

Company overview

providing total steam system solutions



spirax
/sarco

Spirax Sarco provides knowledge, service and products, worldwide, for the control and efficient use of steam and other industrial fluids.

Steam the energy saving choice

Steam has become the essential modern day utility for heat and sterilisation processes in virtually every area of industry. Industries such as food, beverages, pharmaceuticals, chemicals, electronics, pulp and paper, rubber and plastics, and many more, rely completely on their steam systems. Steam is extremely versatile and consumers worldwide benefit from the fact that the products they eat, drink, use and wear have been produced using clean, odourless and sterile steam.

Our customers in these industries are facing ever-increasing competition, rising fuel costs, more stringent health and safety regulations and mounting environmental pressure. It has never been harder for manufacturing industries to manage their businesses.



Energy saving solutions for our customers

Our policy at Spirax Sarco is for our engineers to work with you to identify areas of improvement in your steam systems, with the objective of increasing performance and efficiency as well as reducing energy costs. Our qualified and experienced engineers work on the basis of sensible business proposals within your budget and resource requirements, usually providing a rapid return on investment. Through use of our knowledge, service and products we aim to help you maximise profit by providing sensible solutions to better steam engineering; whether that be replacement of parts or total system management.

Improving

- Overall profitability
- Production output
- Product quality
- Efficiency
- Automation
- Process control
- Plant monitoring
- Business system links
- Plant documentation and understanding
- Knowledge of employees
- Activity based costs

Reducing

- Energy costs
- Water to drain (sewage costs)
- Product rejects
- Production times
- Unit costs
- Climate change levies/energy taxes
- Emissions and leaks
- Downtime
- Business risks
- MRO (Maintenance, repair, operational) costs
- Spares and stockholding

Outsourcing

- Non core business requirements
- Energy supply
- Process design
- Plant design
- Installation and commissioning
- Maintenance, service and replacement

Meeting

- Statutory rules and regulations
- Health and safety requirements
- Industry standards
- Best practice

Spirax Sarco turnkey solution in a Hospital plant room



Benefits to your business

Our approach to working with you is holistic. It's not just about product; we work with our customers providing every aspect of steam expertise encompassing a range of solutions from products to design and installation of complex steam systems.

- Lower energy costs
- Increased throughput as productivity and capacity increase
- Lower costs:
 - scrap/waste
 - downtime
 - maintenance
 - efficiency improvements
- Lower emissions
- Health and safety improved

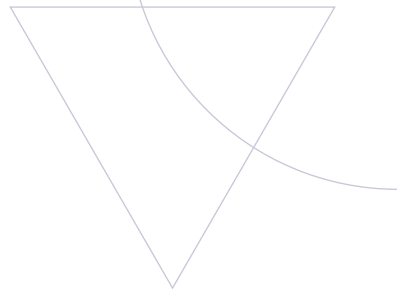


For more details of the global distribution of the company and its products visit: www.SpiraxSarco.com

Knowledge sharing

100 years of steam expertise across industry allows us to put together complete solutions for our customers. Our engineers have the capability to assess your plant and make clear recommendations for improvement and to maximise the return on your investment.

- 35 training centres worldwide sharing knowledge with customers
- Over 1 000 000 'students' have completed our training programmes
- Literature printed in 30 languages
- Extensive web site including an online learning and engineering centre
- Application hook-up drawings in AutoCAD
- College and University support programmes
- Representation on standards committees



Solutions commitment

Our strength and growth has been built on long-term customer relationships. This support comes from working together, building trust, which results in finding the correct solutions.

100 000 regularly buying customers are a testament to a high level of satisfaction. However we are never complacent and continually evolve our services to meet our customers' ever changing needs.

- Steam plant audits and health checks
- Steam trap surveys
- Process audits
- Energy audits
- Efficiency calculations
- Identify opportunities for efficiency gains
- Product sizing and selection
- Steam system design
- SCADA and Fieldbus
- Proposals with full support including: return on investment calculations



- Prompt delivery
- Product quality
- Bespoke package solutions
- Technical literature
- Certification and other documentation
- Installation
- Commissioning
- Training
- Product/package performance
- Assessment of savings
- Service/maintenance contracts
- Steam System Service contracts
- Fault finding and rectification
- Guarantees
- Help only a phone call away
- www.SpiraxSarco.com
- Comprehensive product stock, worldwide, held locally for off-the-shelf delivery

