



# KLINGER NEWS

Group Magazine



# EDITORIAL



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The end of the year is rapidly approaching, and with it comes the holiday season. As business quiets down in anticipation of 2019, we can spend more time with our loved ones and enjoy some much-needed rest and recreation. For us at KLINGER, it is also a time to look back on what has been achieved. And to thank those, who trust in us to keep their plants both operational and safe.

Thanks to you, our valued customers, we have achieved the best shutdown volume of our entire Group history. Displaying maximum flexibility and a willingness to go the extra mile, companies such as KLINGER Australia, Kempchen Dichtungstechnik, KLINGER South Africa, KLINGER The Netherlands and KLINGER UK spent most of summer at customer sites and ensured that all necessary replacements were on hand and could be fitted for a smooth transition back into an operational state. Our Group spirit, a significant part of why we are “trusted. worldwide.”, also means that we actively help each other out to guarantee absolute customer satisfaction. KLINGER Advantage in the USA and KLINGER Schöneberg of Germany provide specific proof of this fact in our current edition of the KLINGER News, but this

statement also applies generally. It means we would also like to express our gratitude to the Group companies and partners that are responsible for every single success we achieve.

What else happened this year? We opened the first plant in China together with our licensee and partner, the SINYUAN Group. Together we will manufacture and provide POLYSTRAT, a rubber-coated steel material, for the world’s largest automotive market and the surrounding Asian countries. Speaking of large, we also attended the Achema, Europe’s most important chemical engineering and process industry fair. Among our exhibits were Industry 4.0-ready valves, revolutionary, next-generation gaskets and solutions that further empower plant operators. According to feedback received from our customers, the innovations displayed at the trade show prove that we are on the right track with regard to their respective industry demands.

For now, however, we would like to again thank you for your trust. We wish you a wonderful holiday season, and a fantastic start into the new year. We look forward to hearing from you in 2019!

## IMPRINT

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# TEAMWORK

## KLINGER Advantage and KLINGER Schöneberg support Westlake Chemical



Westlake Chemical operates a polyvinyl chloride plant in Baton Rouge, Louisiana



The KLINGER Group is “trusted. worldwide” for its in-depth knowledge of customer systems and the process know-how acquired over decades. When Westlake Chemical turned to KLINGER Advantage for help with their PVC reactors, our US colleagues in turn contacted KLINGER Schöneberg. Working as a team, they were able to resolve the customer’s issues.

Westlake Chemical is an international manufacturer and supplier of petrochemicals, polymers and fabricated building products. Amongst other facilities, the company also operates a polyvinyl chloride plant in Baton Rouge, Louisiana. This is where our story begins and where we meet David Wernet, KLINGER Advantage’s Area Sales Manager. “We were aware that the plant had been troubled by issues relating to their PVC reactors for quite some time,” he says, adding: “Previous efforts to render assistance had been met with reluctance. This is understandable when you consider that the faulty process is critical for the

operation of the plant. Having to deal with unexpected shutdowns is one thing, risking the entire operation quite another.” In the end, however, persistence and the excellent track record of the KLINGER Group won the operators at Westlake Plaquemine over. Inspecting the faulty reactor dump valves and discussions with the plant personnel

helped shed some light on the problem: “The multiple failures were a result of the valves getting stuck in the ‘closed’ position, making it impossible to open them,” explains David, and adds: “Typically this meant either lost production time or the loss of a PVC batch.” David got in touch with the German colleagues at KLINGER Schöneberg,



INTEC flange ball valves put an end to the challenges faced at the plant

which is renowned for its industrial valves. A meeting was subsequently set up between Westlake, Manfred Gossmann, KLINGER Schöneberg’s Managing Director, and KLINGER Advantage. “Manfred’s expertise was evident right from the start,” says David, “the customer was highly impressed and subsequently awarded us our first order.” The solution, 21 flange ball valves from the INTEC range, will now replace the 12” Class 300 valves with PTFE seats over the next five years. And this proved to be only the beginning of a successful partnership between the KLINGER companies and Westlake.

### Problem solver

KLINGER Advantage was soon called upon to solve another challenge: “Westlake used to employ a specific type of charge valve to fill the reactor with water and the vinyl chloride monomer. Due to their placement on top of the reactor, however, unsuspended polymers had a tendency to stick to the ball in the course of the chemical reaction and to tear the seats upon opening of the valves,” explains David. The solution provided by the two KLINGER companies was again an INTEC variant. Its winning characteristics: First, a sealed spring room on the reactor side that prevents the accumulation of polymers in the seat area. Second,



from left: Area Sales Managers Scott Zeigler and David Wernet both work with Westlake Chemical

“Our success with Westlake has been two-fold. On the one hand, we have supplied a complete solution for their PVC reactors. On the other hand, we are now also packaging these valves together and offering them to other PVC producers under the header ‘Solutions for PVC Reactor Isolation Valves.’”

David Wernet, Area Sales Manager, KLINGER Advantage

a stripping edge in the seat geometry and a hard coating, capable of breaking off any attached polymers. Last but not least, the new full-bore valves have smaller face-to-face dimensions, which leads to faster fill rates and therefore increased production. Highly satisfied with the results, Westlake then awarded KLINGER Advantage another order – the replacement of the existing steam injection valves. “These valves are used to heat up the process and to cause a chemical reaction,” says David, and adds: “Going over the process conditions and the failure records with Westlake, we were able to help update their valve specification for this area of application and provide an alternative.”

### Lessons learned

“Our success with Westlake has been two-fold. On the one hand, we have supplied a complete solution for their PVC reactors. On the other hand, we are now also packaging these valves together and offering them to other PVC producers under the header ‘Solutions for PVC Reactor Isolation Valves,’” summarizes David. He adds: “I would also like to thank KLINGER Schöneberg for their invaluable support in bringing about this outcome.”

