

World

Klinger News

September/October 2004

www.klinger.ch



A history that spans three centuries

Klinger Holding Austria GmbH, Gumpoldskirchen/Austria



Gumpoldskirchen is a location that is extremely closely linked to the history of the Klinger Group and the Klinger family. In 1893, Richard Klinger acquired the burned-out ruin of a former paper mill on the canal at Gumpoldskirchen, and in so doing laid the foundations for the Klinger family's industrial activities. Today, 111 years later, Klinger has a presence throughout the world with 38 operational companies. Consolidated sales for 2004 are expected to reach just under EURO 300 million.

Although Gumpoldskirchen is no longer the international head office, it has lost none of its importance during its 111-year history. In 2003, both group companies domiciled here, Rich. Klinger Dichtungstechnik GmbH and Klinger Fluid Control GmbH, were together responsible for 18 % of Group's consolidated sales and 37 % of profits before tax. What is more, in their respective areas, both companies are centres of excellence within the Group of independent Klinger Companies for product and process development - Klinger Dichtungstechnik in the area of fibre-reinforced, calandered sealing materials and technically modified PTFE-materials, and Klinger Fluid Control in the area of valves.

In tracing the company's progress over the last 111 years, it is clear that the

path was not always straight: technological development have at times reached a dead-end, or have been shelved prematurely. Sometimes, entrepreneurial decisions have had to be reversed with considerable financial consequences. No less significant were the two world wars of the last century, which brought serious disruption.

However, it is possible to identify series of constant factors which are embedded in the Klinger corporate philosophy:

No. 1 was always the high importance which has been placed on long-term close customer relationships. We believe, that only the clear understanding of our customers' needs enables us to continuously adjust and improve our products and services to meet those requirements. The second important factor was the quali-

fication and motivation of the people working in Klinger companies and the high standards of quality in the products and services provided by Klinger.

A further key ingredient that ensured corporate success at Klinger is the sound financial basis of all corporate activities. The courage to take calculated risks has always gone hand in hand with a good eye for the financially feasible.

The bond between the company and the Klinger family must also be mentioned as a final - but by no means less significant - element. In four generations all family members who have been actively involved in the management of the business have been totally committed to the wellbeing of the company.

I am convinced that we will continue to live by these core elements of our corporate philosophy and on that basis develop the Klinger business successfully into the future. ■

Dr. Thomas Klinger-Lohr





To the East with new partners

Rich. Klinger Dichtungstechnik GmbH, Gumpoldskirchen/Austria

With 6 employees, UAB Sandariklis handles products manufactured by Rich. KLINGER Dichtungstechnik GmbH, Austria both on the home-market of Lithuania and in neighbouring Latvia and Kaliningrad. The partnership commenced on 1 April 2004 and will run for an initial period of one year.

The goal at UAB Sandariklis was not only to sell but also manufacture industrial sealing products - a vision that, with the production of oil seals on a CNC lathe from May 2002 onwards, is now reality. In 2003, with the demand for ready-made gaskets growing, the company made a further investment in a water-jet gasket-cutting machine. By the end of 2004, UAB Sandariklis plans to have two machines for spiral wound gaskets in production.

CAF gaskets are still in use on the Lithuanian market, even when the import and utilisation of such products is prohibited by local law. But with users now looking for suitable, certified replacements for CAF materials, the slow changeover to CNAF products has begun. That is why UAB Sandariklis was on the lookout for a reliable partner to supply CNAF materials to Lithuanian industries. They chose Rich. KLINGER Dichtungstechnik.

On 1 May 2004, Lithuania became one of the new members of an extended EU. Lithuanians are amongst the best-educated people in Europe. Numbering approximately 3.4 million, the country's population is concentrated in the cities of Vilnius and Kaunas and the seaport Klaipeda, and is experiencing growth far above the EU average.

