

□ October 2010

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□ Information about the LEWA Group

□ www.LEWA.com

EDITORIAL



Bernd M. Stütz
Chairman of the
Management Board

**Dear business partners,
dear employees of the LEWA Group!**

With the reorganization of our sales, we are taking another big step towards our customers. Since mid-year, five groups have been focusing their knowledge on the relevant industries and applications. Our customers do not just want a LEWA pump – they are looking for a solution to their specific problem. It is not always easy to really understand such a problem. Therefore, we have split our know-how over five units to speak the customer's language and to offer the right contact just for his/her individual interests. For example, usually a specialist in the affairs of the pharmaceutical industry is just not a suitable partner to discuss the issues of the oil & gas industry.

Once, many years ago, as a manager of an IT company I wanted to sell software for a special F&B-chain (home breweries). „Do you know how to brew beer?“ the customer asked me. Unfortunately I had to answer in the negative. ‚Bang‘ went the job!

Yours sincerely,

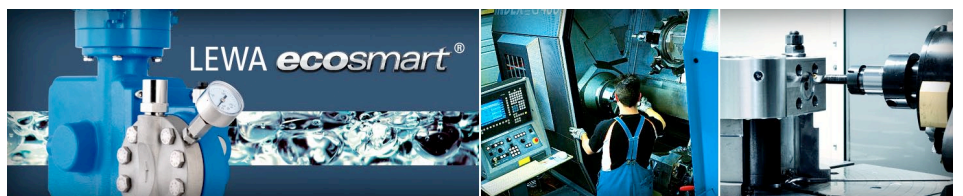
Bernd M. Stütz



The new LEWA smart performance ratio

■ **Accolades from users and from the trade press** we gained for the latest development and the international market launch of the LEWA ecosmart diaphragm metering pump. Explicit goals of development: A versatile, highly integratable pump which meets the strict quality requirements – and all this at an affordable price. In order to not only cover a wide performance range – with the high quality components, the diaphragm monitoring and the Diaphragm Protection System (DPS) – four different performance sizes were developed. The LEWA ecosmart can be used in areas where lower flow rates of up to 300 l/h and pressures of up to 80 bar at up to 120 °C are required. Whether conditioning systems, waste water treatment, dosing of colorants and flavoring or process applications – the ‚new LEWA kid‘ finds its application and highly satisfied customers in numerous industries. But it is not only the end users who are enthusiastic about the

LEWA ecosmart. For example, the power plant specialist PENTOL develops and distributes special abrasive and viscous additives for combustion optimization and subsequent waste gas cleaning at the German chemistry location Grenzach-Whylen. The concomitant sulphide binding sustainably prevents corrosion in the boiler. Carefully tuned systems for the precise metering of the additives complete PENTOL's program. As a service provider, PENTOL depends on the absolute safety and reliability of the components used. What was more straightforward than ordering 33 ecosmart pumps from LEWA, especially with the short delivery times and wide-range parameters of the series reducing PENTOL's inventory costs? Another important criterion for the experts in additives: the optimized diaphragm leakage monitoring that keeps service intervals low and safety gains high – a smart performance ratio with a future!



One of the most important divisions at the company's headquarters in Leonberg is production, which has not only outstanding machinery but also highly skilled, committed employees who know how to serve this machinery and who are able to optimize the process quality. A good eye, a steady hand, and willingness to

continuously participate in further development: this is what it takes to be an employee in our parts production, in order to ensure our legendary quality. Even if they never become visible to the outside world – we do know it: the production employees are the ‚silent‘ backbone of LEWA.

LEWA service training for the new colleagues



■ **In the context of integration**, an intense ten-day service training took place in Leonberg. Six colleagues from NIKKISO and TAIKKISO learned the

theory and practice of the LEWA ecoflow diaphragm metering pumps and LEWA triplex process diaphragm pumps. The participants were especially motivated as they could assemble a real NIKKISO job in the practice phase. In addition to the many technical details which were to be processed, the social and integrative part of the training was not left out. On the weekend, there followed a joint excursion to Heidelberg and to the Museum of Technology in Sinsheim.

Wii does the cell glow?