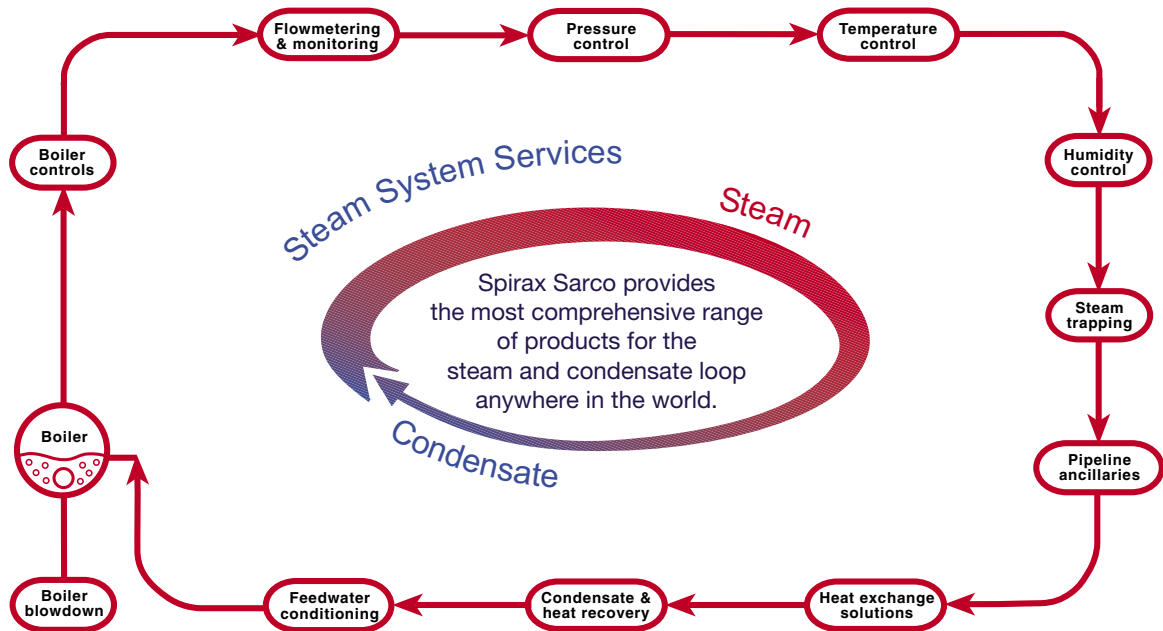
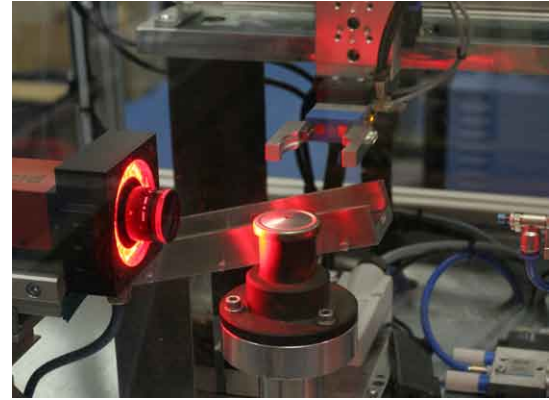


Product - the building blocks

We offer our customers a complete range of products that cover the entire steam and condensate loop from spare parts, steam trap stations, a complete plant room package, a blowdown valve to a complete boiler house. Whatever your requirement we can help you.

In addition you have the reassurance that because we design, develop and manufacture virtually all of the products we sell, we know what we are offering you, we can advise you technically, and continue to support you after you buy.

The most comprehensive range of products available from one company, anywhere in the world.



- ISO/DIN range
- ANSI/API range
- JIS/KS range
- ISO 9000 since 1994
- ISO 9001: 2000
- PED, CE approvals
- Products tested
- Innovation
- Extensive CAD system
- Fit for purpose design
- University links for research
- All customer technical information available on our website at: www.SpiraxSarco.com
- 12 000 steam products listed

Adding value through...

- Teams of specialists
- Strategic partnerships
- Customer relationships
- Effective communications
- Technological leadership
- Customer training

Specialist expertise within steam

Over the years we have seen our customers' businesses change, and their need to focus on their core business has increased. We have developed and evolved our business to meet these needs, so with our expertise in steam, we have harnessed specialist areas of knowledge, in terms of products and industry applications.

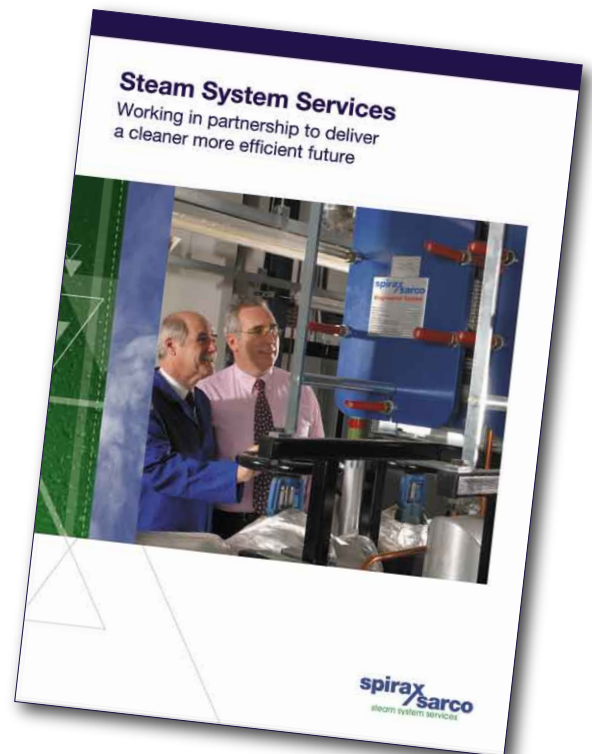
We have dedicated engineers and specialists in;

- Controls and Instrumentation
- Steam System Services
- Heat Exchange Solutions
- Oil and Petrochemicals (OPC)
- Clean Steam

This combined expertise ensures that you receive the highest level of technical advice and commitment from Spirax Sarco to optimise your plant's performance.

