

# auma® *Solutions for a world in motion.*

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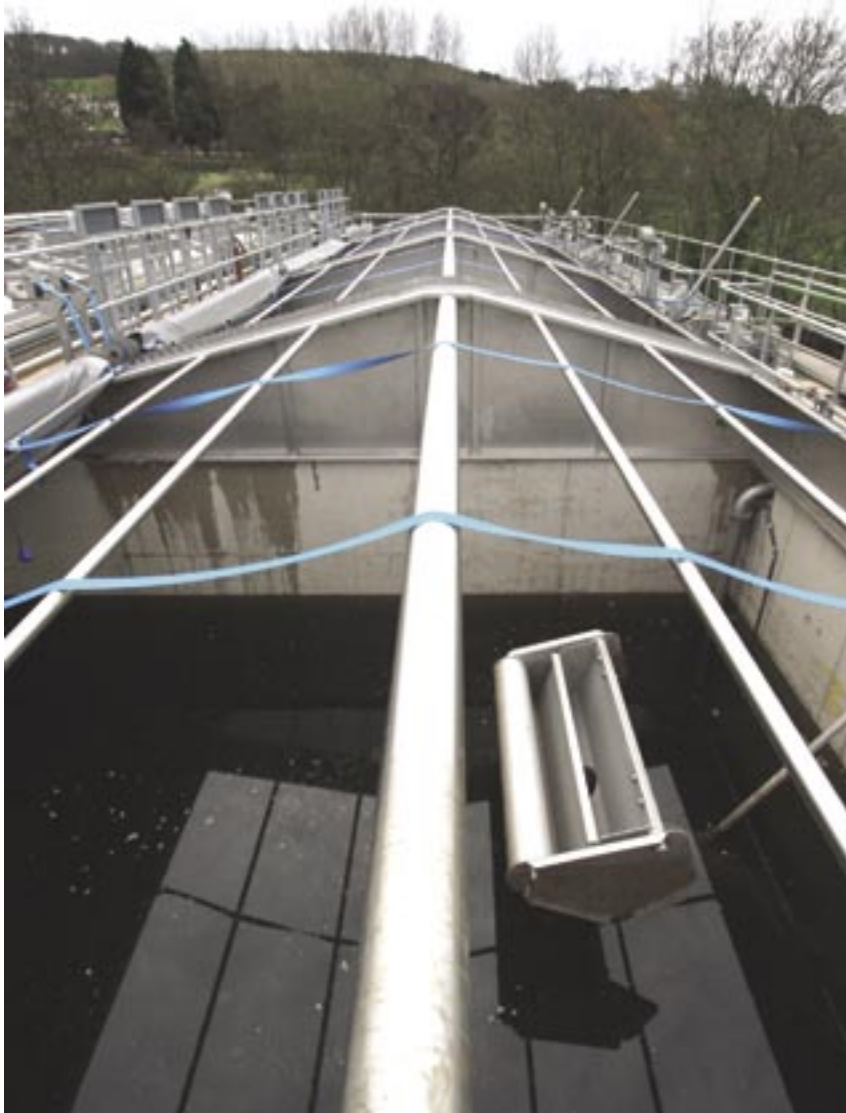
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## ITT Sanitaire and AUMA SIPOS spearhead SBR initiative

**A** new generation sequencing batch reactor (SBR) system has been developed by ITT Sanitaire in partnership with AUMA SIPOS. The technology advancement is designed to meet the variable speed requirements of SBR decant operations at wastewater treatment plants.

The ABJ SBR decanter upgrade by ITT Sanitaire incorporates AUMA SIPOS Flash 5 actuators. The solution, which moves away from external componentry to integrate intelligent functions within the actuator, offers a number of user benefits. Among the technology enhancements provided is advanced data feedback with increased detail of valve functionality.

Reliability and safety are highlighted as key benefits of the neat, dependable system as advance warning is given regarding potential problems. Variable valve movement is also provided which gives superior flow control for the SBR fill-and-draw wastewater treatment activated sludge system.