## FACTS & FIGURES:

**Founded:** 2002, part of the KLINGER family since 2013

**Offering :** Authorized fluid control distributor, valve sales and engineering consulting. Range of products includes ball valves, pinch valves, butterfly valves, plug valves, check valves, regulators as well as pneumatic actuators.

**Industries served:** Chemical, petrochemical, oil & gas, refining, power generation in the Gulf Coast region and in the entire U.S. market.



**Head office:** Baton Rouge, Louisiana

# BRANCHING OUT

Thermoseal's new Houston facility celebrated with customers and associates



Final cut: Thermoseal's President Scott Peters (center) opens the new Houston branch

**Thermoseal USA, with its headquarters in west central Ohio, provides fluid sealing products to a wide range of industries, among them the petrochemical and chemical industries, food, paper, mining, steel, and shipbuilding. The company recently celebrated the relocation of its branch in Houston, Texas, on September 14. Industry leaders and customers joined our American colleagues for a grand opening event.**

capacity for producing the basic chemicals used by downstream chemical operations – the Houston-Baytown-Huntsville area is home to over 400 chemical plants. As a result of the untiring efforts of the on-site sales and manufacturing teams as well as the renowned quality of the KLINGER products on offer, the existing warehouse and manufacturing space slowly but surely grew too small over the years. “Our Houston branch was rapidly approaching its limits. So we decided to turn this challenge into an opportunity, meaning a way for us to increase the presence of the global KLINGER brand and to manufacture and provide more of our products here,” states Thermoseal’s President, Scott Peters. No sooner said than done, he got in touch with Deon van der Walt, Thermoseal Houston’s General Manager, and the search for a new property was on.

Fast forward to summer 2018 and to Thermoseal, the proud owner of a new



Jackie Riley (Thermoseal), Kevin Helm and Richard Jaso (both AMACS Process Tower Internals)

building situated in the industrious south of Houston. Featuring an area of 21,000 square feet (approximately 1,950 sqm) it is roughly two times larger than the previous business location. Designed and erected by local contractors in accordance with Thermoseal’s specifications, customers will in future benefit from its enhanced gasket cutting capabilities, Maxiflex spiral wound gaskets, and from the addition of an on-site metal gasket manufacturing section. “Producing cut gaskets and spiral wound gaskets in Houston allows direct availability of KLINGER products and solutions to the local market as well as much of the United States,” explains Deon.

### Housewarming party

The fact that Thermoseal’s new Houston branch is now open for business was celebrated together with existing customers as well as potential new end users on September 14 of this year. Scott Peters: “Our recent open house was a great



Don Morrison, Deon van der Walt and Doyle Martin



opportunity to showcase our new facilities in Texas and to promote our new product offerings, for example the metal gaskets we can now manufacture here.” And Deon van der Walt adds: “The new branch reflects the principles of our mission statement. Focusing on quality, a commitment to growth as well as customer proximity, it couples local sales and technical support with a strong manufacturing presence.” According to guests and colleagues, the aforementioned open house was a great success. Even the predictable Texas weather, in the form of rain and very high temperatures, could not dampen the feeling that Thermoseal had begun a new chapter in its company history. A Texas-style barbeque and refreshments as well as the opportunity to tour the new facility led to many interesting discussions between the local staff and its customers. Looking back on what has been achieved, Deon van der Walt summarizes: “Relocating to a new branch location is a time-consuming task and never easy. We nevertheless managed to do so whilst simultaneously maintaining the daily business at peak efficiency rates, and for this I am especially grateful to our employees. I am very much looking forward to showing our clients what our new and enhanced branch can now offer.”

# HAVING A BALL

Partner KF Fluid ensures uninterrupted service with BALLOSTAR ball valves in French capital



© Frédéric Ruffin

Tourist attraction: The Eiffel Tower and a KLINGER BALLOSTAR ball valve

**Paris, the city that blends history and modernism like no other, is always worth a visit. Its district heating network, which also services famous landmarks such as the cathedral of Notre Dame or the Louvre museum, is the largest in France and the only one in Europe powered by steam. A chamber located near the Eiffel Tower now also houses a sealing technology-related sight: A KLINGER BALLOSTAR ball valve.**



“Due to the high temperatures and steam velocities encountered in the Paris network, valves with double block and bleed isolation are a must to ensure the safety of the maintenance engineers.”

Bertrand Ory,  
Managing Director of KF Fluid

Avenue de la Bourdonnais, which is just one street away from the city's most recognizable landmark, for this purpose. And this is where the latest

KLINGER Fluid Control ball valve now resides, ready to complete its shutoff functions.

### Providing safety

“Shutoff valves play an important role in district heating networks,” explains Bertrand Ory, co-founder and Managing

Director of KF Fluid, “they are used to isolate pipes, boilers or pumps so that maintenance can be carried out or new sections added.” According to Bertrand,

absolute line tightness is the most important factor for all these operations: “Due to the high temperatures and steam velocities encountered in the Paris network, valves with double block and bleed isolation are a must to ensure the safety of the maintenance engineers.” Based on the fact that France, next to Germany and Austria, has turned into one of the three most successful markets for KLINGER Fluid Control, it is safe to assume that its ball valves more than get the job done.

