

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

### **Contact Saint Gobain and visit**

Rond point de Saint Gobain Lagnieu

Meet Mr Desprat,

This is packing division, mainly bottling. Mr Desprat used in the past Flowmeter mechanical from Yokogawa. However now, they use more Electromagnetic and system connection.

Introduction of Mecon. No project at the moment but keep reference for future needs

### **Contact Lab company**

Engineering company

Contact Mr Philippe Ostermann Electrical department

Tel: + 33 4 94 18 56 26

They are looking for non powered flowmeter type Gardex

2 gardex for Arques factory Glass manufacturer in France.

Application Air, Quote : A2011RH109

Finally they decide to change Piping and put flowmeter in vertical. They bought Flowmeter from their current supplier.

### **Contact Lyonnaise des eaux**

Mr BOISSARD Laurent

Tel 06 85 11 26 67

Auxerre Waste water maintenance

Mr Boissard look for one mechanical flowmeter

I quote one Troglux for water application, 0.4 to 4m<sup>3</sup>/h via A2011Rh0108. Order should come but could take time to administration system

### **Contact AIMR**

Contact Mr Sabier and discuss about OEM job with 200 flowmeters type Troglux

Against Gemü. The price given sounds far too low and I ask to get better details from customer;

Mainly confirmation that price includes contact or not and price for other references.

We discuss that french global margin will not exceed 25% for such job

He will contact OEM and let us know.

### **Contact ADVANCED AUTOMATION**

Casablanca MAROC

Tél : 00 212 5 22 86 19 29/39

Rachid EL KARI need price for 4 mechanical flowmeter solution for Air and Max pressure: 5bar

Flow : 14000 et 25000 ml/min

Quote A2011RH114 quote with Minix 150.5

### **Contact DISTEC**

Engineering company making solution in Flowmetering

16 avenue Victor Hugo, 78340 Les-Clayes-sous-Bois

Tel : +33 (0)1 34 81 21 60

Introduction of Mecon flowmeter.

Project in Iran for agriculture, irrigation however they Request flowmeter with battery.

### **Contact Honeywell Spain**

Know them from longtime. Honeywell uses Krohne Flowmeter but strategically could have some interest to sell other brands

Discuss possibility to offer Magflux A and M1 on some applications

Make quote for 4" and 6" flowmeter and flanges type compact (A2011RH116).

### **Contact Air Liquide**

Raquel Blanco Martín

Moyens d'Essais

AXANE – AIR LIQUIDE

2, rue de Clémencière

38360 Sassenage (France)

Introduction of Mecon flowmeter. She has application for Water and Glycerin. Output : 4..20mA, range 0-16 litres/min, temp -30°C à 85°C at 700mbar.

Magflux cannot comply with such low temperature.

### **Contact My Wave Company**

Mr Courtaigne , address :8 Rue Saint Roch

75001 PARIS

Need to check distribution of water

They are looking for flowmeter water application DN750. After discussion, he told me that the piping is not round but rectangle (750\*5). So decline

### **Contact Ets Marteau**

Mr Hilaire LE CORNEC

Ese Roger Marteau

41 avenue Denis Papin

45800 St Jean de Bray

Replacement of Variable flowmeter KDG Houtec for Ethanol pumping installation; Need flanges, flow: 0-28 L/h, piping 15/21mm

### **Contact Invensys**

Patrick SUDOT, Inside Sales Foxboro-Eckardt

Invensys Systems France

10 Avenue du Centaure

95801 Cergy Pontoise Cedex, France

T +33 (0)1 34 43 25 67

Oil & gas main application. They have few demand for mechanical flowmeter. For electromagnetic flowmeter they have already their own device but as far as I know they don't sell too much. I send documentation and ask to distribute to other people

### **Contact Rubis Terminal Paris**

33 avenue de Wagram 75017 Paris Tel: 01 53 81 86 20

Company dedicated for stock of liquids with 11 terminals in France.

Mr Alain Roger is technical Manager and is dealing with new job. He sees few opportunities on small tank. In general they have reservoir with 15 to 25 meters high.

For fluid transportation, they use Electromagnetic flowmeter or Ultra-sonic or Volume base flowmeter (turbine). They have time to time flow sensor for gas effluent (flare) or Vapor. He sees that in the future the effluent will have to be measured more and more and that could be good opportunity for Mecon sensor if price is ok. He will redistribute brochure I sent to other people.

### **Contact Trapil**

Trapil is a company dedicated to transport of oil via Pipe line throughout French territory

Mr Renaudet (instrumentation expert) uses only turbine counter for custody transfer, no use of any other flowmeter.

For level gauge, they have jus signed contract with supplier for replacement of old level system for the next 5 years. No possibility to quote anything

I send documentation anyway.