The national currency, the Litas, is linked to the Euro (1 EUR = LTL 3.4528) and stable. Conversion to the Euro is set forth for 2007/08. There is a range of different industries throughout Lithuania: Russian mineral oil products are processed at the Mazeikiai refinery for shipment from oil-terminals in Butinge and Klaipeda; nuclear power is generated near Vilnius; nitrogen fertilizers are produced at a facility

in Jonava; phosphatic fertilizers (mainly DAP) are manufactured at a plant in Kedainia; and shipbuilding and repairs are carried out in the port Klaipeda. ■

For further information, please contact: UAB Sandariklis, Minijos g. 2/1-005, 91234 Klaipeda, T +370 46 496810, F +370 46 312037, www.sealjet.lt



KLINGER SA visits oil-rich country Angola

Through our subsidiary company KLINGER Mzansi (Pty) Ltd Wilson Ndlovu visited Angola (15/06/04-19/06/04), the second largest oil and gas producing country in sub-Saharan Africa after Nigeria.

Wilson Ndlovu managed to meet some of the key companies in the oil and gas industry, these included Chevron Texaco (key player), Total, Agib, ExxonMobil and BP. These companies explore and produce oil and gas on a concession from the Angolan government. These companies have huge maintenance budgets and they buy all their maintenance requirements overseas, notably from France and the United States.

Angola produces about one billion barrels per day of crude oil and this industry presents immense opportunities for the supply of our products. We will move rapidly to exploit this Angolan market segment further. ■





KLINGER cracks nuclear industry

Klinger Fluid Control GmbH, Gumpoldskirchen/Austria

After several decades in the heating and district heating industries, KLINGER two-piece Ballostar ball valves are well proven. However, it was only this year that KLINGER Fluid Control, Austria, was able to supply a Ballostar ball valve type KHSVi size 600 as a shut-off valve for a feed-water-pump in a Swiss nuclear power plant.

It is common knowledge that the technical and security standards in nuclear power plants are extremely high. Nevertheless, working with Franz Gysi AG (our sales partner for the Swiss market based in Suhr, Switzerland), we were able to convince the customer Kernkraftwerke Gösgen-Däniken not only about the excellent quality of the Ballostar valve, but also the high level of technology and quality control in our Gumpoldskirchen/Austria plant.



Two auditors from the Gösgen nuclear power plant were at the Gumpoldskirchen factory for almost a full week and asked KLINGER to carry out the following certification and test procedures:

- Liquid penetration test of ball valve body and end piece, and
- Ball x-ray test for all castings such as body and end piece.

This is an initial but nonetheless very important step towards entering this industry, and we have in the meantime commenced negotiations for similar solutions in other nuclear power plants. ■



Tightness test - KHSVi 600-VII, AF, KFC, PN 40. From left to right: Mr Marti, KKW Gösgen, Mr Franz Gysi, Franz Gysi AG and Mr Avci from KLINGER Fluid Control, Gumpoldskirchen.

Pressure and tightness test for the whole valve and the drain valve. Certification and approval acc. to EN10204-3.1B of all parts incl. bolts and nuts.



A final polish

Istag AG, Egliswil/Switzerland

Early in July, Ambresh R. Tipnis, Managing Director of joint venture UNI KLINGER, was joined by Process Development Engineer Jayawant D. Pathare for a visit to KLINGER Dichtungstechnik GmbH and KLINGER Fluid Control GmbH in Austria, and ISTAG AG in Switzerland. Successful discussions were held on process and quality improvements for their operation near Pune in India. Supported by tech-

nical staff in Gumpoldskirchen, Dr. Ulrich Rustemeyer and Dr. Jörg Latte proved to be inexhaustible sources of valuable information. Ambresh R. Tipnis also had the opportunity to witness trials with Indian formulations for the new, economy UNISIL grades currently being launched on the Indian market. The trials confirmed the superior quality of this new class of sealing materials. ■