### Reliability across multiple decades

Asked about the profile of a shut-off valve typically utilized in these applications, Bertrand answers: “District operators look for a wide range of characteristics when procuring shutoff valves. They have to function bidirectionally with a direct flow and feature a robust, maintenance-free design. Furthermore, they have to be easy to operate and must remain perfectly tight on both sides when in the ‘closed’ position, i.e. across the entire service life of the pipe, which means 30 years or more.” In terms of valve models, KLINGER KVN piston valves as well as BALLOSTAR KHA SL



© Frédéric Ruffin

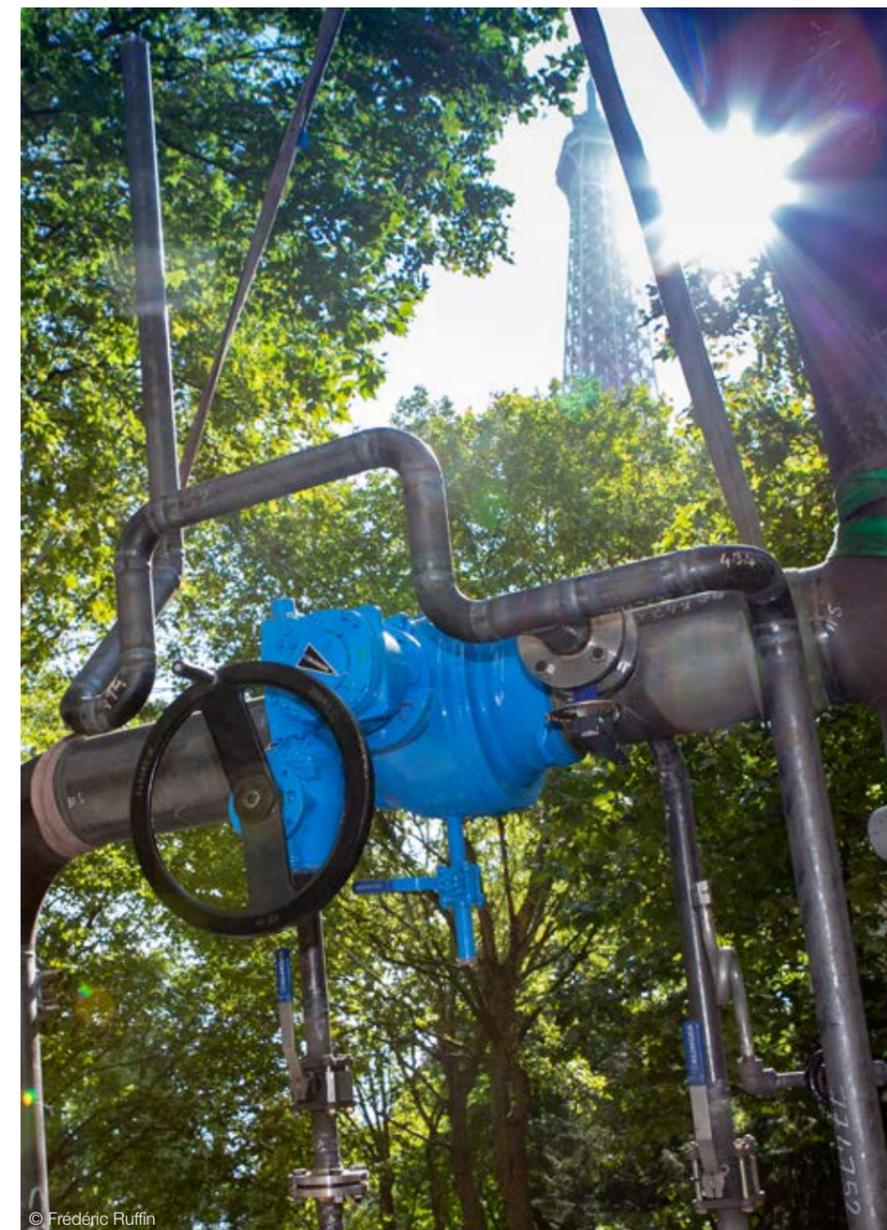
Powered by steam, the Paris district heating network features unique challenges...

and BALLOSTAR KHSWI ball valves with up to DN 700 are used to achieve these demanding goals.

### Specialization

KF Fluid, the French partner, has positioned itself as a specialist for double shutoff valves used in steam, superheated water and hot water applications. “Our success is based on two major factors: Focus and differentiation. We exclusively sell

KLINGER Fluid Control and KLINGER Italy products for heat networks and the steam industry. Staying true to this mission and providing high-quality products manufactured by KLINGER, enables us to stand out among the competition. Thanks to the new BALLOSTAR KHA DBB, a double block and bleed variant of the highly successful KLINGER KHA ball valve, we now also see opportunities for branching out into other industry segments in the near future.”



© Frédéric Ruffin

... that are mastered with the help of shutoff valves from KLINGER Fluid Control

# SERVICE CONTINUED

KLINGER The Netherlands provides maximum flexibility for FrieslandCampina plant expansion



FrieslandCampina's products find their way to more than 100 countries

**KLINGER can rightfully claim to be a sealing technology and plant safety specialist.** Applying their knowledge to new fields, some of the Group's companies are able to take their vast knowledge even further to service other demanding industry segments. KLINGER The Netherlands has made a name for itself as a Food & Beverage expert, amongst others with its clean production area projects. When FrieslandCampina contacted them for a challenging plant expansion, the colleagues were more than happy to comply.

had to be expanded. "We were committed to absorbing their capacity," explains Henk Jonkman, FrieslandCampina's project manager for technology projects, "as a cooperative, we have to process the milk we are offered. And this means we had to ramp up our cheese production."

