will continue to be handled by KLINGER directly, alongside some major distributors*

*already operating in certain areas within the RSA. The benefits of the partnership are already apparent: added value has been achieved through substantial orders and enquiries from Government and quasi-Government operations that were once excluded from KLINGER's customer base. KLINGER is cur-*

*rently providing MZANSI with administrative and logistical support; however, as the company grows it is set to become more self-sufficient, and will eventually become an independent, stand-alone KLINGER RSA subsidiary.*

*Wilson Ndlovu can confirm that all major customers welcome the move, so MZANSI is now poised to take advantage of a number of substantial local petrochemical and mining projects that are planned for the next two years. ■*



## New lead development engineer at Thermoseal

Thermoseal Inc, Sidney, Ohio/United States

Sidney, OH - Rita J. Daugherty has been named Product Development Application Engineer for THERMOSEAL INC, a manufacturer of non-asbestos fluid sealing materials.

*In her new assignment with THERMOSEAL, Ms Daugherty will be the lead development engineer for all new projects, and will be working closely with the company's application engineers to develop and test materials that will meet unique user specifications. She will also be interfacing with all facets of the company, from manufacturing through to sales.*

*Daugherty holds a degree in chemistry from the University of Dayton. Before joining THERMOSEAL, she was*

*employed by Hobart Corporation as a quality engineer and material chemist. Her home is in Englewood, Ohio.*

*"THERMOSEAL is unique because we have our own on-site lab and scientific testing facilities", comments THERMOSEAL CEO Robert Leighty. "If a customer has an unusual application need, or wants a special test performed, Rita will do a developmental formulation and run extensive experiments to meet that customer's challenge. As our customers get to*

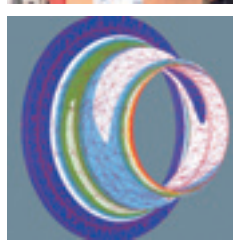
*know her, we are confident that they will see the significant value she will bring to solving their unique fluid sealing applications.*

*We are extremely pleased to have someone with Rita's education and experience on our team", Leighty concludes. ■*





Connect with Quality



# The Global Partner for Global Players

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