

World

Klinger News

January 2007

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KLINGER secures its future in China

KLINGER Ltd, Australia & KLINGER SCHÖNEBERG GmbH, Germany

KLINGER Australia has had a presence in the Chinese market for many years. Based on existing contracts with German Key Customers since 2004, KLINGER SCHÖNEBERG is now set to follow major German customers like BAYER, BASF, COGNIS and HENKEL into the Chinese market and opened a new Representative Office in Shanghai.

KLINGER Australia's new mainland Representative Office will strengthen the company's presence in the dynamic Chinese market and enable it to focus on the many project and MRO contract opportunities in this rapidly growing economy.

With Beijing hosting the Olympic Games in 2008, there is certainly plenty happening right now!

With manufacturing licensees and distributors throughout Asia, and with offices in Singapore, Hong Kong and now

also in Shanghai, KLINGER Australia can offer a complete fluid sealing package and its world-renowned technical support to customers anywhere in the region - from Japan and Korea in the North to the ASEAN nations in the south. Based in the new office right in the commercial heart of Shanghai, a busy city of nearly 20 million people, is KLINGER Australia's National Sales and Business Development Manager for China and Hong Kong Ms Vicky Ren (Chinese name: Ren Zhiying). Working from the Hong Kong Branch Office and travel-





ling frequently to many regions of China is KLINGER Sales Manager Mr Kendy Kwong. Expertly supported by KLINGER's local sales team, a network of distributors throughout the country has seen significant growth in market share for KLINGER products across a wide range of market segments that include petroleum refining, chemical/petrochemical manufacturing, pulp and paper and shipbuilding - in fact, wherever reliable, non-asbestos sealing solutions are required.

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Bearing in mind its close relationship with the German chemical industry, KLINGER SCHÖNEBERG GmbH's new presence is based on a decision by Dr Thomas Klinger-Lohr and Frits Mühlenbruch to follow key customers into the

Chinese market, enabling them to benefit internationally from the same high value of service and product quality that the company already provides on the German market.

In addition to KLINGER SCHÖNEBERG's own valve business, they will be liaising with KLINGER Australia Managing Director Jon Lyons on activities in sealing and gasket application.

The initial steps have been taken by Managing Director Manfred Gossmann, General Sales Manager/Chief Representative Michael Wüllerich and his deputy Johannes Hummel to establish a successful business with steady growth, and a turnover of EURO 500,000 has already been achieved this year in Greater China. ■



Commitment
to
Excellence



KLINGER responds to a rise in North Sea business

KLINGER's new offices and warehouse in Aberdeen were officially opened by Dr Thomas Klinger-Lohr in June. Continued growth plus a dramatic rise in North Sea business means that the new operation will be strengthening its service to the oil and petrochemical industries. Contracts with BP, Shell, Marathon, PSN and Wood Group, for example, make KLINGER the market leader in Aberdeen.

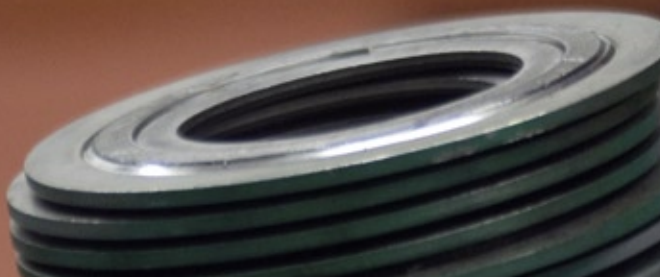
The increasing oil price comes with a major rise in maintenance and project work, placing greater service demands on the supplier base. KLINGER Aberdeen specialises in fast-track quotations and orders, and holds large stocks of spiral wound gaskets, ring-type joints and KLINGER materials. In some cases, gaskets are delivered directly to the heliport for immediate dispatch to the platforms.

The North Sea oil and gas industry has seen a surge of business over the last year. With the development of smaller fields and extensions to the field lift of the more mature assets, the trend looks set to continue for the foreseeable future. The latest move by KLINGER demonstrates the company's commitment both to their customers and to the future of the North Sea



KLINGER Ltd, Aberdeen

From back right to front: Alan Bates, Klinger Bradford Managing Director; Mandy Wooderson, Corporate Procurement Supervisor; Cameron Marshall, Global Procurement Materials Manager; Kevan Blues, Aberdeen Office Manager; Dr Thomas Klinger-Lohr, Chairman Group of Independent Klinger Companies and Dave Sorrie, Klinger Aberdeen Sales Director.