#### Time limit

"As a result of the need to maximize production, the time window for the plant expansion was very small," remembers Geert Meijer, the project's process engineering service provider, and adds: "In other words, there was no room for even a single mistake or unexpected delay." Work on the plant was carried out on a step-by-step basis, and KLINGER's fluid control expertise soon proved invaluable. "The old pipes were fitted with T-pieces and butterfly valves. They were shut off whenever we were ready to install the next section of the new pipe system," says Marc Westerhuis, Sales Engineer at



Construction time: The plant expansion was carried out on a step-by-step basis

KLINGER. Working in the F&B production zones also meant compliance with strict food hygiene regulations. "Depending on the area they were assigned to, the colleagues had to exchange their standard clothes for hygiene suits. This of course cost time, time we didn't really have anyway," reveals Henk, "nevertheless, everybody did so without even having to be reminded. I was very impressed with the level of professionalism displayed by the workers and engineers."



Using high-temperature steam helps heat up the water used to bring the milk to the desired temperature. Using this approach led to a significant increase in the plant's overall energy efficiency."

Marc Westerhuis, Sales Engineer, KLINGER The Netherlands

#### Providing expertise

Making use of their specialist knowledge, KLINGER was also able to bring a higher degree of efficiency to the plant by means of their proposed steam injectors. "Using high-temperature steam helps heat up the water used to bring the milk to the desired temperature," explains Marc, "this approach led to a significant increase in the plant's overall energy efficiency." KLINGER also provided the corresponding set of control valves to ensure continuous, long-term operation of the process.

#### Behind the wheel

Managing a large-scale project that involved six installers, 15 contractors and up to 300 construction workers required a high degree of flexibility. Samira of KLINGER's sales office was tasked with keeping things under control. "My job was to ensure that the right equipment made it to the right place at the right time," she recalls, and adds: "I worked closely together with both Henk and Geert. Due to the time constraints, we in some cases had very short lead times and components had to be delivered literally the next day." To guarantee that everything reached its actual destination, the trio devised a simple, but ingenious system.

"We tagged all the components listed in the engineering plan with numbers and did the same with our warehouse stock," reveals Samira. According to Henk and Geert, the KLINGER warehouse was instrumental in completing the project in time: "Every shipment arrived as scheduled, there were absolutely no delays. This also includes last-minute orders." Looking back, they both agree: "It was crazy, one moment we were standing in the mud, the next Jorrit Krijgsman, KLINGER's Sales Team Leader, was on the phone with our headquarters, and then in a discussion over the proposed control valves. But we pulled it off – thanks in no small part to KLINGER."



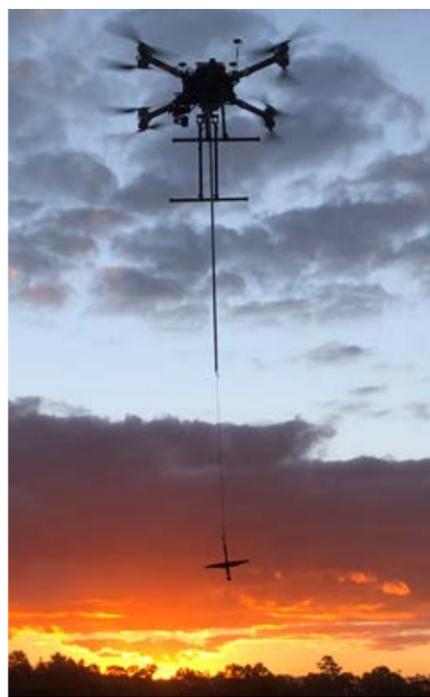
Say Cheese: One of FrieslandCampina's many dairy products

# NOW IN 3D

Introducing ATMECO's leak visualization services



Panoramics form the basis of ATMECO's 3D visualizations



Eye in the sky: The aerial drones can be fitted with a wide range of sensors

 **Drones as the proverbial “eye in the sky” and revolutionary imaging technologies, for example Google Street View, have led to astounding new ways of interacting with the world we live in. Refining and enhancing these techniques for its own industry-related purposes, the Australian KLINGER company ATMECO offers its customers both bird’s eye and detailed 3D views of their facilities. Join us as we take a closer look.**

Formed in 2002, ATMECO's mission is to ensure the component integrity of its clients' facilities. “Our work in the energy and resource sector has shown that between five and twelve percent of the utilized components are mechanically compromised,” explains Silvio Stojic, Managing Director of ATMECO, and adds: “Even new plants can have component emission rates as high as five percent.”

For a plant operator, these findings do not bode well: They result in product and energy losses, increased plant operation costs and may also pose a threat to assets, personnel and the environment. The good news is that the only component integrity specialist in the Asia Pacific region has built up an impressive array of detection technologies and services to pinpoint the source of even the most fleeting losses.

#### Full disclosure

“Our survey and detection technologies are tailored to meet the industry requirements of our customers,” states Silvio, “ATMECO's scope includes integrity surveys for the detection of gas, vapor and liquid leaks as well as emission surveys, which are used for process, bioreactors, landfill and sewage treatment plants.” For its latest service offering, the Australian leak detection and maintenance specialist took to the skies: Under the abbreviation RPAS – Remote Piloted Aerial



In 3D: A customer plant, ready for inspection in ATMECO's Component Integrity Management System (CIMS)

Systems – ATMECO now uses drones for the short and long-range monitoring of pipeline infrastructure and for pipe crack detection. Capturing the images, however, is only the first step. “To provide our customers with a state of the art representation, we carry out monoscopic or stereoscopic surveys and subsequently create 3D models of the facilities we have inspected.” This is typically achieved by means of a

leaks, but can also report on the condition of the assets themselves,” states Silvio, “in other words, the customer can review the actual state of his facilities and verify our findings by virtually walking through them.”

#### No limits

Working with drones provides a number of benefits. First and foremost among them is the relative ease with which challenging

immediate critical asset integrity survey outcomes,” summarizes Silvio, “as a result of our outstanding success we have now branched out into other industries as well: Next to traditional oil & gas production facilities, water technology and the process industry, RPAS services are now also available for utility distribution networks as well as for the pulp & paper, the power generation, and the dairy industry.”



