



ANDUSTRY *news*

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ANDUS GROUP SERVING THE INDUSTRY

ANDUS *group* companies:

Refractories

Gouda Refractories

Gouda Vuurvast Belgium

Gouda Vuurvast Services

Gouda Feuerfest Deutschland

Steel Structures

HSM Offshore

HSM Steel Structures

Lengkeek Staalbouw

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Specialties

Armada Janse

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FIB Beer Systems

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FIB BEER SYSTEMS: A NEW OPERATING COMPANY

The beer systems division of FIB Industries will be an independent operating company within Andus Group starting 1 January 2019. This will enable FIB Beer Systems to further develop its own identity and respond optimally to opportunities in the global beer market.

Tiemen van der Kooi, Manager Beer Systems at the brand-new company, explains, "In the 1980s, FIB Industries and Heineken jointly developed a revolutionary system for supplying food service establishments with beer, namely the beer tank. Instead of transporting and storing dozens of 50-litre kegs, the food service establishments can now, for example, install two 1,000-litre beer tanks and have them filled by a beer delivery unit. This means no more dragging kegs, less tapping loss and no use of carbon dioxide bottles because the beer from our tanks is pressed out by air. It took close to 25 years to 'turn around' the traditional beer market. But when we obtained the rights in 2010 to also market the further developed beer system to other breweries, a major milestone was achieved."

Comprehensive services

"We now have around 20,000 tanks installed around the world. In the Netherlands, of course, but also in Spain, Portugal, Columbia, Chile, Argentina, South Africa, the U.S. and Canada. Slowly but surely,

we are starting to gain ground and major breweries are realising the advantages of our beer supply systems. We offer a comprehensive product that includes the beer delivery systems, beer tanks, any cooling systems required and a stainless steel piping to the taps. There is also clearly a transition that has occurred in that beer tanks used to be 'hidden' from view in the buildings, but are now a proud part of the interior. Naturally, we have responded to this trend in the design of our tanks. We can create the look & feel desired by the business owner, such as a tank with a copper exterior."

Capitalising on opportunities

Wiebe van den Elshout, Chairman of the Board of Andus Group, comments, "That aptly describes today's market. It's all about an experience, about eliciting an emotion, and with different types of customers than the 'regular FIB Industries clients'. And different purchasing processes. This is one of the reasons why FIB Beer Systems was established. Another reason is that we see a tremendous amount of potential. Tiemen



already mentioned how rapidly the beer market is changing and the international steps we are taking. But if you consider the size of the entire beer market, it is clearly a gigantic world to conquer. With an independent FIB Beer Systems, our own identity as a specialist in high-quality beer systems, we have a clear focus, greater flexibility and the possibility to effectively capitalise on our opportunities in this growing market."



Wiebe van den Elshout and Tiemen van der Kooi.

YOUNG ANDUS: DEVELOPMENT AND TEAMBUILDING

In the past we've written in Andustry News about the 'human capital' within Andus Group, about knowledge and expertise, and about the importance of inspiring and gaining the loyalty of young professionals. To give substance to this, Andus Group organises various activities each year as part of the 'Young Andus' programme.

The idea behind this programme is to bring together younger colleagues several times a year to get to know each other, to learn from each other, to do things together and to promote a sense of solidarity. The activities have a focus on development and teambuilding.

Welcome to Gouda!

On 23 November 2018, a company visit by the 'Young Andus' team to the Gouda companies was scheduled. The 25 participants enjoyed an inspiring morning with various presentations on the products and services offered by

Gouda Refractories and Gouda Vuurvast Services, as well as the challenges these companies currently face. After lunch and an in-depth round of introductions with a playful element, an extensive factory tour was given. After the concluding group sessions,

the event was evaluated informally during a social get-together. The conclusion: it was a great idea to get together and take a peek behind the scenes and have the opportunity to catch up. To be continued!



New insights

Jasper van Raaij, 30, is Project Manager at Armada Janse. He began working as Project Coordinator in February 2016 and was appointed to his new position

in February 2018. With regard to Young Andus, Jasper comments, "I'm interested in and curious about everything technical. So, a day like today is fascinating. New worlds open up to you. Yet you still see similarities and that's what makes it so insightful to see how colleagues approach things. The focus is not necessarily on the technology itself, but on the human aspects: how a team functions, how changes are implemented and how to communicate most effectively. All in all, your horizons are expanded."