### global market

Prior to introducing 'Flash 5' actuator technology, ITT Sanitaire's SBR decanters used a metric screw jack mechanism driven by a separate variable speed drive located in the motor control centre. With the introduction of an integral actuator inverter, Variable Frequency Drive starters are no longer required and cabling costs are reduced.

Working in partnership with AUMA SIPOS, the integrated solution was developed as a collaborative process. The solution was dry tested in the ITT factory and trialled on an external rig before launch.

*A global market for the ABJ SBR decanter system extends across Europe, the Middle East and Asia.*

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## AUMA advancements

### New software supports enhanced service programme

**A** new software suite installed at AUMA UK forms part of the company's continued service enhancement programme. Built on latest Microsoft .NET Web services technology, the business management system encompasses all aspects of stock management, order processing, quotations, sales and accounts.

Designed to support the company's expanding client base, the solution is set to provide wide ranging customer relationship management benefits. In-depth reporting with graphical analysis capabilities are two important features of the IT upgrade which will benefit data management, sales and stock forecasting.

#### precise picture

Steve Penney AUMA UK Sales Office Manager who heads commercial implementation of the system comments: "One important function of the new solution is provision of a detailed picture of stock levels matched precisely to customer requirements.



*Steve Penney, AUMA UK Sales Office Manager confirms benefits to stock management provided by the new business software solution.*

"We pride ourselves on our flexibility, professionalism and ability to support customers and this system will enhance those facets of our service."

Accounts and finance functions of the new system are managed by Sue Wilson, AUMA UK Company Secretary.

### ATEX actuators included in rapid response service

As part of AUMA's rapid response delivery service, ATEX compliant actuators are delivered ready for installation within three weeks of order placement. As such, the specialist products, which are designed to meet to meet latest ATEX directives (94/9/EC), are available within the company's standard supply period.

As part of this service, AUMA offers a complete range of actuators to meet all ATEX requirements. Products include explosion proof SG quarter-turn models and SA multi-turn actuators.

A comprehensive range of ATEX approved gearboxes including worm, bevel and spur options complements the product offer.

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## AUMA in action

### Refinery contract is significant step for AUMA in India

**A** non-intrusive design offered by AUMA was a key reason for selection of the company's electric actuators for a major refinery upgrade at Mathura near Delhi. The contract is a significant development in AUMA's supply of non-intrusive, explosion proof products to the Indian market.

Commissioned in 1982, the refinery is operated by the Indian Oil Corporation Ltd. It is the largest oil producer in India and the first refinery in Asia to achieve ISO-14001 accreditation. The upgrade, which became necessary in order to meet future fuel requirements, was completed at the beginning of 2005.

The scope of the AUMA contract was to supply 60 explosion proof, non-intrusive actuators delivered with two different interfaces. Currently, the actuators are operated via the standard parallel interface. Flexibility for future upgrades is ensured as the actuators are equipped with a Modbus RTU interface.

AUMA actuators' non-intrusive features mean that tools are not required and the housing does not have to be opened for setting: this applies in particular to the programming of the end positions and tripping torques.

*The non-intrusive features of AUMA actuators supplied to the Mathura refinery mean that tools are not required and the housing does not have to be opened for setting.*



### In the swing at Swansea



**A**UMA actuators are used in a wide variety of applications and one of the more unusual locations is a swing bridge at Swansea marina in Wales. With 380 berths, the popular sailing location can have over 200 users requiring access via the bridge to their pontoon.

An actuator solution from AUMA forms part of an essential mechanism to provide a reliable and effective service to reach moorings at regular intervals. During peak summer months, demand for opening the bridge can be as frequent as every twenty minutes.

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## AUMA in action

### Prestigious Saudi water project

**P**rovision of water supplies is a priority for Riyadh, the capital of the Saudi Arabian kingdom located on a plateau in a highly arid area at the heart of the Arabian peninsula.

Dramatic expansion of the city, now home to 3,500,000 people, has depleted the area's traditionally rich, natural water supplies. Saudi Arabia has addressed this by becoming the world's largest producer of desalinated water and desalination now meets 70% of the country's drinking water requirements. A network of pipes supplying major urban and industrial centres runs for more than 2,300 miles.