” To provide our customers with a state of the art representation, we carry out monoscopic or stereoscopic surveys and subsequently create 3D models of the facilities we have inspected.”

Silvio Stojic,  
Managing Director of ATMECO

360° camera mounted on the drone in the case of aerial surveys, or via a camera stand in the event of ground-based assignments. The individual images, around 50 for small sections and up to 1,000 for large areas of a facility, are then stitched together to create three-dimensional, interactive visualizations. The customer can access the 3D models through ATMECO's proprietary Component Integrity Management System, also known as CIMS. As the images are digitalized, they can also be tagged with additional information. “We not only highlight detected

areas can be reached: Using an aerial drone to inspect water towers, flare stacks, and even the corresponding ducts might still involve some ace-flying on the side of the company's certified drone operators, but it is significantly less time-consuming and decidedly more cost-effective than a manual, rope-access inspection. Furthermore, entire pipe systems and confined spaces are now also well within reach – by means of drones that crawl along the corresponding interior sections. “Our RPAS offering was initially developed to provide our customers with



Above and below: Drones can reach even the most inaccessible areas

# NEXT-DOOR NEIGHBOR

CTP-DUMAG benefits from proximity to KLINGER Gebetsroither



Above: a burner station with KLINGER Gebetsroither gaskets and valves  
center: a DUMAG® Low-NO<sub>x</sub> burner

© Ondrej Getzel, Photography

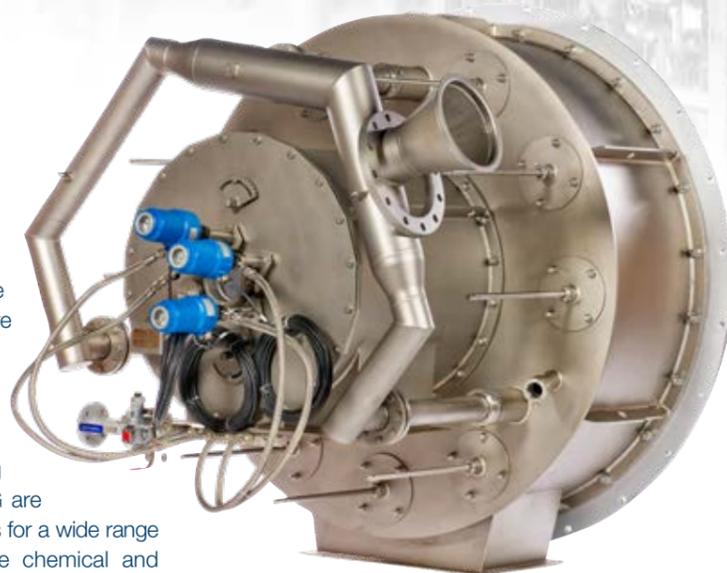
 CTP-DUMAG can trace its origins back to the 1930s. As a combustion technology expert, it focuses on the manufacturing of industrial burners and lances. Its unique and globally competitive Austrian engineering know-how is also applied to construct entire burner systems. And it has a company address our customers might well be familiar with: Am Kanal 8-10 in Gumpoldskirchen, which is also the address of the KLINGER business park in Lower Austria. Robert Schröger, CTP-DUMAG's executive manager, tells us how this came about and what it is like to be the next-door neighbor of your supplier.

Thailand and Malaysia," explains the executive manager, adding: "We are currently in the process of establishing a second business location in Asia."

The products that form the basis for the upcoming expansion of CTP-DUMAG are industrial burners and lances for a wide range of industries, including the chemical and the petrochemical industry, waste incinerators and energy providers. "Our mission is three-fold," explains Schröger, "we destroy waste, we reduce CO<sub>2</sub> and our technology provides process energy." Asked about the company's connection to KLINGER, he states: "I joined the predecessor company DUMAG after the completion of my studies in machine engineering in 1992. Even back then, KLINGER Gebetsroither was already on the vendor list."

## Moving in together

The company, as it exists today, was formed



after a merger between CTP and DUMAG in 2011, which also led to new offices being required. Hearing about this, a business partner mentioned that office space was available right next to KLINGER in Gumpoldskirchen. "In the more than 30 years of our collaboration, we never had a single problem with the valves and gaskets supplied by KLINGER Gebetsroither," explains Schröger, and adds: "The advantages of being very close to such a supplier made the decision a simple one." CTP-DUMAG uses KLINGER

valves and gaskets for the control and combustion systems in its burners and in the meantime has its company seat in the KLINGER business park, where it calls 300 square meters of office space its own. And one of its main suppliers is only around 500 meters away. According to CTP-DUMAG's executive manager, this leads to numerous synergies: "In our business it is imperative that the equipment manufacturer and his suppliers act in concert. This also includes a lot of flexibility when it comes to the selection of components as well as meeting the required specifications. KLINGER Gebetsroither fulfills all the criteria."

## Dropping by

Asked about the most memorable event in the cooperation between CTP-DUMAG and KLINGER, Robert Schröger remembers: "Somewhere between 2012 and 2013 we were awarded a project by the Dow Chemical Company, a major player in the chemical industry. And one of the many advantages of having KLINGER as your

next-door neighbor, is that you can hold your acceptance tests for entire plant components there. And this is what we did." According to Robert Schröger, the outcome was even better than expected. All the tests went flawlessly, and the customer was highly impressed with the level of professionalism and by the precision with which the test were carried out. "Today the Dow Chemical Company is one of our major customers. But the tracks for this positive development were set back then in KLINGER's test facilities," explains Schröger. And the success story of the two companies is still ongoing: Acceptance tests are still held on the KLINGER premises on a regular basis and the colleagues from KLINGER Gebetsroither often visit to update Robert Schröger and his team on the latest in sealing technology, valve automation and new standards. Which once again proves that customer proximity pays off – even if it is actually the customer who moves closer to the supplier.