Onwards and upwards in France

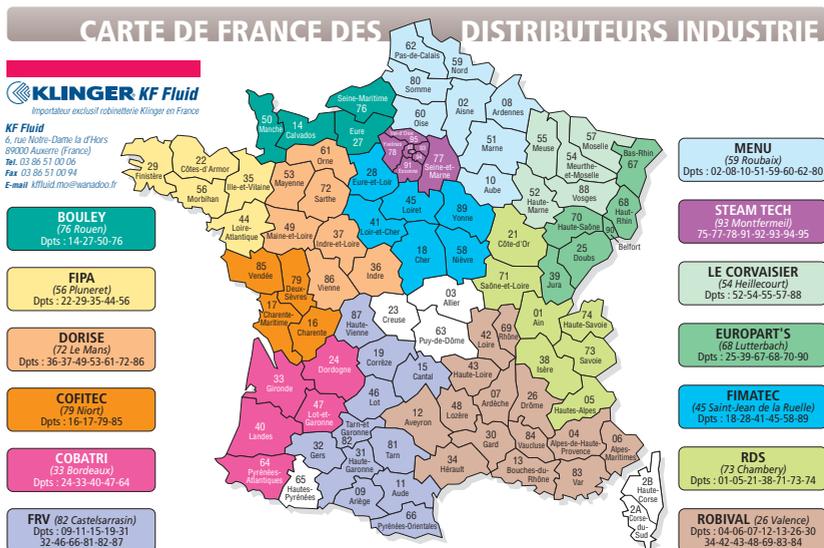
Klinger Fluid Control GmbH, Gumpoldkirchen/Austria

An exclusive contract was signed with KF Fluid following the collapse of our longstanding partner in France. The agency and its four staff are responsible for the sales of all KLINGER Fluid Control products throughout the country.

istributor network (see map below). KF Fluid manages its distributors so as to achieve good sales coverage while avoiding distributor conflicts. Its job is also to 'spec-in' KLINGER products. ■

The first 18 months have been very successful - the impressive figures from KF Fluid show that France now comes in just behind Russia and Austria as the third largest country in terms of KFC product sales.

"The KF Fluid strategy can be summed up in one single word: 'FOCUS'. Because we only sell KLINGER products, we focus on a specific range, and also on a limited number of market segments where we can set ourselves apart from the competition by pointing to unique KLINGER product features. For example, the KVN offers much improved in-line tightness than a bellow valve, while the Ballostar with its double-sealing system and drain cock offers total safety to heat networks", says Bertrand Ory.



The heat networks market is very homogeneous, and has a very clearly defined group of players. Two companies, Elyo and Dalkoa, are the main operators of district heating systems in France, and control 85 % of the total output. KF Fluid has been selected by Elyo as a 'referred supplier' of KLINGER Fluid Control products, while Dalkia is also planning to work with a limited number of suppliers. KF Fluid is almost bound to be one of them!

KF Fluid regards its district heating customers as 'customers for life' and is very proud of having CPCU Elyo on its books. CPCU (Compagnie Parisienne de Chauffage Urbain) operates the only large European district heating network (more than 420 km of pipes) to use steam (235 °C, max. 250 °C) as the medium. The steam industry, on the other hand, is divided into broadly based sectors such as petrochemicals, chemicals, pulp and paper, textile, steel, etc. For that reason, KF Fluid decided to work through a local di-



The KV Fluid team

KF Fluid has separated the French market into two major segments: heat networks, and the steam industry. The company sells directly to heat networks, and via a network of distributors to the steam industry.

Co-operation between Aseko and Samsung Techwin

ASEKO Oy and SAMSUNG Techwin Co. Ltd have signed an agreement on the import and distribution of Samsung surveillance systems. The agreement covers:

- Surveillance cameras
- Peripheral devices such as monitors, recorders, optics, etc.
- www-based surveillance systems

Samsung Techwin is known as a pioneer in the field of CCTV and works hard at developing and marketing new products. Samsung Techwin aims to be the world's leading supplier of optical systems. The range of Samsung security systems can be seen at www.samsungcctv.com.

For further information on Samsung security products, please contact Pekka Rabinä, tel. +358 10 400 1322, pekka.rabina@aseko.fi



With more advanced technology, we do our best to make the best.



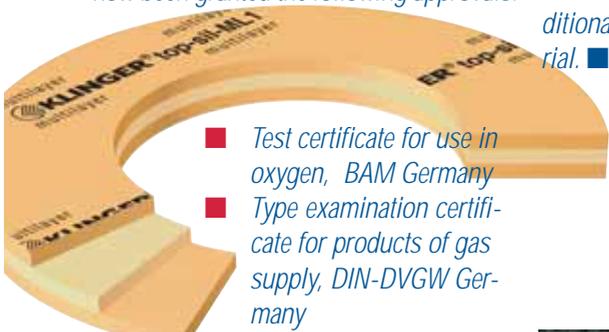
KLINGER® top-sil-ML1

Rich. Klinger Dichtungstechnik GmbH

Demands on unique KLINGER® top-sil-ML1 fibre-reinforced gasket material are determined by more than just high-temperature applications in steam.

