

Business activity report Regis Houllier France January 2012

Contact LATABE (via Internet)

Surennes (Paris)

Mr Devena is looking for quick delivery of mechanical flowmeter for hot water monitoring
He needs two flowmeters with 40-400l/h and 250-2500l/h
He needs very fast delivery. Received order and delivered in one week.

Contact Lewa

Sartrouville, pharmaceutical application

Need flowmeter for very low flow 6l/h water type, pressure <2 bars
With clamping system if possible for easy cleaning; I sent document about F5 magflux.
They have some interest but need no threads at all.

CPC Ieman

Evian 74502

Mr Gastine is looking for mechanical flowmeter type Tubux for 110l/mn water flow.
Make offer A2012RH003 with quick delivery
Agree with proposal, they have placed order right away. Order received and delivered. They
make mistake about flow calibration and ask for exchange. Decline proposal but offer change of
glass.

Re-contact Solvay

They contact us to get estimate of price for EMF. Mrs Laëtitia TRUBERT (buyer) told me that she
was furious because price given by Airlitec was two time less expensive than price from Endress.
She passed the information to Mr Olivier Rateau who is responsible of buying instrumentation for
Europe.

Mr Rateau told me that they have contract with Endress and other partners and they cannot
change it easily even if price is attractive. I told him story about Mecon and potentially possibility
to develop special version in very quick way if needed. This cannot be done by any big players.
He noticed that and will contact us if needed.

Contact Summit

Stamholmen 147

DK-2650 Hvidovre

Danmark

Summit is a company in Denmark who is former distributor of Yamatake.
They have a new structure and look for one DN600 Magnetic flowmeter for replacement of Krone
old flowmeter. They absolutely need 600 mm flange to flange.
I made special price to be attractive. Lead Time : 5 weeks as agree with Dirk on phone
Customer comes back with more interest about special model adapted to his application.
We have a meeting on February at Kerpen with Customer and Summit to clarify technical
questions.

Contact Honeywell France

Mr Poulleau is an old Honeywell contact

They are looking for solution with 7 large flowmeters electromagnetic
PTFE DN10 for sewage application with a bit caustic soda. This is for Ivoria and would take some
time before getting any feedback. Honeywell uses today krohne but I feel step by step that
relationship is too difficult between both giant. May be opportunity for Mecon?

Contact Rhodia

Chemical company

Mr Olivier MICHEL is looking for Tubux mechanical flowmeter for TEP TriEthyl-Phosphate
(PO₄(C₂H₅)₃) with G1/4 connection and 8.5L/h
Make quote accordingly.

Contact Roquette

Roquette is huge food plant in North of France, transforming potatoes and corn into basic food element.

Mr Philippe Hugues is asking two Tubux for Air and Natural gas
Quotation A2012RH015. They will certainly proceed with this quotation but need a bit time to review technical aspect and budget agreement.

Contact GSM Granulats

GSM Secteur Pays de la Loire
3 rue du Charron – CS 90412
44804 Saint-Herblain Cedex

www.gsm-granulats.fr

Mr Gardeton is looking for a DN500 electromagnetic flowmeter for sea application with sand and stones. Make quote like Summit. However I put restriction of guaranty if they absorb stone.

Contact Albin pump

Za de Fontgrave
26740 Montboucher/Jabron

Mr Nicholai Papapietro is looking for 3 electromagnetic flowmeter for water application: DN100, DN65 & DN20.

Make quote A20121RH014. Received order for 2 EMF.

Contact Sagitherm

Lyon

Mr Dubois works for Areva and needs two float meter for Nitrogen 5Nm³/H et 15Nm³/h with certificate of calibration and material. Make quotation A201RH021

Contact Summit

Customers needs orange Juice application 0-3M³/H

We make offer with F5 and tri-clamp connection. However they look for Sanitary certificate. We have only Liner certificate for food application which is not good enough

Contact CERN

Mr Nicolas Jurado is looking for nuclear application flowmeter all in SS316 with one contact for demineralized water 30L/mn nominal

This is for Swiss customer. Make RE250 offer A2012RH026