Living next door to KLINGER: Robert Schröger, Executive Manager of CTP-DUMAG

# PIONEERS

KLINGER Dichtungstechnik honored for long-term commitment to environmental protection



© Zdeněk Rudolf Slamaj

Stephan Piringer of KLINGER Dichtungstechnik with Federal Minister Elisabeth Köstinger

**EMAS – the Eco-Management and Audit Scheme of the EU is a voluntary management instrument. It helps organizations to assess, manage and continuously improve their environmental performance. KLINGER Dichtungstechnik was recently recognized by the Austrian Federal Ministry of Agriculture, Forestry, Environment and Water Management for its long-term participation in the EMAS program. We asked Stephan Piringer, amongst others also responsible for environmental and safety matters at KLINGER Dichtungstechnik, to tell us more.**

**KN: Mr. Piringer, Federal Minister Elisabeth Köstinger recently named KLINGER Dichtungstechnik one of the country's EMAS pioneers. Can you tell us why you have been awarded this title?**

SP: EMAS was opened for participation in 1995. KLINGER Dichtungstechnik obtained its registration as an EMAS company in 1998. Looking at the register, there are only 20 companies left today that can point to an earlier registration date. We were among the first Austrian companies to embrace its environmental protection principles. And according to the Federal Minister, that makes us pioneers.

**KN: What exactly is EMAS?**

SP: EMAS is a regulation, created by the European Union. Meeting the requirements of EMAS, which can be summarized as successfully taking an active stance for the environment, i.e. conserving resources and reducing waste, leads to the company being entered into the register of the Federal Environmental Agency. Last but not least, the ISO 14001 certification, which specifies the standards for an environmental management system, is itself an integral part of EMAS.

**KN: What are the most important pillars of EMAS?**

SP: An EMAS company must have an environmental policy, an environmental management system, and an environmental program. The environmental statement of a company – and EMAS stipulates it must be accessible by the public – is a key item: It ensures that everybody can check what the corresponding EMAS company is doing to protect the environment.

**KN: So how does one go about becoming an EMAS-registered company?**

SP: The environmental statement is at the core of the process. It requires the listing of mandatory figures, for example the amount of waste generated, or the amount of electricity or water consumed. This information has to be determined, assessed and ultimately published. An independent auditor is called upon to validate the results. He examines how the company

has compiled its data by analyzing the processes, for example by inspecting the electricity meters and so forth. If everything checks out, he confirms the submitted key figures and the applying company is added to the register.

**KN: Why are environmental certificates and regulations such as EMAS important for KLINGER Dichtungstechnik and other KLINGER companies?**

SP: We have committed ourselves to preserving the environment for future generations with our company value "Sustainability". Some KLINGER companies, first and foremost KLINGER Fluid Control, KLINGER Schöneberg and Kempchen Dichtungstechnik, have already joined us. We hope that our role as EMAS pioneers will encourage others to follow suit. Last but not least, next to being the right thing to do, EMAS also offers advantages with regard to Austrian Environmental Management Law.

**KN: Such as?**

SP: Plant approval processes, for example, require significantly less administrative effort. The reasoning behind this is that a wide range of relevant factors, such as

for example noise levels, toxins or other emissions, are already annually checked by a trusted auditor in the course of the EMAS registration. As a consequence, a lot less documentation has to be submitted, which greatly simplifies matters. The other main benefit has to do with the so-called consolidated decision. KLINGER Dichtungstechnik has been the recipient of uncountable decisions over its 130 years of existence: "The company is hereby authorized to do this... The company is hereby authorized to erect that facility et cetera." EMAS companies are allowed to combine individual decisions into consolidated decisions, which results in legal certainty for all our activities.

**KN: How do your customers profit?**

SP: Our high-quality gaskets significantly contribute to keeping the environment clean. That said, our resource conservation and environmental protection efforts, which have been validated by an independent third party, are documented in the environmental statement we have to make public. This level of transparency regarding the effects of a business is rarely found outside the framework of EMAS and creates trust. Eco-aware customers can therefore review our environmental performance published

online and decide whether we are a suitable candidate for their orders.

**KN: How well does EMAS work with your other certificates?**

SP: We operate an integrated management system that comprises all our ISO certificates as well as EMAS. This allows us to apply a single view, in which all our subsystems are interlinked. In our gasket manufacturing process, for example, quality assurance has a direct effect on our environmental management system: If the quality of a gasket meets our high standards, then the performance in the field will be as expected and the emissions will also be reduced to a minimum.

**KN: Do you have any closing words you would like to share with us?**

SP: 20 years of EMAS is a long time and involves a lot of effort. I would like to thank Ingo Denniger for his major contributions. And Walter Kubista: More than two decades ago, he convinced the management to embrace EMAS. I think we can be proud of how far we have come since then. And we are fully committed to remaining a part of EMAS.



