

Business activity report Regis Houllier France October 2011

Contact Saint Gobain

Need flowmeter with hydrocarbure content + Data logger
Adeline GIROD Development Engineer
Chantereine R&D Center
Glass Forming Department - CC Pré-processing Saint Gobain Glass France
Phone : +33 (0)3.44.92.47.82
This is for future project which is not clear enough for the moment

Contact Technilea

Teclinea Environnement
Zone industrielle d'Epluches
3, rue de l'industrie
95310 St-Ouen-l'Aumône
Mr Franck Caron
Need flowmeter mechanical for compressed air 0-13M3/h 7.5 bars with regulator 0-4bars. Make offer A2011RH127. They in fact would rather select other measurement technology

Contact Cuves le jeune

LEJEUNE SA
3, chemin de Mézières
33350 SAINT MAGNE DE CASTILLON
Mr Renaud Lavit
Need one flowmeter mechanical for water measurement 2m3/h
Offer Troglux in G1/2 via A2011RH128; he finally bought from his traditional supplier.

Contact PERSTORP

Swedish group Chemical industry : Chlore, polyurethan and foam
Belong to Rhodia up to 2008.
Chemical platform for : Air Liquide, Isochem, Novacid/Novapex, Perstorp, Rhodia & Teris
Rue Lavoisier
38800 Le Pont-De-Claix
Each individual company has their own Maintenance departments. They use to have their own supplier base on several year contracts. No access to new company.

Contact Performance Fibers Longlaville

Polyester fiber high efficiency for tires application
Mr Spenlehauert comes from electrotechnical study and is not 100% specialist of all kind of instrumentation they have at site. They commonly use Rosemount as supplier because historical reason and well-known brand in Chemical and petrochemical industry. Today, they have no new project and due to crisis budget is very limited. Mr Spenlehauert is open mind and quite interesting to receive brochure of Mecon.

Contact Novacarb SAS

34, rue Gilbert Bize
54410 Laneuville-devant-Nancy
Making Sodium carbonates, bi-sodium carbonates
Standard advises me to contact Mr Jacques Dumonteil. He is manager of automation/electricity and instrumentation. Mr Dumonteil asks me to contact Mr Bigerel via standard.
Mr Bigerel confirms use of flowmeters in different applications. However they have few Mechanical flowmeters. They have no need for the moment; Mr Bigerel would like to receive Mecon brochure by email and by postmail for future contact.

Contact Compagnie pétrochimique de Berre

This is Lyondell Basell petrochemical group (number 3 in the world)

Mr Charavil (maintenance manager) confirms use of many types of instrumentation. He advises me to contact the buyer Mr Alvise Padoa because there is no way to enter at Berre l'étang site without being listed on suppliers list of Lyondell Basell. Mr Padoa has European responsibility and supervise also site at Wiesseling (close to Köln). He is the strategic Buyer for the group.

He requests brochures to be sent and he will forward to technical groups

Mr Padoa informs that for instrumentation they have no project for the moment.

He advises me to contact Cecile Duterte at Berre l'étang for smaller project.

Calling Mrs Duterte, she announces that there is a serious risk to close up the factory within 12 months, so no investment anymore.

Contact GPN (Mormant site)

Groupe Total usine de Grandpuits 77720 Mormant

Chemical complex making nitric acid, ammonium nitrate, ammoniac anhydrous, urea and nitrate solutions

Specialist for instrumentation is Mr Hocq. In order to be considered as official supplier of member of Total group, Mecon should be listed as supplier. Few chance to be listed without very specific and unique criteria.

Contact Robertet

Produces natural aromatic products for perfume and food industry

37 avenue Sidi-Brahim

06130 Grasse, France

Technical Service advises me to contact the Maintenance group and rather Mr Pierre Hafner

Mr Hafner advises me that at Grasse they don't use any flowmeter and work as it was longtime ago, no instrumentation just experience.

However, Robertet company has built up a factory 3 km away from Grasse at Plan de Grasse where they make arome and perfum. I should contact Mr Lenne.

Mr Lenne told me I should contact Mr Mondello Joël who is electrical technician.

Mr Mondello informs that for flow measurement they only use several Vortex flowmeters for steam and few mass flowmeter for alcohol.

For level, they use some level gauges they use to buy from Krohne in Atex version.

Contact Hüttenes Albertus

Port Fluvial

2, Rue du Port

60700 PONT SAINTE MAXENCE

Mlle Boukrim is looking for 3 mechanical Flowmeter, application : Water 30M³ /h and 16m³/h;

Due to high flow, we have to quote FVA250 for the 30m³/h

A2011RH133

Contact Trescal SA

Parc Technologique du Bois de l'Oratoire

Rue de Mons

41100 VENDOME

Look for 2 flowmeters mechanical from GEC Elliot as replacement. Range: 0-250l/mn

Contact Laboratoire de Physique des Lasers, Atomes et Molécules UMR 8523 de l'Université Lille 1 et du CNRS

Bâtiment P5 -F-59655 Villeneuve d'Ascq cedex (FRANCE)

Contact : Annunziata Savoia ; She is looking for a Tubux for water application range 10-100l/h

A2011RH135