Tests have been conducted at independent institutes over the last few months, and KLINGER® top-sil-ML1 has now been granted the following approvals:

We are sure that, with the outstanding performance of KLINGER® top-sil-ML1 in a wide variety of applications, the above certificates will help us achieve additional market share for this gasket material. ■



- Test certificate for use in oxygen, BAM Germany
- Type examination certificate for products of gas supply, DIN-DVGW Germany

- TA Luft tightness certificate in accordance with VDI 2440, AMTEC Germany
- Type approval certificate, Germanischer Lloyd
- Test certificate according to BS 6920 for use in contact with potable water, WRAS Great Britain

Multilayer property profile:

- Extended service life
- Higher residual flexibility
- Delayed ageing
- Less creep
- High permissible load



KLINGER valves boost output and lower costs

Richard Klinger Ind e Com. Ltda.
São Paulo, Brazil

To prevent losses on the line and therefore reduce costs, Usina Caeté - Conceição dos Alagos/ MG asked Rich KLINGER and Tecnocal Tecnologia em Fluidos to develop a plan to modify the 42 kgf/cm² superheated steam system with the aim of improving efficiency. Evaluations of the present system had shown that, at a pressure of 42 kgf/cm², a 1.6 mm² hole could cause a loss of steam of up to 28.3 kg/hour.

The best solution? Replacement of the conventional ball valves that use a metal-on-metal sealing system by KLINGER piston valves with a sealing system comprising a cylindrical piston and two resilient rings. The result is a considerable reduction in the cost of factory steam generation.

According to Hamilton Fernandes Pimentel, who is in charge of the boiler, in contrast to other options on the market, the key features in the decision to purchase the package were:

- Sealing Class VI - for the line and the environment.
- Installation of the valves in any position.
- No gasket system, and thus savings in replacement of the same.
- Greater durability, thanks to the exchange of rings option.



New production facilities for KLINGER AG Egliswil

After years of limited space KLINGER AG has now moved into a new production facility that, through the complete separation of graphite laminates and Polystrat (including material flows) into two production areas, brings greater flexibility and efficiency to operations.

KLINGER is planning a further improvement in its capabilities for added-value products, and is currently evaluating the technology that will enable it to supply 1.5 metre wide graphite laminates with its anti-stick coating. The company is also working with Istag on new products in order to meet TA Luft requirements. New products have also been developed in the Polystrat

product range and are now ready for marketing. Evaluation of all new products by key customers is standard practice. The infrastructure already exists for additional Polystrat volumes, and a new production line could be installed at any time.

Finally - better late than never - the new homepage www.klinger-ag.ch will go live in September with a lot of useful customer support information. Click to enter, and see what you can find! ■





Major ASEKO project deliveries in 2003 and 2004

Aseko Oy, Helsinki/Finland

ASEKO's know-how is primarily centred around industrial valves and their automation. With decades of experience in this field, ASEKO employees have now also become experts in project management.

For the Andritz projects, ASEKO has delivered comprehensive valve equipment, for example to the boiler, evaporation and causticizing departments at Valdivia Arauco in Chile and to Zellerstoff Stendal in Germany. One of last year's biggest orders was for UPM-Kymmene's Wisa 800 project; ASEKO's Wisa 800 deliveries plus direct deliveries for the construction of the Andritz soda recovery boiler and evaporation plant amounted to some 5000 valves. The largest valve deliveries to Kvaerner Power last year were for the Valdivia Arauco project in Chile, and Liang Lin Hainan in China.

Projects mostly involved process and safety valves, such as KLINGER ball valves, Somas butterfly and ball valves, and Sempell safety valves for process and steam applications (the safety valves for

the Wisa boiler were supplied with auxiliary electropneumatic control units). Deliveries also included Narvik mechanical and electrical water level gauges, 3Z plug valves, as well as globe, gate and check valves.



