

Business activity report Regis Houllier France March 2011

Contact Loos Chaudière

Maker of boilers

Mr Godefroy is instrumentation specialist. They do not use mechanical flowmeter at all. However they have good interest about Electromagnetic Flowmeter

Mr Godefroy advises me to contact Mr Sebastien Delescluse. Mr Delescluse has project with 2 emf DN200. He told me that they have receive quote from E&H for 2 promag50 modèle 50P2H-BB1APAC4AAAA (list price 4900€- discount which has not been said) but suppose to be -30% I have prepared quotation at much better price. They need also special flange female type from EN1092-1 ver 2007. Work with Hassan for the quotation. Review the quote with Mr Delescluse: he said this is quite interesting and price is good. He will propose to end-user such EMF.

Contact Petromarine

They are dealing with Sea Tankers

Mrs Monique Simon

Petromarine has changed name to SEA TANKERS, now 30 vessels company.

They do not have need for mechanical Flowmeter. They have only time to time demand for manometer with indicator in oil, but nothing for flow.

Contact DN France

89 Route du Loir 13250 SAINT CHAMAS

Mr Richard is responsible for instrumentation, accessories for tank, reservoir. They represent company in Spain for Polyester and fibre tank. They also resell Stainless steel tank and reservoir. They use to make part of their level gauge by themselves but could buy from other company if needed. After talking about Mecon portfolio, Mr Richard confirms that they do not need such flowmeter because in general their process is static (Storage). They could get some interests about low cost level meter. I send document concerning Menkar.

Contact Eimco Water Technologies

22, rue Pierre Mendès France

Torcy 77200. Member of GLV Group ; Lobby asks me to contact Mr Marocco from purchasing department. Mr Marocco told me that Eimco is not in the flowmeter business type mechanical or DP sensor. However they are interested to know new supplier for electromagnetic flowmeter and coriolis. I introduced Mecon electromagnetic flowmeter and send brochure of the Magnflux A and M1 Recall Mr Marocco to make sure he has received correctly documentation. He promises to come back to me as soon as he gets an inquiry.

Contact Local-Language

This is a company specialized in translation. Ask to quote M1 converter operating manual. Mr Hermann has made proposal for translation of the M1 manual at 2400€ for total of 13000 words. Lead-time : 2 weeks

Contact Ceram Hyd

Hydrogen electrolyzer, medium temperature Fuel cell, Water treatment and Chlore Alkali

Mr Levet requires quotation for 3 minix urgent for water application. I gave quotation and offer 1 week leadtime because quite urgent. They finally place order to competitor at more than 2 times less expensive (190€ instead of 434€).

Give up.

Contact TOTAL Petrochemical

Mr Gaucher at Saint Priest.

In order to be listed at potential supplier, you need to pass an exam at commission

Without approval, no way to sell any thing. Mr Gaucher recommend to contact Mr Fumey dominique for instrumentation at 04.37.23.71.31

Mr Fumey said that they already have Yokogawa, Krohne and ex Emerson companies listed and did not see benefit to add Mecon on the list.

However he is Ok to receive brochure.

Contact Reservoir Massal

Company dedicated to hammering reservoir for Water application;

Factory address: Chemin de 7 fonts - BP 117 - 34302 Agde cedex - FRANCE

Le reservoir Massal works with La Lyonnaise des eaux.

Mr Blanc (tel: 04 67 94 56 81) confirms that Massal is consuming several tenth of Magnetic level gauges per year. Last year they bought 40 to 50 pieces to Krohne. They used to work in the pass with Weka, Swiss company.

I sent brochure about MenkarKK80 and K70

Receive inquiry for 6000mm level indicator for sea water application at 10 bars. Quotation made.

Mr Blanc has passed proposal to End-user. Follow up in April

Translation activity:

- Work on translation in French of the Magflux M1 data sheet.
- Review Global brochure of Mecon portfolio in French
- Make french translation of the decoding table software for mechanical flowmeters

Contact Entek

Entek is Azbil Europe distributor; I have pushed several times possibility to use EMF from Mecon because cheap, robust and distributed to other big name.

