

Business activity report Regis Houllier France June 2011

Contact Antykor Control

Antykor is an instrumentation company selling goods in Poland. They are already known from Mecon. They have a group of active sales reps and Polish market is booming. They send inquiry for 2 DN800 electromagnetic flowmeters. Competition is Siemens. Make quote A2011RH061. Agree to quote via Airlitec because Mecon does not want to handle in Direct, bad experience in the pass.

Contact Air Comprimé Energie

Engineering company specialize in Air treatment

Contact : Pierre MARQUIS

26, rue Cawoin BP13

59246 Mons en Pévèle

Introduction of Mecon Mechanical flowmeters. However they are not interested because don't really need such type of flowmeter. They use mainly robust mass flowmeter when they need to control the flow.

Advertisement

- Newsletters
 - o Work on news Letter for mechanical flowmeters. Mainly FVA250, Minix and Troglux. This should be sent to more than 400 addresses in France.
- Google Adwords
 - o Campaign continues on Google search for key words like Flowmeter, mechanical flowmeter.

Contact RésoGas

Strasbourg : work on medical application and need to measure easily the suction of air (60l/mn)

Make quote A2011RH064 for one Minix 152.30

Receive the order 30/06/11 finally with special discount

Contact AKAENO Marsillargues

ZAC le Triadou

2, place des Corporations

34590 Marsillargues

Waste water treatment application

Look for Gaz regulation mechanical flowmeter

Offer Minix. She needs a multiple flowmeter for different media and has seen something from competitor. Make finaly quote for a 200l/h minix.

After checking, she places order to somewhere else

Contact Solvay

Mrs Nicole MEDDA tél : 0383185704

Look for Mechanical flowmeter type FVA250. I send spec sheet for FVA250 but no answer, follow up later.

SMECRA SARL

23 rue Pierre et Marie Curie

ZA Les Pradeaux

63360 GERZAT

Inquiry request for 3 FVA250 for nitrogen hot application. Project is for export. Talking about attached quotation Mr Stofelth said that he got better price from Krohne for the following

model H250RRM9. The proposal received from Krohne was at 500€ plus 50€ for transportation and packing.

I cannot compete as it is about my cost! I guess the issue is the extra cost for displaced display (+209€) for the FVA250. Krohne has in standard unit: 300°C

Contact Fluidiq

ZAE Cap Nord
7, rue du Bailly
21000 Dijon

Contact Mr Mr Bertacchini for air flow measurement

They work on air control system and compressed air. They used in the pass Rotameter but do not have any need now. Even mass flowmeter have no interest because customers prefer make calculation instead of using sensor.

Contact Schlumberger France

Le Palatin 1, 1 Cour du Triangle
92936 La Defense, Cedex France
Main Telephone: +33 1 7112 2000
Main Fax: +33 1 7112 2120

Schlumberger is the leading oilfield services provider.

Cannot reach anyone. 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 Geoservices

Upstream oilfield service company
127, avenue du Bois de la Pie Paris Nord II
Roissy-en-France BP 95700
France Téléphone : 01 41 59 23 00

Talk to technical director, they do not have interest about flowmeter, nor level indicator. They work mainly on geographical, drilling and exploration level.

Contact Doris Engineering

DORIS Engineering has extensive offshore experience and engineering solutions from the wellhead to export system and flare tip.

Mr Pouchier (Instrumentation & Automation leader) says that Doris is only a study and feasibility engineering company. They do not buy anything. Their main customer is Total Exploration and Production.

He advises me to contact Mr Serge Macrez at Total Paris la Défense. Mr Macrez is at head of Instrumentation for Total Exploration and Production.

Mr Pouchier is interested to receive documentation from Mecon anyway. He will transfer to his specialist Mr Jean-Paul Licet

Contact Intertechnique

Mr Renault would like to get double source for mechanical flowmeter. He is now looking to have solution for mechanical flowmeter with panel mounting system in order to replace Krohne flowmeter.

Intertechnique is piss off about Krohne so far

Received inquiry for special version with panel mounting, make quotation and receive order for 2 flowmeters 5-50l/mn with panel plate in aluminium

Visit Entek Turkey

Met Mr Hasan TERZİOĞLU and Ovul Akyol

Make discussion for future business partnership.

Visit Soda Sanayii factory, salt Soda factory and Chromium factory.

- Quotation 2011-349 for 21 flowmeter lost against Siemens, price too high
- Offer for 37 magflux with DN1200 and 1400 : Global Project lost by Entek
- Received inquiry for 16*DN100, quote 2011-711: to be revised according to Dirk?
-
- Project with 18 Magflux from DN65 to DN900, 1000, 1200 : under quotation to Mecon?
- One inquiry for Gardex to be given, see Dirk ?
- Receive new inquiry for 105 insertion type magflux: under investigation at Mecon, done via 2011-845

Following teleconf between Dirk and Régis on Saturday 18th, 2011 we agree to give

- -50% discount to Entek from Magflux list price (reserve 7% for Regis as commission)
- -30% discount for mechanical flowmeter and reserve 7% for regis commission
- In case of strategic discount for qty, part of commission to Régis will be reduce up to 3.5 %
- Dirk will review all running quotations listed above and make proposals with copy Régis.