© Zdeněk Rudolf Slamaj

Austria's EMAS pioneers were celebrated at an exclusive gala event

# FOR YOUR EYES ONLY

14<sup>th</sup> Swiss District Heating Conference attendees enjoy exclusive insights



Vienna calling: the participants of the 14<sup>th</sup> Swiss District Heating Conference



**The Swiss District Heating Conference, co-organized by the FRANZ GYSI AG and KLINGER, is the most visible highlight of a cooperation between the two companies that has already spanned multiple generations. Held every summer since 2004, this year's visit to Vienna's district heating operator Fernwärme Wien promised to be especially interesting: With a tour of the cogeneration plant in Vienna-Simmering and the large-scale heat pump installed there.**

The Swiss District Heating Conference comprises experts from Swiss district heating and planning companies, who are very much interested in what the Austrian capital has to offer. And while Franz Gysi, CEO of the FRANZ GYSI AG, makes certain that there is enough opportunity for cultural appreciation as well, he knows what his attendees have primarily come to see: "With its 1,100 kilometer long transport network and three major waste incineration plants, the district heating company provides heating for more than 340,000 households and 6,500 industry customers in Vienna," he explains, adding: "These facts, coupled with the state of the art technology utilized here,

are what really attract our Swiss partners and customers."

## Up close

The success of the annual Swiss District Heating Conference has many reasons. Both organizers, Franz Gysi and KLINGER Fluid Control, agree, however, that the hands-on experience it offers its participants is at the top of the list. "Fernwärme Wien allows us to tour all their major facilities and provides experts to answer any questions we may have," states Franz Gysi, "due to the background of our delegates, we are also allowed into areas usually not shown to the public."

## Never seen before

The latter became very obvious in the course of the 14<sup>th</sup> Swiss District Heating Conference. As reported in the last issue of the KLINGER News, Wien Energie, the energy utility to which Fernwärme Wien belongs, is currently erecting Central Europe's largest heat pump at the Simmering cogeneration plant. "We were the first delegation given the opportunity to tour this facility," Franz Gysi is proud to report, and adds: "With regard to the project, they have entered the cold commissioning phase. This means that the pipes have already been

welded together and the valves installed." What it also signifies, however, is that the individual components have not been covered up yet. "For somebody working in the field of district heating, being able to see a facility in this state is mostly a once-in-a-lifetime experience. You can't really get any closer to the interior workings of the system than this, unless you are of course part of the project yourself," summarizes Franz Gysi, explaining why this year's Swiss District Heating Conference was yet another success and why it will always be fondly remembered by its participants.



KLINGER valves in Central Europe's largest heat pump

# MUTUAL HISTORY

Franz Gysi looks back on successful cooperation with KLINGER



Trusted friend and valued partner: Franz Gysi, CEO of the FRANZ GYSI AG



**The Swiss FRANZ GYSI AG and the KLINGER Group have been working together for a total of 89 years. Their collaboration spans multiple generations of the Klinger and of the Gysi family. We asked Franz Gysi, CEO of FRANZ GYSI AG, to take us on a trip down memory lane.**

Franz Gysi's story begins with an unexpected remark: "This partnership, which has in the meantime lasted for almost a century, almost did not happen." The CEO of one of KLINGER's most valued partners continues: "In 1929 my grandfather, he was also called Franz Gysi, saw an insertion placed by KLINGER in the Austro-Swiss trade gazette. He immediately applied. Being a trader, he was turned down in favor of an engineer." A year later, however, the insertion was back. And so was grandfather Gysi.

Karl Klinger remembered the name and was intrigued by the man, who would not take "no" for an answer. After two meetings in Switzerland, Franz Gysi had a general agency contract in his pocket and a piston valve sample in his hand. On the way home, he passed a facility with a smoking chimney. Turning around, he paid the operators a visit. And sold his first KLINGER valve.

## Like father, like sons

Piston valves, level gauges, gasket sheets and ball valves soon found their way to Switzerland. KLINGER brake pads were even sold to the Swiss army. The Gysi sons, François and Reinhard, spent time at KLINGER factories to learn about the products. The two companies also moved closer together geographically. A Swiss KLINGER R&D hub was established in a building owned by the FRANZ GYSI AG in Suhr. Even today KLINGER Switzerland, located in Egliswil, is only ten kilometers away from the Gysi family enterprise.

## The next thirty years

"Our" Franz Gysi entered the family business in 1986 – and was immediately packed off to Gumpoldskirchen to learn about gaskets and valves. At that time the FRANZ GYSI AG almost exclusively sold KLINGER products. And more would be sold after the asbestos ban came about in 1995. "I brought customers to Egliswil several times a month and we presented the new asbestos-free products," says Franz Gysi, whose friendship with Thomas Klinger-Lohr stems from this time. Following KLINGER's acquisition of Kempchen AG, Franz Gysi acquired its sheet punching subsidiary and renamed it GYSI Dichtungstechnik AG. This enabled him to add metal gaskets and compensators to his product portfolio. Asked why this partnership is still a success today, Franz Gysi states: "The basis for our good relationship is respect, fairness and a firm commitment to entrepreneurship. And from grandfather Franz and myself, this hasn't changed one bit."

# OPEN DAYS

Customers visit Eynard Robin factory near Lyon



Come together: Participants and organizers of the Open Days pose for a photo



“Do good deeds, and speak about them” could well have been the motto of the open days held by Eynard Robin in France. On September 25 and 26, customers of the KLINGER Group’s French gasket partner had the opportunity to visit the factory in Saint-Fons near Lyon. KLINGER News has the details.

adds: “Instead of just exhibiting our products, we actually highlight how our gaskets are manufactured and can therefore also showcase our state of the art production facilities and capabilities.”

### Network of innovation

Eynard Robin is part of EFIRE, a group of independent companies similar to the KLINGER Group. As such, it was important for the open day organizers to also present the products and services provided by other EFIRE Group



Dirk Schmidt, Kempchen Dichtungstechnik’s Head of Sales, signing the renewal of the SOLVAY European gasket contract



Eynard Robin’s Technical Department

member companies as well. “In order to do so, we made use of the booth approach typically found at trade fairs, and placed them at strategic points of our factory tour,” explains Cédric. Asked about the outcome of the open days, Cédric summarizes: “We welcomed a total of around 150 visitors. All our major customers, including companies such as TOTAL or SOLVAY, were present. And last but not least, our colleagues from KLINGER were also on site to renew their respective contracts, serviced through EFIRE, with the French customers.”