KLINGER South Africa acquires Wright-Seal & Plastics

On 1 November 2006, KLINGER (Pty) Limited acquired Wright-Seal & Plastics, their Cape Town based distributor.



Wright-Seal & Plastics was established some 25 years ago by Ian Wright and is the leading supplier of fluid sealing products in the Western Cape Province of the Republic of South Africa. Founder Ian Wright has a long association with KLINGER, and can be seen in the South African market as a pioneer in expanded graphite products and non-asbestos calendered sheeting. His association with KLINGER/Switzerland goes back some 20 years, when he met Dr Hubert Hilbrand at an Achema trade show in Germany.

Since then, Wright-Seal & Plastics have represented KLINGER's range of graphite, calendered sheet jointing, spiral wound gaskets and gland packings. Wright-Seal was quick to become the leading supplier of these products into the Cape market, which includes nuclear power generation, oil and gas exploration, iron and steel production, wine making and a burgeoning fishing industry. In addition to KLINGER products, Wright-Seal & Plastics has also become synonymous with the supply of a comprehensive range of PTFE and plastics, specialized rubber products, abrasion and corrosion resistant coating, and insulation products.

KLINGER (Pty) Ltd Managing Director André Goosen notes that the take-over will substantially enhance Wright-Seal's ability to consolidate its position in the Western Cape, a region that has been earmarked by the South African Government for major development over the next 10 years. Cape Town is set to become the Southern African hub for the off-shore oil and gas industry, with maintenance and refurbishment facilities in the local port of servicing all off-shore exploration and drilling. Furthermore, the region

is also experiencing unprecedented growth in infrastructure ahead of the 2010 Soccer World Cup. André Goosen is confident that through Wright-Seal & Plastics, KLINGER is now well poised to take advantage of this growth and expansion.

Wright-Seal & Plastics has a well-established and highly experienced sales and administrative staff - many of whom have been with the company for 20 years and more. We are confident in their ability to take this company to the next level. Although Wright-Seal & Plastics



KLINGER (Pty) Ltd, RSA



André Goosen and Ian Wright 'sealing' the future!

From L to R: Daniel Schibli, CFO Group of Independent Klinger Companies; André Goosen, MD Klinger (Pty) Ltd, RSA; Johan Smal, Financial Director and Ian Wright, Founder of WSP.



currently has a limited gasket production and manufacturing capability, it is envisaged that this will be expanded to meet the needs of the local industries and end-users in that region. The company is also well placed to expand KLINGER RSA's latest division, Joint Integrity Services, into Cape Town's refinery and power generation plants.

KLINGER (Pty) Limited RSA would like to welcome Wright-Seal & Plastics into the KLINGER family and take this opportunity to wish Ian Wright every success in his retirement and new endeavours. Ian will always be a friend of KLINGER. When passing that way, the many international KLINGER employees who have worked with him over the years will be sure to stop off in Cape Town to renew their friendship! ■



KLINGER Ltd UK renews contract with INEOS

KLINGER Ltd, Bradford/UK

INEOS Manufacturing Scotland (formerly BP subsidiary Innovene) based in Grangemouth Scotland, has announced that KLINGER Limited UK has been successful in their negotiations to continue supply of gaskets and sealing products to the site.

The contract agreement will run until March 2009 with a further option of two years.

Headquartered in the UK, INEOS acquired the Grangemouth petrochemical and refinery complex in December 2005 as part of the \$9 bn purchase of BP's Olefins and Derivatives business (Innovene).

Over the last 10 years KLINGER has supported the site under BP ownership particularly during the asbestos to asbestos-free transition and more recently in their work to upgrade metal clad heat exchanger gaskets to 'Maxiprofiles'. This high level technical and commercial relationship, coupled with the dedicated 24hr

support KLINGER Grangemouth offers to the site, will enable both companies to continue their well-established partnership. ■



Jim Brannan, INEOS Manufacturing Scotland (front left), Alan Bates (front right), Neil Heywood (top left), Ronnie Gilchrist (top right) - KLINGER Limited.





The KLINGER AB-cock is big business

KLINGER GEBETSROITHER GmbH, Austria

Unique, simple, reliable - and proven in the millions.