Steam System Services ▲

The objective of Steam System Service is to reduce the life cycle costs of your steam system. Following a detailed system audit, our engineers can identify key areas for improved efficiency and advise on good engineering practices. The benefits to you include a reduction in energy bills, downtime and maintenance costs, lower emissions, increased throughput and productivity, and the reassurance that comes from a safe and efficient steam system.





Controls and Instrumentation ●

Because we know more about steam than any other company, we are the best people to come to for advice on its control. Thanks to our broad range of control valve products, we can provide automated solutions to those customers who do not possess the systems expertise, and also supply the relevant products and services required.

Our solutions range from straightforward single loop control to more complex SCADA systems (allowing convenient monitoring, control, alarm handling and data logging) and Fieldbus arrangements for digital communications; allowing greater integration and flexibility in the way our customers run their plant.



Heat Exchange Solutions ■

Our customers are concentrating increasingly on their core businesses and now rely on us to provide them with effective, well-engineered packaged solutions for their heat exchange needs. Our heat exchange solutions are ready to install, incurring minimum downtime and installation expense, and allowing optimum ongoing performance. We can also offer bespoke packages to suit your exact requirements.



Oil and Petrochemical (OPC)

Over 100 years experience across industry means that we've gained a vast amount of knowledge in specific industries such as OPC. Oil and petrochemical plants have very specific steam system applications and our dedicated teams of engineers and specialists are trained exclusively in this area to work with you on reducing energy use, improving your plant's performance and increasing profit.



Clean Steam

Since pioneering the development of the first true clean steam trap, clean steam has been an important part of Spirax Sarco's business, and we now have a very comprehensive clean steam product range.

Supported by a global network of over 800 specialist engineers, Spirax Sarco is able to assist with system design, advise on current regulatory issues and select products to ensure a productive trouble free system.

Today the market acknowledges Spirax Sarco as the first choice whenever the question is clean steam related.



Our experience

Applications

- Feedwater conditioning
- Steam generation
- Steam distribution
- Steam heat exchange
- Condensate removal
- Condensate return
- Heat recovery
- Clean steam
- Humidification
- Sterilisers, autoclaves
- Tanks and vats
- Rotating cylinders
- Tracing



Business case: Korean Telecom, Korea



Telecommunication Company

Objectives: Reduce energy costs.

Action: Spirax Sarco Korea supplied their Steam System Service to KT's branch office; a service usually associated with Industrial sites.

They repaired or replaced steam traps and pressure reducing valves, as well as providing training for the operators in effective boiler operation.

Results: The customer realised that significant savings could be made in the future. Therefore, the contract has been expanded to include more of their branch offices:

Value of contract in 2005: £203,000 (365 million Won)

Value of contract by 2008: £390,000 (700 million Won)



Industries serviced

- Oil refining and processing
- Industrial and agricultural chemicals
- Fine chemicals
- Pharmaceuticals
- Explosives
- Cars and aircraft
- Shipbuilding
- Combined heat and power
- Boilers
- Electronics
- HVAC
- Textiles and fibres
- Leather
- Food and beverages
- Brewing and distilling
- Tobacco
- Sugar
- Pulp and paper
- Rubber and plastics
- Wood and furniture
- Hospitals and clinics
- Universities and hotels
- Government and commercial institutions

Business Case: Ragus Sugars, Slough



Sugar refining company

Objectives: Save energy and reduce operator time wastage.

Action: Spirax Sarco installed automated equipment throughout the refinery in place of existing manual control systems.

New valves were supplied to control both the steam and the cooling water flow to one of the pans.

Results: The pneumatically actuated KE steam control valve, connected to an SX25 electronic controller, enabled the required temperature to be set, allowing the operator to move on to other tasks.

The new system controls the temperature of the process vessel, which results in more consistent product quality. It also saves energy by not overshooting the required temperature range.

Group companies

Africa

South Africa

Americas

Argentina
Brazil
Canada
Mexico
USA

Asia

China
India
Japan
Korea
Malaysia
Singapore
Taiwan
Thailand

Australasia

Australia
New Zealand

Europe

Austria
Belgium
Czech Republic
Denmark
Finland
France
Germany
Italy
Norway
Poland
Portugal
Russia
Slovak Republic
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Switzerland
UK

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Iceland
Latvia
Lithuania
Malta
Netherlands
Romania
Slovenia
Turkey

Middle East

Bahrain
Iran
Jordan
Kuwait
Lebanon
Oman
Qatar
Saudi Arabia
Syria



Some products, services or solutions may not be available in certain markets

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