

Business activity report Regis Houllier France Avril 2011

Visit CEPI Lyon

Carrefour of equipment for Industrial process

Lyon from 5 to 8 April

Mainly see tool machine and tooling processing, hydraulic press, robot. Very few potential for Mecon portfolio so far.

Meet people from reservoir Pauchard and introduce Mecon level gauge capability. Get contact name at their factory

Contact Réservoirs X.PAUCHARD

Manufacturer of reservoir, part of Lyonnaise des Eaux
1, boulevard de l'industrie B P 63 - 71402 Autun Cedex

Tel: 03.85.86.53.33 / Fax: 03.85.52.20.50

Mr Boileau said that Pauchard is still pure boiler manufacturer and does not touch instrumentation for the moment. He has sometime contact about customer looking for such level gauge and would appreciate to receive documentation from Mecon.

I will send him the brochure as reference.

Contact Entek

Received order for one Magflux MAG5704-1FA30-3CB1 for caustic Soda application

Quote for 9 electromagnetic flowmeter A2011RH040. However price is too high because goes to Soda Sanayii. Finally Mecon made quotation with about 25% less in direct.

The other quotations are still active but would take more time to get answer

Contact Schlumberger France

Le Palatin 1, 1 Cour du Triangle
92936 La Defense, Cedex France
Main Telephone: +33 1 7112 2000

Cannot reach any direct specialist. Schlumberger is completely fragmented in small companies independent each other. No way to get any one on phone without knowing name of the contact. I have left a message at website.

Contact Société De La Raffinerie De Dunkerque

Activity: Production of lubricants, bitumen, fuel oil and special products

Address : BP 4519 Route De L'ouvrage Ouest, 59381 Dunkerque (Nord)

Tél.: 03 28 29 50 00

Discuss with Mr Moret who asks me to send documentation to Mr Magné (maintenance service) at michel.magne@refsrd.com

Mr Magné said they do not use such mechanical flowmeter. They have mainly Diaphragm Plate, Coriolis flowmeter for custody transfer and few ultrasonic.

For magnetic level gauge, he does not want to use such technology because always problem with Float and pallets. He prefers radar, DP transmitter or displacement Tx.

Contact Ponticelli France

EPC contractor

Headquarter : 5 Place des Alpes 75013 Paris

Should better contact offices at Marnes La Vallée (1 rue Lilienthal Emerainville - BP 79 77312 Marne-la-vallée Cedex 2

Got on phone Mr. Julien Carré. He is responsible with Mr. Jacques Bourgueil of project quotations and realization at Tel : 01 64 11 11 70.

Mr Bourgueil orders time to time mechanical Flowmeters via local distributor like GMR. Does not want to work with Krohne because he had bad contact.

In general, Mr Bourgueil uses to work for pharmaceutical industry and does not need such flowmeter. But he has, some time, some projects for chemical application and in this case, it is possible to quote such mechanical flowmeter.
He is looking today for mass flowmeter liquid for ultrapure process
I sent brochure Mecon.

Contact Sté CFEREO

Immeuble Saint Quentin 2000
2, avenue de la villedieu
78990 ELANCOURT France
Mr Patrice Martinez

Engineering company working for Intertechnique. They are developing a test bench for Intertechnique and would like to use Minix flowmeter same as last ordered by Intertechnique.
Make proposal A2011RH039 for one flowmeter Minix same as Intertechnique without Stand
Follow up May 2011

Contact Rohm And Haas DOW France

Site: Rohm And Haas France Usine De Lauterbourg
BP C Rte Du Rhin, 67630 Lauterbourg (Bas-Rhin)

Mr Berling (specialist instrumentaton) has just come back after 6 months of illness. I introduce Mecon products. He said that they have few Flowmeters from Rota and this is standard supplier. They don't want to change.

For Electromagnetic flowmeter they work with E&H. For level they work with Vega (Radar) or DP transmitter from Emerson
Sounds no room for us

Contact ExxonMobile at Notre Dame de Gravenchon

Chemical plant

Ludovic NEAULE - NDG - APM - Instrumentation Specialist ExxonMobil Chemical France BA
NDG - Bureau 202

Mr Neaule uses to work time to time with Yokogawa for Rotameters. He did not know Mecon and has some interest to see the range of products.

For electromagnetic flowmeter, ExxonMobil has specific contract with Endress, Emerson and Krohne. However any new information concerning smaller but faster and reliable supplier is welcome

I sent brochure of Mecon with specification sheet of Magflux

Re-contact Loos france

Maker of boiler, follow up quotation A2011RH033 for 2 Magflux for hot water application against E&H 50P2H-BB1APAC4AAA. Quotation is well received however Loos need 180°C and 18 bars. The Magflux is made for 180°C and 16 bars with PTFE. Loos will check with end-user if acceptable. Loos has also special request for Flange EN1092-1 type F. This is an issue with PTFE liner. We finally offer special model with flange Type F and special depth.

Mr Delescluse agrees with the proposal and if end-user accepts Mecon brand, we should receive order by early May.

Contact Google

Proceed with Google for Advertisement campaign with Adwords. Key word selected: Flowmeter and Flowmeter with Float. Now when someone looks for "Débitmètre", he will see at Google French page a link to Airlitec Website. Campaign is made for 20 days with limited budget everyday.

Cost of campaign: 600€

Internet Airlitec Website

Work on possibility to prepare newsletter. A first News letter has been ship mid April for compressed air application; This has been sent to 400 email addresses.
This will be very useful when the French Mecon brochure will be available. We would be in position to make one letter for Float type and electromagnetic Flowmeter.

Contact Hydrair

2 Rue Jauffret 13010 Marseille.

Look for Prima DN150 water application. Make offer A2011RH042

This sounds too expensive.

Contact NORD ESTER

Groupe DAUDRUY Van Cauwenberghe

Rue Van Cauwenberghe Z.I. Petite-Synthe 59640 DUNKERQUE

Mr Broquin is looking for alternative of H250 from Krohne. I gave me details about application and I quote FVA250 via A2011RH043. The guy is quite interesting because price wise we are much cheaper than Krohne. However the existing Flowmeter still work and they have to wait new overall to proceed with exchange.

Contact Clariant Production

60350 TROSLY BREUIL, Picardie, France tel : 03 44 85 40 00

Activity : Specialty chemicals for textile, paper, plastics, detergents, pesticides, raw materials for paints and glues, synthetic intermediates

Lobby drives me to Mr Vancoually but not there, then to his collaborator Mr Anthony Legrand.

Mr Anthony Legrand. After thousand calls, he finally told me that he is not the right person for Instrumentation. I should better contact Mr Gérard Lacroix. Mr Lacroix confirms that they use quite significant quantities of instruments. They buy almost everything from E&H. They have bi-annual contract and only exceptionally when Endress does not have the right product for their application, they check outside. I will send him French general document when available.

Contact PEC – Rhin

BASF sister company. Making Nitric acid and ammonia.

BP 28 68490 Ottmarsheim

Advise to contact Mr Delavelle or Mr Zussy. Got Mr Zussy who told me that they use to work with Endress and Krohne. It is better to contact Mr Foucks at 03 89 26 53 87 who is responsible for instrumentation at factory.

Mr Foucks is General Manager of maintenance and does not know all details for instrumentation. He advises me to contact Mr Jean-Pierre Martin who is more involved with instrumentation and new work.

Mr Martin is interested to receive brochure at jean-pierre.martin@pec-rhin.com.