The recent, successful completion of a large-scale project for a Romanian refinery means that KLINGER Gebetsroither has been able to sell 2,500 ABZ plug valves for sample-taking devices manufactured by an Austrian construction company. Further high-quantity tenders are expected to follow.

But Romania is not the only successful market for AB-cocks:

Oil and gas refinery installations

The Austrian mineral oil industry is one of the biggest customers for KLINGER AB-cocks. Annually, KLINGER Gebetsroither sells approximately 1,500 type ABZ cocks, some of which are used as sample-taking devices manufactured by engineering companies such as Siemens and Kremsmüller. The chemical products created within the refinery process (various hydrocarbons in liquid or gaseous form) are filled into bottles prior to chemical analysis. Fig. 1 shows such a filling device, which uses ABZ-cocks as the shut-off-valves.

Fuel feed line for ship engines

ABIE indicator valves equipped with a Burmeister connection are successfully used as shut-off valves in the fuel (diesel) lines of ships' engines. One danish customer has been using AB-cocks for several years.

Oil and gas refinery installations

Fernwärme Wien GmbH (District Heating Vienna) uses AB-cocks as shut-off devices for its heat-exchanger pressure gauges. Each year, approximately 2,000 MABA/MABAL cocks are sold to this customer.



Find out more about our valves

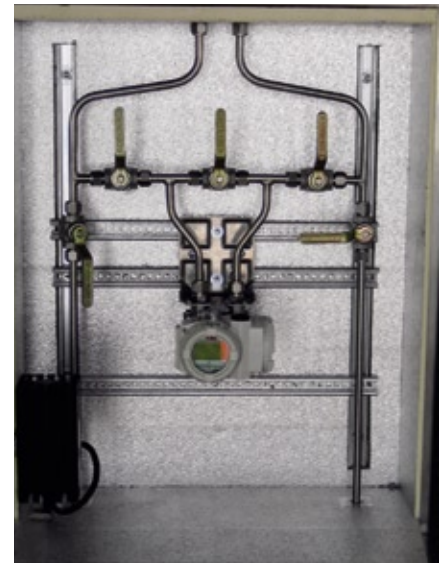
For more than 80 years, the safety and reliability of the AB-cock product range has been subjected to ongoing, systematic improvement. The AB-cock operating



AB-cocks for pressure transducer stations.



A pressure transducer, which converts the physical input signal to an analogue signal (4-20 mA), is located in the left corner. The device installed on the right side is a pressure switch that converts the physical input signal into a binary signal (0 or 24 VDC).



A differential pressure transducer that converts a physical input signal into an electrical signal (4-20 mA).

A wide spectrum of applications:

- Oil and gas refineries;
- Processing industry;
- Automation;
- Shipbuilding industry;
- Diesel engines;
- Compressed air supply;
- Instrumentation and control;
- Electric supply;
- Energy generating companies...
- and many more.



principle is simple yet clever. Many different connections (flanges, DIN or ANSI pipe threads, special designs like Ermeto, Burmeister, Maihak and Swagelock) are available, and provide a wide spectrum of applications.

Features and advantages:

- Valve body is available in brass, carbon steel and stainless steel.
- Pressure range: PN 40 up to PN 250.
- Operating temperature: from -200 °C up to +400 °C.
- Quarter turn operation permits immediate opening and shutting.
- Large sealing surface guarantees leak-tight seal across the bore and to the atmosphere, therefore no false reading of instrumentations.
- Simple design with just one moving part.
- Packing sleeve is the only part subjected to wear and can be replaced within minutes with cock remaining in the line.
- Stainless steel plug means no jamming due to corrosion.
- Fulfils the requirements defined in the clean air act (TA-Luft) resp. VDI 2440.



ASEKO selected as main valve supplier for BOTNIA project

ASEKO Oy, Finland

ASEKO, an independent KLINGER company, has over 65 years experience as a project supplier to industry. The company's own workshop plus a large stock of valves guarantees successful industrial deliveries, even in the challenging pulp and paper segments.

The contract with BOTNIA S.A. is for approximately 10,000 manual and motor-operated low- and high-pressure valves from DN 10 (3/8") up to DN 1300 (52"). Valves are manufactured in all types of materials including GG-25, GGG-40.3, GS-C25, A105, 16Mo3, 10CrMo910, PFA-lined, X10CrMoVNb91, CF8M, CG8M, SMO254, Titan, etc.

