

## **Business activity report Regis Houllier France May 2011**

### **MSSA SAS**

International Alkaline Group  
Pomblières 73600 Saint-Marcel

Making sodium and derivated, Chlore and Javel

Mr Perrotto who is technical service manager. He confirms use of different flowmeters at site coming from Endress and others. He asks me to contact Mr Bonnet-Ligeon instead of Mr Alaux who left the company in December last year. Mr Bonnet-Ligeon is new but confirms use of Electromagnetic flowmeter. However they are reluctant to change supplier because the site is classified SEVESO 2 and they handle chlorine which is quite dangerous gas. Anyway, Mr Bonnet-Ligeon does not know Airlitec/Mecon and asks to send brochure.

### **Re-Contact Lundin**

Engineering Procurement, service in Oil and Gas

Mr Montagne said that he needs electromagnetic flowmeters but 2 wires and with flanges PN100. This is to replace the DP flowmeters which had only 2 wires. Anyway, I told him that with 4 wires, we can do but with 2 wires it will be very limited for him.

### **Endress Presentation**

Review of the RE250 and mechanical flowmeter presentation.

### **Visit of Mecon**

On 10/05/11, I have visited Mecon office and discuss following topics:

- Situation with Endress: agree that Mr Hamböcker will make final proposal to Mr Ciliento at List -25%. List being -15% lower from Krohne list price. Configurator, new spec sheet, new presentation and manual in English for RE250 are available.
- Situation with Entek: Agree to offer -45% to last inquiry from Entek. Quotation directly made by Mecon. We agree to make proposal to Entek for direct distribution of Mecon product in Turkey. Agree to organize visit.
- Review Minix pricing to 1/3 of list price. Talk about new Minix replacement.

### **Contact Loos France**

Mr Delescluse has new inquiry for 3 flowmeters electromagnetic for water application DN50 and DN80. Make quote A2011RH049. The former offer is still active and we should receive order soon. Mr Delescluse has reviewed the water application with his colleague and think to use mechanical counters or Magflux.

Receive order for 2 magflux A with special flanges and PTFE

### **Contact Entek**

Mr Ovul has sent a new inquiry for 22 electromagnetic flowmeters, application water.

We agree to pass directly this large inquiry to Mecon for quotation in direct. Mecon makes quote at -45% from list.

The other quotations are still active but longer decision process.

Contact Mr Hasan TERZİOĞLU (MD of Entek) to offer closer partnership agreement with Mecon. Hold meeting at istambul on June 14/15.

Get new inquiry for 2 flowmeters and change with DN1200/1400 on large one for water application.

### **Contact Scandura**

A2011RH050 proposal for 2 magflux water application 120°C 16 bars, DN50

The former offer A2011Rh035 for 12 Magnetic flowmeter is still open but decision going slow! We have to wait a while.

### **Visit Alto Instrument**

ALTO-Instruments

13 Avenue du Bois Guimier

94100 Saint Maur des Fossés

Alto is a company dedicated to flow instrumentation. They have Voetling brand but only low flow mechanical flowmeter. He has some interest about Electromagnetic flowmeter and larger mechanical flowmeter. The FVA250 is quite interesting because he used to buy such flowmeter to SIKA. I send FVA brochure and general spec.

### **Re-Contact NORD ESTER**

Groupe DAUDRUY Van Cauwenberghe

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

Mr Broquin has informed me that quote A2011RH043 for one FVA250 is lost because purchase department bought locally to their distributor. Price was good but for one unit they prefer going to existing distributor. This is more simple for them. Brrr!

### **Contact distributor of Voegtling**

I have been in contact with Voegtling distributor in France and discuss the Area variable

Flowmeter business. He agrees that this is tough business and margin is quite low

Finally he can give me price list for Q-form and V100 series of flowmeter.

His estimated margin is 35% to 40% although list price has been recently increase by +5% due to Swiss franc versus Euro exchange rate.

### **Check Mecon documentation**

I have re-check price book and spec sheet of Magflux, because several mistakes found on the document like compact and remote codes which are reverse or M16.NPT electrical connection reverse as well.

### **Re-contact Litwin**

Engineering Procurement, service in Oil and Gas

Receive several project to quote but time for instrumentation selection is not now.

Follow up in September

### **Contact Honeywell**

Honeywell is large Oil & Gas Engineering.

They have since ( years agreement with Krohne for Electromagnetic flowmeter.

Mr Alain Poulleau who is responsible for south part of France and North Africa

Mr Poulleau told me that the current agreement with Krohne is still valid however Honeywell

France has stopped selling such type of flowmeter because Krohne is too much present in

France; Only for projects including system and products, Honeywell quotes Krohne. Mr Poulleau has quite good interest to see type of products offered by Mecon.

I send French brochure of Magflux A and M1

### **Contact Graff SA**

They make Boiler, steel, piping.

4 Rue des Mésanges

F-57290 Fameck FRANCE

Mr Blanchemanche (tel: +33 3 82 58 02 20)

Small company. No need for the moment but Graff activity depends on project. Promise to send general brochure in French when available

### **Contact Cryostar**

Energy saving application, LNG tanker, Engineering company. Contact Mr Jonathan Dreyer

(Buyer tel: 03 89 70 27 69). I used to work with him for Pressure transmitter business.

Mr Dreyer is now in USA and pass my request to Mr Claude Reutenauer (Tel: + 33 3 89 70 29 56

Mr Reutenauer confirms use of mechanical flowmeter. In general, they bought such flowmeter

from Krohne (HH250 or VA40). He is quite interesting to get documentation for this type of product. He does not know MECON company at all.

#### **Contact Iget International**

An International Engineering Company for building of petroleum and petro-chemical installations.

Contact : Mrs Anne-Marie Mazzariello Tel: 0442949250

She uses to work with Krohne in general because this name is very often listed on vendor list from she get customers. Mrs Mazzariello is ok to receive Mecon brochure and send her inquiry to us next time. I send brochure PDF.

#### **CNIM**

Engineering company. Mr Butin from metrology and Quality direct line: 0494103009 advises me to better contact Mrs Regine Hattab (Buyer at Energy Pole, boilers) and Mr Jean-François Ache (Buyer Environment Pole)

##### Seyne sur Mer:

Purchase department Mr Ache advises me to contact directly the R&D department: Mr Alain Maccio Tel: 0494103282 or Mr JM Dasilva tel:0494103208. Cannot reach one of them. Send email with English brochure.

##### La Courneuve:

Mrs Hattab: She explains that at La Courneuve they make only revamping of existing boilers, mainly piping; few instrumentation. She advise me to contact Mr Mongin at R&D tel: 0149373073

Mr Mongin said that they use time to time flowmeters and level indicators, not big quantity and business is very quiet. Anyway, he is Ok to receive new brochure and think about Mecon in the future when project will come. Sent brochure.

#### **Contact Intertechnique**

Mr Martin (buyer) is still not happy with Krohne and did not see new order to them recently Mr Lefort has also confirmed that they are not sure to continue with Krohne but decision is long and big impact on their process. In order to help them, they need to know the diameter of our tube in standard and if we can make special.

#### **Micronis**

Grinding and micronization

Contact comes form Internet

Need quote for two Float meters MA70. I use special price this time and make offer for MA70 at 140 euros (A2011RH060). Re-contact by end of the month has confirmed good interest. Mr Chassaigne confirms they will place order soon for one or two pieces as start up.