Mutual contact

After graduating in August 2017 as an Industrial Electrical Engineer, Bob Verschuere, 25, joined Gouda Vuurvast Belgium as a quotation engineer/estimator. Bob comments, "I really enjoy my job. As an estimator, I learn all the ins and

outs of a project. In May of 2019, I'll be 'going out into the field'. I'll be working as a project engineer during a major shutdown at ExxonMobil in Antwerp, where I'll be responsible for quality assurance. It will be a whole new experience. And, to me, that's also what Young Andus is all about - new experiences and new contacts. The company visits and brief training workshops are perfect for this. And the fun sports activities 'with a message' are great for getting to know the other members of the group. We recently also started a WhatsApp and LinkedIn group to make it easier to find and contact each other. Things are really starting to get in motion."

THE FIREPROOF CAMERA FROM GOUDA VUURVAST SERVICES

Gouda Vuurvast Services specialises in the delivery and installation of refractory linings. But this goes beyond refractory bricks and castables. In fact, the company emphasises the word 'Services': offering a comprehensive range of services that enables the customer to keep his installation (i.e. investment) in flawless operation.



Sebastiaan Boucher, Innovation Manager at Gouda Vuurvast Services, explains, "We want to distinguish ourselves from the competition by providing our customers and their production processes with all necessary assistance. Can maintenance be carried out smarter, more efficiently, faster? We are always on the lookout for innovative solutions. In recent

years, we've focused considerably on camera inspections. We now use, for example, drones with a camera in order to inspect oven walls. This saves considerable time and costs. The newest development, however, is the camera inspection of an installation in operation. In the past, naturally we knew when maintenance was required, but the actual scope of the work was not known until the

shutdown. At that point, you needed to act quickly since every downtime day represents a major financial loss for the customer. We thought: wouldn't it be great to be able to see inside the incineration oven beforehand, where the temperature can rise as high as 1600°C?"

Own development

"Our project manager Ork

Schoffemeer, who had years of experience in the glass industry, came up with the idea to develop a camera that we could place inside a running installation, a heat-resistant camera that could withstand such immense temperatures. There were a few systems available in the market, but we

couldn't use them. We've now developed our own air-cooled high resolution camera system that can make short films inside an oven in operation. This tells you exactly what you can expect during the upcoming shutdown. Better yet, you get to take a peek behind the scenes of the production process

and see whether everything is functioning properly. Is the burner calibrated incorrectly? This can be seen immediately. This new service is perfectly aligned with our company philosophy, which includes a focus on preventative oven inspections. After our camera inspection, we can advise

the customer in detail regarding the nature of a problem and the most effective solution. In fact, this may even lead us to determine that the scheduled 'major maintenance' can be postponed and that only limited measures are needed. And that is what really helps our customers."

RIJNDIJK STAALCONSTRUCTIES AT WORK IN ANTWERP

RijnDijk Staalconstructies has been awarded a fantastic contract from TGE Gas Engineering for the engineering, production and assembly of a wide range of steel constructions for a project involving the construction of a butane storage tank at the Oiltanking Antwerp Gas Terminal. The complex will be operated by INEOS Belgium.

INEOS is one of the largest independent chemical groups in the world, with 73 factories and around 16,000 employees worldwide. The growth of INEOS gained momentum after the takeover of business divisions from such companies as BP, Dow, Degussa, ICI, Enichem, Unilever, Solvay, BASF and Hoechst. It is an end 'user' we can be proud of.

Loyal customer

The relationship between RijnDijk Staalconstructies and TGE Gas Engineering dates back to 2011, when a similar contract was also acquired in Antwerp, with Borealis as the 'user'. This was followed by projects in Sweden, Norway and Scotland. In other words, this is a loyal customer who highly appreciates the quality,

project organisation reliability and 'dimensional stability' of RijnDijk. The new project is currently in the engineering phase and will enter the production phase in January 2019. A total of 1,100 tonnes of hot-dip galvanised steel will ultimately be delivered. This will be used for process buildings, stairs, railings, pipe bridges, grids and more. Of this total,

225 tonnes will be placed on top of the storage tank, which has a height of around 35 metres. The pipe bridges will be assembled on the spot as modules, after which they will be installed at their final location, including piping and electrical components. In a nutshell, the project is a varied one, making it perfect for RijnDijk Staalconstructies.

AN EYE-CATCHING BRIDGE BETWEEN CUIJK AND MOOK

In August 2018, HSM Steel Structures was contracted for the design, implementation and long-term maintenance of a new bicycle bridge over the River Maas. Together with Züblin Netherlands, which will be responsible for the civil constructions, HSM received high scores during the tendering procedure in terms of sustainability, risk management, planning and 'eye-catchingness'. The pre-design submitted by Quist Wintermans Architects was assessed to be 'an attractive and recognisable integral counterpart to the existing railroad bridge'.