The ASEKO product range encompasses ball valves, butterfly valves, low/high pressure globe-gate and check valves, safety valves, knife-gate valves, PFA-lined valves, etc.

ASEKO is an independent KLINGER company and a professional project supplier of industrial valves for control and shut-off applications. ■

For further information, please visit our website www.aseko.fi





KLINGER Argentina to upgrade PROFERTIL gauges

KLINGER: 35 years in Argentina, 120 years in

Some time ago, PROFERTIL announced its intention to change its conventional liquid level gauges for magnetic level gauges with less maintenance requirements and easier level viewing. Rich. KLINGER Argentina was on hand to work with them and find the right solution to PROFERTIL's needs. With the result that Rich. KLINGER Argentina will be replacing 58 liquid level gauges with TC Fluid Control magnetic level gauges.

64-hectare site can be accessed by road, rail and sea. The fluids involved include steam, condensate, waste water, ammonia water, ammonia carbonic dioxide, sulphuric acid and caustic soda. In such an environment, the replacement valves must meet the following specifications:

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With its stated mission to be leaders in the production and wholesale commercialisation of nitrogen fertilizers in the Southern Cone, contributing to the sustainable development of the agricultural sector and satisfying the expectations of the shareholders, employees, clients, suppliers, government organisations and communities in which it operates, PROFERTIL's goal is to lead the Argentine nitrogen fertilizer market continuously, promoting its development, orientating it towards granulated urea, increasing its cost advantage and introducing further wide-ranging measures that improve competitiveness.

A key part of the Rich. KLINGER Argentina mission is to supply industrial customers with high-quality products in order to find solutions to their problems and provide technical assistance on state-of-the-art fluid control and industrial sealing technologies.

PROFERTIL's ammonia and granular urea plant is located at Ingeniero White, Bahía Blanca, in the Province of Buenos Aires on the Atlantic Coast of Argentina, about 700 kilometres from the City of Buenos Aires - to be more precise, in the area known as Zona de Cangrejales between the ports of White and Galván. The

- Design temperatures from -33 °C up to +415 °C.
- Design pressures from 2.0 to 130 bar.
- Centre-to-centre dimensions from 450 mm to 1600 mm
- Chambers materials 316 Ti and 316 L



the world.

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

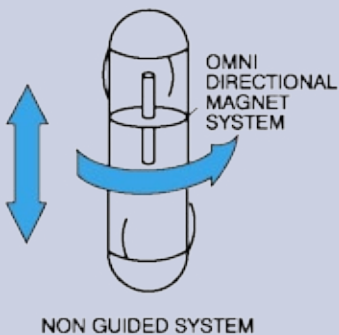
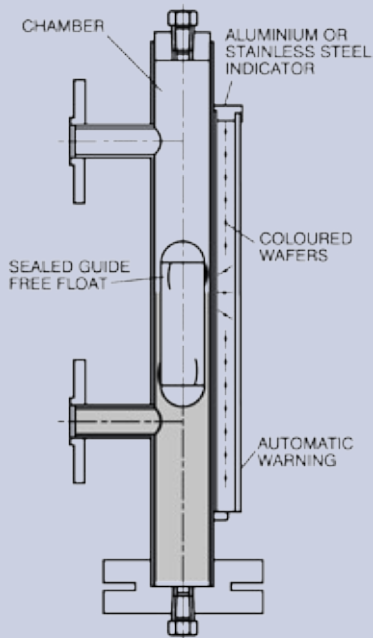
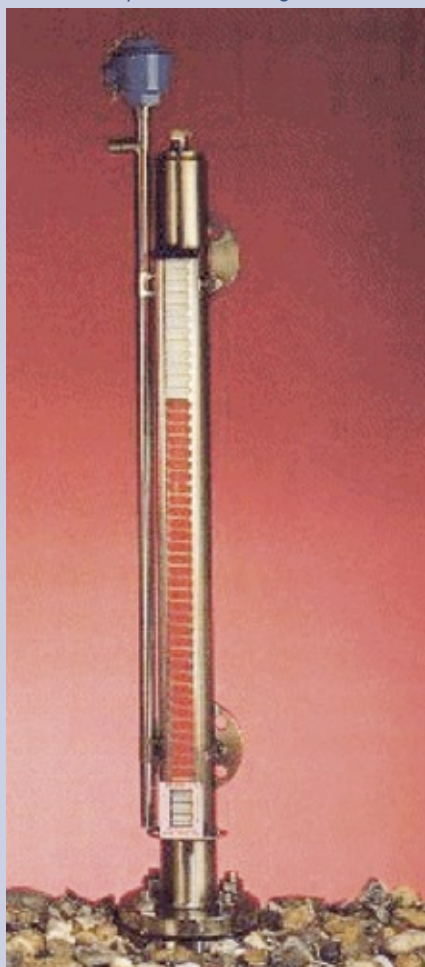
Magnetic Level Gauges