Major future deliveries already agreed are:

- Manual valves for the Andritz fibre line, destined for Veracel, Brazil, covering almost the whole ASEKO valve range including PTFE-lined valves. The two DN 1100 pulp knife valves supplied with the Auma electric drive are a special feature of the project;
- The UPM-Kymmene Changshu project in China, where ASEKO will deliver on-off ball valves equipped with pneumatic EI-o-Matic actuators; and
- Sempell/Tyco high-pressure valves delivered to Skoghall for the Kvaerner Power soda recovery boiler. ■



Tailor-made surveillance camera solutions

Aseko Oy, Helsinki/Finland



A wireless camera system improves sawmill operation.

In addition to traditional surveillance equipment, ASEKO also provides industry with specialist tailor-made safety and camera monitoring equipment. One special solution, for example, is the wireless camera system jointly developed for Raunion Saha Oy Sawmills Division by Pekka Rabinä of ASEKO and D.E.P., which was also responsible for installation. In this system, the image produced by the camera equipment monitoring the process is also transmitted from the control centre to the forklift trucks working in the area. The system improves logistics and thus reduces the cost of operating the transportation equipment. Further key benefits are



higher safety in the production area, plus improved driver motivation due to the prevention of unnecessary traffic.

Raunion Saha Oy is fully satisfied with the system: "The camera system has significantly reduced forklift truck traffic in the sawmill complex because drivers can monitor the situation in the different areas on their displays without actually going there. The result is an increase in safety, plus savings in fuel", comments Lassi Vaika, Raunion Saha Plant Director, on the successful implementation of the joint project. ■



Klinger Ltd join forces with C.N. Hadley

Klinger Ltd., Bradford/UK

KLINGER Ltd. is proud to announce the acquisition of C.N. Hadley, the world renowned slip and spectacle plate manufacturer.

The venture brings together 75 years experience of Hadley with KLINGER's 125 years in the chemical and petrochemical industries. KLINGER HADLEY produces slip and spectacles plates, flanges and blanks which are manufactured using advanced equipment including plasma and CNC machinery. The parts are all produced to British, American, European and Japanese standards or to the customers own requirements.



Slip & spectacle plates

In addition to the standard flanges and plates, KLINGER HADLEY can also manufacture complex profiled and machined components including the following techniques:

- Profile cutting with CAD
- Milling
- Turning and
- General machining

KLINGER HADLEY is committed to providing high quality products, underpinned by the highest levels of service and support. ■



Top award for Greek distributor

Klinger Fluid Control GmbH, Austria

KLINGER Fluid Control products have a long tradition on the Greek market. Since the year 1995, Chryssafidis S.A. is the exclusive distributor for Fluid Control products in Greece.



ceived the 'Commerce Award for Excellence' on behalf of his company from Greek Minister of Finance Mr Christodoulakis. ■

Commitment to Excellence

Since then, sales of Fluid Control products - especially for steam applications - have steadily improved. In addition to KLINGER piston valves, an increasing number of Ballostar ball valves are now being supplied for steam services. Chryssafidis S.A. celebrated its 120th anniversary in 2002. And in 2003, there was a further important event: Chryssafidis S.A. Managing Director Alexander Macridis re-



New materials require new know-how

Rich. Klinger S.A.A.I.yF. Argentina



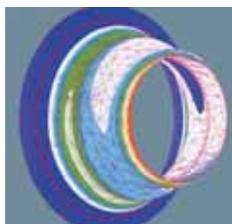
Engineer Norberto Dagnino, owner of SERVIN Ingenieria (a company that has been selling KLINGER products for many years) introducing KLINGER speaker Dr. Derek Lythgoe to a group of customers in Bahía Blanca, 660 km from Buenos Aires.

Accordingly, customers regard the training in sealing material products provided by KLINGER Argentina as extremely useful, with the KLINGERexpert® and ESA/FSA guides proving to be very good aids not only when it comes to the selection of an economical gasket material, but also the reliable assembly of a joint. Backed by KLINGER's worldwide experience in static sealing, the training material has led to the development of presentations and courses aimed primarily at participants in maintenance and related activities throughout Argentina. ■



Connect with Quality

8



for Global Players

Editorial address:

KLINGER ADMINISTRATION AG

Industrie Nord, Seonerstrasse 287

5704 Egliswil/Switzerland

T +41(0)62 769 30 11 F +41(0)769 30 13