Entek finally came recently with two large potential inquiries. One with 21 EMF and another one with 29 EMF. The first one is requested by same customer Soda Sanayii as we have received order recently. So we quote in same way. The other one is for municipal job and requires IP68 protection. Follow up in April

Contact Entime

14 av. de l'europe - bp 90195

59421 Armentières cedex

Engineering company for liquid and air environment

Review offer for Minix

Mr Saint-Maxin told me that he finally bought Flowmeter to CT Platon distributor

(<http://www.ctplaton.com/>) for 400 euros net for 3 equivalent of Minix (model NGTB). My quotation A2011RH022 was at 919€!!!!!!!

Contact Lyonnaise des Eaux

Suez environment group

42, rue du Président Wilson

BP 56 78231 Le Peck Cedex

Mr Soutif (purchase manager) has no need about mechanical flowmeter so far. Of course they are consuming a lot of Electromagnetic flowmeters and they have contract with ABB, Siemens and Krohne. Degremont, their affiliate for water, has special contract with E&H. He said they don't need additional supplier and the big issue with Mecon would be the services. If they need support for commissioning, if they need repair services, Mecon or Airlitec would not be in position to support them. Anyway, he has interest to get more information about Mecon. I send to him the Mecon brochure

Contact Perenco

Oil & Gas company working on onshore and offshore.

23-25 rue Dumont-d'Urville 75116 Paris

Tel: +33 (0)1 53 57 66 00

Need to contact Mr Labric for instrumentation. Mr Labric said that for flowmeter they use mainly electromagnetic flowmeter, coriolis and still a lot of orifice plat. They are more interested to buy complete solution (TX + Flow sensor) but time to time they have issue with big name like Emerson and would be interested to get other suppliers. I send him Mecon Brochure in English.

Contact Cofely

European engineering company, daughter of GDF-Suez

Mr Bèche (pole material) is leading instrumentation but busy.

Got Mrs Severine Lombard who advises to better send documentation to her. Send doc by postmail.

Contact ORTEC

Large supplier of services and consultancy for the industry and environment
Sector of activity: Oil - Chemistry - Petro chemistry - Agribusiness - Energy - Engineering - Heavy industry - Iron & Steel - Paper mill and others.

60 agencies in France

Groupe Ortec 550 rue Pierre Berthier

13799 Aix en Provence Cedex 3

Right contact is Mr Gilles Brugeaud.

They use in general Emerson instrument because recommended by the customer. I introduced Mecon portfolio. For mechanical flowmeter they do not use anymore such instrument. They may have interest on Electromagnetic Flowmeter but again the customer in general decides about the brand name. I send brochure in English.

Contact Scandura

Via Ambrosoli, 8

20090 Rodano Millepini (MI) Italy

Scandura is Italian supplier of calibrator but also reseller of process instrumentation

After introduction about flowmeters, they ask me to quote 12 EMF for ex Yougoslavian customer.

Project is for water. Scandura came back a second time for extra discount. I offer additional -2.5% and will review in April status of this job. Final destination is Slovenia.

Contact OTI Industries

12 rue Eugène RENAUX - ZI - 63800 Cournon d'Auvergne

Specialist in industrial instrumentation, automation, regulation, supervision and fittings. They are also solution provider.

Get Mr Masson Lucien on phone. He is dealing more with Energy application. I introduce Mecon mechanical flowmeters. He said he is buying regularly equivalent of Minix from M & C. He has interest to get information about Mecon flowmeter. I send Mecon brochure and Minix data sheet

Re-contact Isochem

Mr Roux said that no need for the moment but may be Purchase department has not received instruction to check second possible supplier like Mecon. Isochem uses to buy from Khrono. I send again email to Mr Roux with FVA250 technical specification in order to him to communicate this information to purchase department.

Re-Contact Pahntos

Engineering company in process automation for Oil & Gas, main customer: Heurtey Petrochem.

Pahntos Ile de France

Tour d'Asnières Hall B, 7ième étage

4 Avenue Laurent Cély 92606 Asnières sur Seine Cedex

Mr Guillaume Lambert informs that they have time to time need of mechanical flowmeters but not for the moment. They use to go to Krohne for quotation. I re-send brochure of Mecon and ask to participate to next inquiry.