■ **„From Cell to vaccine in the Cyber Classroom“** – that was the motto of the “Bioprocess Engineering” theme day. 24 students followed the invitation by the MiNe-MINT Club to the University of Stuttgart and the Fraunhofer IGB. The students, aged 14 to 15, were attested a high knowledge level by Dr. Siemann-Herzberg during the interactive one-hour lecture. After the theoretic introduction to molecular biology there followed practice in three groups, supported by LEWA trainees: Microscopy, fermentation technology where a fluorescent protein made the cells glow, and a ‚Cyber Classroom‘ which LEWA provided together with the Virtual Reality expert VISENSO. The 3D monitors required for solving

the task were operated using conventional Wii controllers, which greatly facilitated the work for the teenagers. Among other things LEWA is committed to acquainting, in the Pro3 process technology competence network, students with the MINT subjects (Mathematics, Informatics, Natural sciences and Technology) and to stimulate their interest in academic studies in sciences.



Pilot project on the Caspian Sea

■ **Russia's Prime Minister, Vladimir Putin**, was among the first felicitators who were present at the solemn commissioning of the drilling rig of the Korchagin field, with its completely ice-resistant equipment. Up to 2.5 mio. tons of oil and 1 billion m³ of natural gas per year will be extracted from this first Russian well in the Caspian Sea. This project was the first project whose technology LEWA, with the then Russian representative Allrus, has directly designed, developed and installed with the Russian customer Stroytransgaz. Several packages for the metering of methanol and chemicals were provided. The customer, LUKOIL, is Russia's second largest oil producing company, and with its diversification strategy it has earned the respect of many Western institutions.

Customers value lifetime services

■ **Frequently, reliability and speed** are crucial factors in projects into which LEWA is globally involved. Consequently, the “After Sales Services” are valued highly at LEWA. “Our pumps must often operate day and night”, says Wolfgang Kindler, service expert at LEWA, „we develop a complete on-demand package according to the customer's needs to make sure that the solutions we provide will operate devoid of failure between the servicing phases – without requiring us to be present on-site.” For example, late in 2010 in Saudi-Arabia a four-component system for the manufacture of polycarbonates will be commissioned. The ‚long term warranty‘ was provided by the service section in the form of diaphragms, fluid and hydraulic valves and wear parts packages. The complex project had a volume of 2.27 mio. EUR plus 8% after sales services.

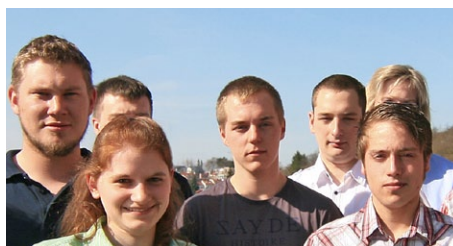
+++ LEWA STAFF +++



Daniel Reger:
 Leonberg's local youth leader of the German Federal Agency for Technical Relief (THW)

We do not know whether alarming natural events will continue in the future, as they have occurred in recent years. If so, LEWA ecoflow group manager Daniel Reger as the manager of the THW youth dedicates his spare time to the training of the next generation of voluntary helpers for professional aid in such situations. A task which is becoming ever more important both nationally and internationally: The THW provides drinking water in Africa, levee protection on the Elbe or dry basements after days of strong rain. In order to have people who are capable of mastering these extremely demanding tasks, Daniel Reger is among the persons who motivate boys and girls to become one of the 80,000 helpers. Thank you – continue the good work! For more, please read www.thw-leonberg.de

Next generation LEWA



■ **Not only LEWA as a training company**, but also our trainees themselves do top work. For this, they have received numerous commendations, awards and prizes for their good performance during the training time. However, the LEWA trainees show great commitment in other sectors, too: For example, they are active in supporting the MiNe-MINT theme day mentioned above, in looking after nurseries or sheltered workshops. It is not by chance that nine of the ten colleagues from the 2006/2007 training year now belong to the core staff. In addition, each year LEWA offers some 30 rotating internships for hands-on information flow for high-school and university students. For more information, contact erich.lexa@lewa.de.

+++ LEWA PUBLIC +++



+++ **About 53,000 interested visitors** attended the ‚Rio Oil and Gas Expo‘ in Brazil. Our subsidiary, LEWA Bombas Ltda., with its own booth also considered the expo as a great success. +++