TC-KLINGER has been manufacturing magnetic level gauges (MLG) for more than 30 years, and this robust and reliable technology has been tried and tested in many thousands of installations world-wide. The TC-KLINGER MLG provides liquid level detection of almost any fluid, including oil, water, petrochemicals, acids/alkalines and solvents in very aggressive environments up to 450 °C and 400 bar pressure.

The design of the TC-KLINGER MLG eliminates the risks and potential leakage inherent with the traditional glass sight gauge, as the liquid is contained in a sealed chamber in which a float freely follows the moving liquid level. The float contains a permanent magnet that cou-

ples with the external indicator through the chamber wall; therefore the indicator represents the level in the chamber without direct contact with the liquid.

This system offers many advantages over the 'sight glass', such as easy and accurate level-viewing and virtually zero maintenance. It also eliminates coating of the glass and poor viewing due to dirty or colourless liquids, while fugitive emissions and leaks are also reduced to zero. The MLG is particularly suitable for toxic, flammable and interface applications, and can be manufactured from almost any non-magnetic material in order to be compatible with the media. ■



KDT conferences now a regular event

Once again, at the beginning of November 2006, KLINGER Dichtungstechnik organized the first part of the annual Sealing Conferences in Gumpoldskirchen, Austria.

In recent years, KLINGER's Sealing Conferences have become a regular event where product managers and experts from many of KLINGER Dichtungstechnik's business partners can meet to discuss both marketing and technical issues.

The annual Sealing Conferences provide an important platform for an exchange of experience. They are divided into three parts - in order to categorize each session and create a clear opportunity for detailed discussions on the different topics.

Presented by Hans Forstner (Sales Manager) and Michael Heintschel (Product Manager), the main theme at Sealing conference 2006 was KLINGER Dichtungstechnik's new marketing tools, with the new-look product catalogue, the materials posters and KLINGER®expert 5.2 being just three examples that formed the basis for interesting discussions that continued into the evening with a visit to a local restaurant.

KLINGER Dichtungstechnik would like to thank all participants for their valuable input and useful feedback. Once again, the idea behind these annual events - namely, to promote closer, more intensive co-operation between KLINGER Dichtungstechnik and its business partners - was impressively confirmed. ■



Pictured anti-clockwise are: John Ruager (Klinger/Denmark), Ton Bouwens (Klinger-Picoff/Netherlands), Michael Heintschel (KDT), Norbert Weimer (Klinger/Germany), Jose del Amos (Saudi/Spain), Hans Forstner (KDT), Peter Gombier (Klinger/Sogefilres/Belgium), Steinar Fjeldstad (Bagges/Norway), Martina Stämpfli (Gysi/Switzerland), Mark Mühlenbruch (Klinger-Picoff/Netherlands)



Good reason to celebrate - the 15th anniversary of Hungarian KLINGER representative Soltész & Soltész

Rich. KLINGER Dichtungstechnik GmbH & CoKG, Austria

In the modern building are not only offices and training facilities but also a clearly laid-out multi-tier warehouse with some 800 m² of space - a considerable improvement on the former warren-like basement storage.

