Business activity report Regis Houllier France August 2011

Google Adwords
Install new campaign via Google Adwords. Key words like Electromagnetic flowmeter, variable area flowmeter etc… are now recorded.
Now when typing Electromagnetic Flowmeter on Google search, you can see Airlitec on top of commercial link
Cost: about 1000 euros per month. Campaign will last up 3 months.

Visit Le Creuset
LE CREUSET INDUSTRIE S.A.S
902 rue Olivier Deguise
02230 Fresnoy Le Grand
Bring to Mr Berthiez one F4 and one M1 for testing with enamel liquid
Discuss connection and configuration
They test the F4 and find that response time on display is too long. M1 cannot show the final value. I recommend to use 4-20mA signal or even better the pulse output; They will make test and let me know

Contact Honeywell Spain
Honeywell
C/Josefa Valcarcel 24
28027 Madrid
Jose Maria Moyano
As existing distributor of Yamatake, Honeywell Spain had an urgent inquiry for flowmeters. I took such opportunity to offer alternative solution for quick delivery. However, end-user is 100% Yamatake and even has refused in the pass Yokogawa flowmeter.

Contact Antykor Control
Make proposal for one Flowmeter DN15 with long distance between Remote converter and detector. Application simple: water

Contact AIMR
Following our proposal for replacement of Gemü flowmeter (200 pieces per year). AIMR has visited the customer and discussed final proposal.
We have seen that we were by far much more expensive, about double of what the OEM is buying today from Gemü.
Report to Mecon

Contact Easy test
Company in Egypt who request electromatic flowmeter for local end-user
They inform me that finally the customer bought a cheaper version without saying how much. I had quoted a DN100 at 2000€

Contact Howden BC
Howden supplies fans, rotary heat exchangers, compressors and gas cleaning equipment
Knew Mr Marc Mantel but he is gone. Get Mr Tuquet purchasing department
They used to quote level indicator but don't know Mecon. They have few interests about mechanical or electromagnetic flowmeter. Send brochure PDF to Mr Tuquet who will distribute + post 3 brochures

Contact Sundyne
Sundyne designs and manufactures industrial pumps, compressors, motors and generators.
Mrs Maryline Derepas (Purchase Department and Quality, mderepas@sundyne.com) gave me right contact for instrumentation: Mr Alban Curot (tel : 0380383368, acurot@sundyne.com).

Mr Curat confirms that they use flowmeter from Emerson because listed at engineering companies and **end-users**. Mecon must be listed at Total, Shell, Agip etc…
Sundyne has interest about level gauge. I sent brochure by PDF and several by post mails.

Contact Technip

Mr Pascal Marette (0147782184) responsible of instrumentation for the whole Technip group. Mr Marette confirms that Mecon must be referenced by end-user in the project bidder list. Technip does not propose any other supplier.
Current projects:

- EDF Dunkerque (France)
- Gas Terminals BP + EDF in Germany
- Middle East Abu Dhabi: SHAH (desulfurization)
- Qatar petroleum

Other customers to be listed: Total, ExxonMobil, Saudi Aramco