# EXHIBITED. WORLDWIDE.

KLINGER Group showcasing its capabilities in 2019

Mar 20-22 Cairo	Watrex Expo	KLINGER Germany	<a href="http://www.watrexexpo.com">http://www.watrexexpo.com</a>
Feb 11-13 Houston	IDCO Expo	KLINGER Thermoseal	<a href="https://idco.coop">https://idco.coop</a>
Feb 11-14 Seattle	PNAAC Conference & Expo	KLINGER IGI	<a href="https://pnaac.net/">https://pnaac.net/</a>
Mar 12-14 Tampa	Gasket Fabricators Association Semi Annual Conference and Expo	KLINGER Thermoseal	<a href="http://www.gasketfab.com">http://www.gasketfab.com</a>
Mar 21 Pasadena	PMIES: Plant Maintenance, Inspection and Engineering Society Expo	KLINGER Thermoseal	<a href="http://pmies.org">http://pmies.org</a>
Apr 11 Loveland	NOCOM	KLINGER IGI	<a href="http://nocomfg.com/nocom">http://nocomfg.com/nocom</a>
Sep 24-26 Leesburg	Gasket Fabricators Association Semi Annual Conference and Expo	KLINGER Thermoseal	<a href="http://www.gasketfab.com">http://www.gasketfab.com</a>
Oct 6-9 Austin	ISD	KLINGER Thermoseal	<a href="http://www.isd.org">http://www.isd.org</a>
Nov Seattle	Pacific Marine Expo	KLINGER IGI	<a href="http://pacificmarineexpo.com">http://pacificmarineexpo.com</a>
May 21-23 Shanghai	AchemAsia 2019	KLINGER Schöneberg, KLINGER Shanghai	<a href="https://www.achemasia.de">https://www.achemasia.de</a>
Oct 2-5 Istanbul	ISK-SODEX 2019	POLITEKNIK, INTERMETALFLEX	<a href="http://www.sodex.com.tr">http://www.sodex.com.tr</a>
Oct 22-25 Busan	Kormarine	Westad	<a href="http://www.kormarine.com">http://www.kormarine.com</a>
Nov Shanghai	Automechanika Shanghai	KLINGER Switzerland, KLINGER Shanghai	<a href="http://automechanika-shanghai.com">http://automechanika-shanghai.com</a>
Dec 3-6 Shanghai	Marinetec China	Westad	<a href="https://www.marintechina.com">https://www.marintechina.com</a>
Feb 13-15 Oldenburg	IRO Oldenburger Rohrleitungsforum 2018	KLINGER Germany, Kempchen Dichtungstechnik	<a href="http://www.iro-online.de">http://www.iro-online.de</a>
Feb 14-15 Offenburg	Geothermiesse Offenburg	KLINGER Germany	<a href="http://www.geotherm-germany.com">http://www.geotherm-germany.com</a>
Feb 20-21 Dortmund	Maintenance	Kempchen Dichtungstechnik	<a href="http://www.maintenance-dortmund.de">http://www.maintenance-dortmund.de</a>
Mar 13-14 Leipzig	DDM 2019 - Die Fachmesse für Dichtungstechnik	KLINGER Germany	<a href="http://www.ddm-messe.de">http://www.ddm-messe.de</a>
Mar 13-14 Leipzig/Schkeuditz	DIAM 2019	KLINGER Schöneberg	<a href="https://leipzig.diam.de">https://leipzig.diam.de</a>
Mar 19-20 Magdeburg	34. FDBR-Fachtagung Rohrleitungstechnik	Kempchen Dichtungstechnik	<a href="https://www.fdbor.de">https://www.fdbor.de</a>
May 15-16 Jyväskylä	Infratech 2019 Exhibition	KLINGER Finland	<a href="http://www.yhdyskuntateknikka.fi/">http://www.yhdyskuntateknikka.fi/</a>
Jun 4-7 Oslo	Nor-Shipping 2019	Westad	<a href="http://www.nor-shipping.com">http://www.nor-shipping.com</a>
Jun 12-13 Oberhausen	8. Praxiswissen Dichtungstechnik	Kempchen Dichtungstechnik	<a href="http://www.kempchen.de">http://www.kempchen.de</a>
Jun 25-26 Fürstfeldbruck	13. Europäische Druckgerätetage	Kempchen Dichtungstechnik	<a href="https://www.tuev-sued.de">https://www.tuev-sued.de</a>
Oct 9-10 Bochum	DDM 2019 - Die Fachmesse für Dichtungstechnik	KLINGER Germany	<a href="https://www.ddm-messe.de">https://www.ddm-messe.de</a>
Oct 9-10 Bochum	DIAM 2019 Bochum	KLINGER Schöneberg, Kempchen Dichtungstechnik	<a href="https://www.bochum.diam.de">https://www.bochum.diam.de</a>
Nov 6-7 Helsinki	EMPACK 2019	KLINGER Finland	<a href="https://www.easyfairs.com/empack-2019">https://www.easyfairs.com/empack-2019</a>
Nov 6-8 Bad Salzuffen	FMB Bad Salzuffen	KLINGER Germany	<a href="https://www.fmb-messe.de">https://www.fmb-messe.de</a>
Nov Odense	Ajour 2019	KLINGER Denmark	<a href="http://www.ajourerhvervskonference.dk">http://www.ajourerhvervskonference.dk</a>
Nov 26-28 Cologne	gat/wat 2019	Kempchen Dichtungstechnik	<a href="https://www.gat-wat.de">https://www.gat-wat.de</a>

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