There is now sufficient space for service work and actuator assembly, and

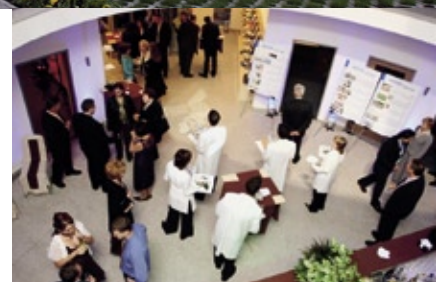
On 7 October 2006, long-time Hungarian trading partner Soltész & Soltész celebrated its 15th Anniversary. 300 invited guests attended the venue and were entertained by a varied evening programme that included song recitals, and were also given a tour of the new company headquarters in Budapest. Congratulations to Soltész & Soltész from representatives of KLINGER Dichtungstechnik and KLINGER Fluid Control!



also the accommodation of die-cutting machines and technical equipment. And with an increase in office space from 170 to a generous 600 m² comes capacity for more personnel.

In 2005, the Hungarian company achieved sales of about EURO 3 million, with 50 % of the import turnover going to KLINGER Fluid Control and 10 % to KLINGER Dichtungstechnik. Top-sellers in the valve area are the KLINGER KVN piston valves and the KLINGER Ballostar KHA ball valve. Along with sight glasses for liquid level gauges, Top-Sil seals by KLINGER Dichtungstechnik are also a

success, reaching a high sales volume on the Hungarian market. Refineries and chemical and pharmaceutical concerns can be counted amongst the main customers of Soltész & Soltész. May 2006 saw the successful conclusion of a large-scale project by the Hungarian MOL Group, which is active in the refinery sector: a total of 116 standard-version KLINGER Ballostar ball valves were delivered in various sizes (DN 150 to DN 400) and installed in the separation plant. These valves are used when transporting oil, and also in water/oil separation units. It follows that water and various hydrocarbons or their



emulsions are thus present in the pipelines. The application temperature is the same as the ambient temperature, and the pipelines are operated at a pressure of 10 bar.

The collaboration between Soltész & Soltész and the KLINGER Group is also 15 years old. We look forward to continuing our successful partnership! ■




Uitgebreid assortiment

- Om het u eenvoudig te maken zijn onze standaard catalogus producten via de Klinger E-Shop te bestellen.
- Voor niet standaard producten, neem contact op met onze verkoopafdeling.
- Eveneens zijn uw contract producten via onze Klinger E-Shop te bestellen.

Persoonlijke prijs

Via uw login krijgt u uw persoonlijke prijs te zien waarin de overeengekomen condities met Klinger reeds zijn verwerkt.

Snelle levering

Na de bestelling ontvangt u per omgaande een opdracht-bevestiging. Uw gewenste levertijd kunt u aangeven in uw E-Shop order. Dankzij onze voorraad in Rotterdam en het Klinger netwerk in Europa kunnen we garant staan voor een snelle levering.

Leveringsvoorwaarden

Op al onze verkooptransacties zijn de algemene voorwaarden van de "Dutch Plastic and Rubber Association", van kracht.

Download de leveringsvoorwaarden.



KLINGER-PICOFF introduces E-shop KLINGER-PICOFF B.V., NL

KLINGER-PICOFF will soon be broadening its service and offering 15,000 catalogue products online at www.klinger.nl, a totally revamped website where customers will be able to log in and place orders 24 hours a day.

The online service will be available for the complete range of standard KLINGER-PICOFF products. After receiving their personal login code, customers will be able to place online orders or see price details and technical specifications, while an easy-to-use search engine will help customers navigate through the full KLINGER-PICOFF catalogue.

Always up-to-date

The main advantage of the KLINGER E-shop will be the option to update the online catalogue immediately with changes to the product range. That way, customers will have online access to up-to-date information and account details at all times including the specific conditions that apply to individual customers. What's more, the E-shop will be available not only for order placement but also for online quotations.

Customer specials

Customer specials and contract items will also be available via the E-shop. Non-standard products, on the other hand, will be available from the sales departments in the usual way.

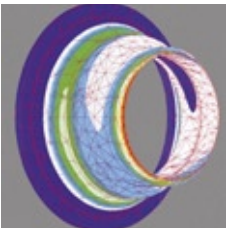
All E-shop transactions will be registered so that customers will be able to see a complete record of all products purchased at KLINGER-PICOFF. After finalizing an order, immediate confirmation will be sent via e-mail. Customers will be able to determine when they would like to take delivery of the shipment, which will use KLINGER's European network to ensure an optimum service from the Rotterdam warehouse.

KLINGER-PICOFF is fully committed to Internet-based shopping and information services at www.klinger.nl. ■





Connect with Quality



The Global Partner for Global Players

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