As project estimator, Gerard van der Laan from HSM Steel Structures was responsible for ensuring a smooth tender process. Gerard explains, "This bicycle bridge is an important part of the Cuijk-Mook-Nijmegen

cycle superhighway. The bridge shortens the cycling distance between Cuijk and Mook. It was also to our advantage that we could submit the 'Plofsluis' bicycle bridge in Nieuwegein as a reference project."

Smart design

"Important aspects of the entire procedure were the sustainability and affordability of the project. The reason for this is that a maximum total tender amount had been established. This ceiling

amount includes maintenance costs for 25(!) years. This requires a very thorough and smart design that fully takes this requirement into account. It took a bit of puzzling, but we succeeded in the end. The new bicycle bridge will have a main span of 145 metres and a width of 7.2 metres. It will be assembled as a single structure at the yard in Schiedam and transferred over water to Cuijk, where it will be installed between the spans from the water. This operation will have to take place quickly and efficiently because, after all, the complete blockage of shipping traffic will have to be kept brief. But we're confident that this will be possible."



VAN VOORDEN FOUNDRY: SPECIALIST IN HIGH-QUALITY EXCELLENT CASTING

Following an extensive reorientation in the industrial casting market, Van Voorden Foundry has developed rapidly into a versatile player. The company is now focusing more than ever outside the beaten paths of the traditional sales markets for shipbuilding and the dredging industry. What these markets and customers all have in common is that the cast product must contain one of the following elements: strong quality requirements, high-quality finish, exotic alloy or complex geometry. This expansion has resulted in projects for a number of new clients, some of which are long-term. And it will not end there.

Thomas van Rijn, Commercial Manager at Van Voorden Foundry, explains, "The maritime market and dredging industry are two niche markets that turned out to be quite vulnerable in times of economic downturn and have experienced significant price pressure for quite some time. It was clear that Van Voorden Foundry needed to broaden its horizons. At the same time, we established our strength, which is the casting of products of a superior homogenous quality with a high-quality finish.

This means that we need to focus on the market segment with the highest quality requirements and fewest competitors. Another one of our strengths is the casting of various alloy types and in castings with unique geometry. In other words, the top segment of the market. We actively approached the Dutch and German markets with this very clear message. These markets include companies in the heavy industry, machine construction, petrochemical and offshore branches."

International success

"This approach has proven to be successful. A few examples: for a 'table bridge' for the Province of Groningen, we have cast eight sheaves with a diameter of 2,604 mm and a weight of close to seven tonnes. We created moulds with a diameter of four to five metres that were used to produce rubber tyres for use on equipment in the mining industry. We produce heavy water-lubricated bearing shells that are used in the frigates of the U.S. Navy and are currently



focusing on the highest segment for valves in exotic alloys. This past year, for instance, we also provided casting in Duplex for the first time. Each of these is a fantastic order, but it doesn't stop there. We have also noticed an increase once again in requests for stainless steel products. For example, we recently delivered seven stainless steel screws for customers in the U.S. and Russia. So, we are fully confident about the future."

FIB INDUSTRIES RESPONDS TO NEW ENVIRONMENTAL REGULATIONS IN THE SHIPPING INDUSTRY

The international shipping industry contributes substantially to air pollution as exhaust gas emissions contain high contents of sulphur oxide, carbon dioxide and fine particulate matter. To reduce this air pollution, stricter control is introduced to the allowable exhaust gas emission limits. This provides excellent opportunities for FIB Industries!

The International Maritime Organisation (IMO), the specialist agency of the United Nations, has set a new limit for the quantity of sulphur in marine fuel oils. Effective 1 January 2020 marine fuel oils may only contain a maximum of 0.5% sulphur. In case marine fuel oils are used containing higher sulphur content, then IMO accepts the application of exhaust gas cleaning technology by means of

wet scrubbers. This technology uses special 'washing' techniques by spraying seawater, sometimes with additives such as caustic soda, in vertical vessels over the exhaust gas. The naturally present alkaline in the seawater converts the sulphur to sulphates that can be discharged with the wash water into the sea. The scrubber is installed near or in place of the ship's 'funnel' (chimney). FIB Industries has extensive experience

and qualified expertise in the production of scrubbers in all shapes and sizes.

Clear profiling

It goes without saying that FIB Industries has responded to the rapidly increasing demand for scrubbers. Sales manager Vittorio Stanco is the designated application manager for this market. A fantastic order for multiple scrubbers is

already an early result. This project is due in part to FIB Industries' excellent track record in this area and the fact that the company has such a clear profile. This includes joining the Exhaust Gas Cleaning Systems Association (EGCSA) and having established new contacts via the SMM 2018 in Hamburg, Asian Sulphur Cap 2020 Conference in Singapore and EGCSA workshops in London. Fabulous developments!

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