

Business activity report Regis Houllier France July 2011

Visit Michelin

Combaude's factory rue de la Charme Clermont-Ferrand
I have visited Michelin Tires manufacturer at Clermont-Ferrand
Introduce Mechanical Flowmeter as well as electromagnetic flowmeter.
They have few demands in this area and go in general to Krohne. I leave several English catalogues in case.

Visit AIMR

Le Brezet 29, rue Georges Besse
Clermont-Ferrand
Met Mr Sabier
AIMR is specialist on heat treatment and have time to time inquiry for cooling application with electromagnetic flowmeter. He also sees some interest on Gardex, and Intra/Prima indicator also possible reselling Minix.

Visit Mr Raschke

Honsberg Agent for French Market
Marmilhat 63670 Lempdes
Looking for agent to support Mecon activity in more south of France, I met Mr Raschke.
He is independent and works today for Honsberg. He uses to work in direct with supplier and get percentage of sales (15%). Although Mecon products may have some interest for him, he does not want to work via French Distributor Company. He says margin will be too short in such case. No way to change his mind however he knows some companies where Mecon products would fit. He will check possible arrangement.

Contact Clemessy Secauto

Secauto are specialized in industrial maintenance, services in chemical, oil and gas application.
They have 5 agencies throughout France
Région Nord Normandie
55, route du pont VI
Le havre

Mr Tabouelle does not use Electromagnetic flowmeter however they install the mechanical flowmeter. I send brochure.

Secauto Feyzin (lyon)

Mr Hamami said that they work in big portion for the Feyzin Refinery; it is impossible to sell something without being listed on Vendor List. I send him brochures anyway.

Visite Le Creuset

02230 Fresnoy-Le-Grand
Meet Mr Mairesse Maintenance Manager and Mr Berthez development Manager
They are manufacturer of Ceramic and coke steel pans and casseroles
Well known company in the world.
They have application to project enamel liquid in a 3 second step and stop 1 second, then restart for 3 seconds
Flow is about 150 to 300 cc/mn
Their project is for 2 time 12 units. 2 years ago they bought Sika Flowmeter but failed because too slow flowmeter.
I made offer for F5 with M1. They are interested if the response time of the flowmeter is good enough. I also offer possibility to test unit at site if response time is good enough for them.
Test has been performed at Mecon with F4 flowmeter.

Contact Sylene

Automation, engineering, Instrumentation
68, Rue Louis Berthollet - ZI Bissy - 73000 CHAMBERY

Adresse postale: BP9454 - 73094 CHAMBERY

TEL : +33 (0)4 79 68 22 31 FAX : +33 (0)4 79 69 71 61

Get inquiry for flowmeters for Algeria Business. This inquiry came via Mr Raschke (Honsberg Agent) I met recently.

They need: 13 flowmeter with flanges remote type:

1 de DN 1600 PN 10

1 de DN 1000 PN 25

2 de DN 1000 PN 10

1 de DN 700 PN 40

1 de DN 700 PN 10

1 de DN 500 PN 25

2 de DN 500 PN 10

1 de DN 400 PN 25

1 de DN 400 PN 10

1 de DN 200 PN 25

1 de DN 200 PN 10

With option extension of warranty: 24 or 36 months

With option packing: SEI4C

Contact Actemium

Engineering (automation, instrumentation) for application like Oil and Gas, Chemical, Water treatment, pharmaceutical.

Immeuble les Fontaines

8 rue Henri Sainte Claire Deville 92563 Rueil Malmaison Cedex

Email: aoge@actemium.com Tél: + 33 1 41 29 39 39

Contact Mrs Ayache who asks me to send documentation to her. She will transfer to her Technical director and some other people. Noway to get specialist on phone.

Contact TVA Group

Engineering company in Control, Instrumentation, electricity

57 avenue Raymond Aron 92160 Anthony Tel: +33 1 49 73 25 60

Mr Lahutte has good interest to see our range of products.

TVA works in partnership with big customer like Saipem, Total, Sogregaz, Technip etc... They in general follow the vendor list where Mecon should be listed.

He is Ok to get a visit to see our capability. In first step, I propose to send him brochure in PDF for distribution at arnaud.lahutte@groupe-tva.com. He also would like to get brochure in paper format

Contact Ajinomoto:

Japanese Industrial Company working mainly on food and amino acid production. They have 3 sites in France :

- Ajinomoto Eurolysisne Amiens Plant (Lysisne production)

Rue de Vaux, 80084 Amiens Cedex 2, France

Tel + 33 (0) 3 22 54 70 00

- Ajinomoto Sweeteners Europe S.A.S. (Aspartame production)

Z.I.P. des Huttes, route de la Grande Hernesses, 59820 Gravelines, France

Tel + 33 (0) 3 28 22 74 00

- Ajinomoto FOODS EUROPE S.A.S. (Transglutaminase production)

48 rue de Nesle, BP 42, 80190 Mesnil-Saint-Nicaise, France

Tel + 33 (0) 3 22 88 50 50

Amiens Plant : Mr Darras is instrumentation specialist. They do not use mechanical flowmeter however they have a lot of Electromagnetic flowmeters. He has no time to discuss and ask to be re-contacted in September!

Gravelines Plant : Maintenance director is Mr Patout but has been dismissed and replaced by Mr Mathieu Lecoustre. Mr Lecoustre confirms that Ajinomoto works exclusively with some partners like Krohne and do not work with new company. They have no maintenance people and all the service is provided by external companies.
So no chance to enter in such bloody company

Mesnil Plant: Maintenance director is Mr Westafal (tel: 03 22 88 50 98). Mr Westafal has no interest to work with other than current supplier companies. No interest to receive even documentation

Contact ERS

ERS is company dedicated on control and services for industries. Located at Vaulx en Velin 4, rue Jacques Monod 69120 Vaulx en Velin
Mr Marc Michel-Durand has time to time question about flow measurement and get offer from all big guys. I propose him to contact Airlitec for better service and price. I send brochure in English!!

Contact via AIMR Thermique

Follow up contact with AIMR at Clermont-Ferrand, I have received inquiry for about 200 Area Flowmeters. This for one OEM using today Gemü area flowmeter series 800.
The Troglux will be ideal solution as alternative as long as we can be competitive.

Contact CEA

Site at Caradache where new nuclear ring will be installed
Contact MR Jean-Claude Arnoud. Need for budgetary purpose one Electromagnetic flowmeter DN80 compact for water flow measurement
Quote made : A2011RH091

Contact Institut de Corrosion

H₂S laboratory, seawater facilities, accelerated corrosion testing chambers, corrosion fatigue laboratory, outdoor exposure sites
220 rue Pierre Rivoalon 29200 Brest, France
Tel : +33 (0)2 98 05 15 52
Mr Christophe Liotard. Needs 2 flowmeters type minix MA70 for nitrogen application. Quote done