Against the backdrop of chronic water shortage and a rising population, the Saline Water Conversion Corporation, which is responsible for supplying 50% of all municipal water in the region, has invested heavily in desalination. As part of this investment programme, a prestigious contract has been awarded to Al Rafid to supply a 400km water pipeline and AUMA actuators to provide over 250 part-turn worm gearboxes for butterfly valves.

AUMA gearboxes are used wherever a 90° swivel movement is required for the operation of a valve or damper and manually generated torques of up to 56,000 Nm can be achieved with the models supplied. Key reasons for the selection of AUMA products were high integrity of enclosure protection, superior anti corrosion features and a wide ambient temperature range that is mandatory for Saudi Arabia.

### AUMA preferred for Argentinean paper plant

**O**ne of the biggest paper manufacturers in Argentina has awarded a contract to AUMA to upgrade existing valves in a pulp and paper plant.

Celulosa Argentina operates two industrial plants which use whitewashed eucalyptus Kraft cellulose extracted from renewable forests as raw material to produce printing and writing grade paper.

Generating high volumes of paper for home country and export use, annual production accounts for a capacity of 130,000 tons of whitewashed short-fibre Kraft cellulose and 115,000 tons of paper.

Competing against strong international competition, AUMA's modular electric valve actuators were chosen for their water-tight, robust and compact design. AUMA products were supplied with integral motor controls which are easy to integrate into an existing modern Distributed Control System which monitors, registers and controls all components that play a role in paper manufacturing.



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## Headquarters expansion

**D**uring the last few years, AUMA Riester GmbH has achieved a continuous increase in turnover. With growth remaining one of company's major objectives, existing production capacity at AUMA's Müllheim headquarters was no longer sufficient to meet the increasing demand for the company's actuators: the decision was therefore taken to expand production facilities.

A site known as 'factory area 3' located between plants 1 and 2 was selected for development and a new works 3 facility was built on the land over a nine month period from December 2002. In October and November 2003, the machining section of the production department was transferred from plant 1 to the new factory floor.

### state-of-the-art design

The building, which has 4,900 sq m of production space and 1,200 sq m of storage area, also includes administration offices which benefit from close contact to production and social facilities. Additional capacity at the new plant 3 is available to accommodate further machining centres.

One of the key planning targets for the development was to provide state-of-the-art working conditions for AUMA employees which, in turn, benefit customers as these lead to superior production quality for the company's modular actuators.

Latest environmental technology and design features used in the construction include:

- Graduated roof construction with glass façades for optimum use of natural light.
- Specially structured walls to absorb most of the machine generated noise.
- Extraction systems which heat the building and improve air quality.
- A photovoltaic system located on the roof with an electrical capacity of 220 kWp to directly convert sunlight into electricity.

The space which became available in plant 1 as a result of the expansion programme is currently being refurbished to be used as an extension to assembly, despatch and painting departments.



## Personality profile:

### Paul Gough

*AUMA Area Sales Manager The Republic of Ireland*

In 2004, AUMA Actuators celebrated its 40th anniversary and Paul Gough reached a landmark date with the company. Having provided dedicated support to the Republic of Ireland for five years, we find out more about Paul in a series of questions and answers.

#### Q: What was your first job?

A: I graduated from the Accountancy and Business College in Dublin but, although I love maths and business organisation, I found that I didn't take to pure accounts - I wasn't inspired and couldn't get passionate about it.

My first regular wage came from an Irish company that manufactured windsurfing clothes and accessories. It was an 'all hands on deck' organisation so I got a chance to do everything and loved it. The icing on the cake was the fact that I enjoyed windsurfing as a hobby.

#### Q: Have you always worked in Ireland?

A: Dublin is my home and, apart from a short period of wander lust, I have always worked in Ireland. The lure of travel led me to spend a year in Australia but, apart from that, my career has been based in Ireland.

#### Q: Do you have other hobbies?

A: My main hobbies are sailing and rugby and Dublin is the ideal location for both!

#### Q: What led you to work for AUMA?

A: I worked for a company supplying pipes, valves and fittings to the water industry and went on to work for a valve supplier - this is where I came across AUMA and met UK Managing Director Ian Sully.

I recognised the quality of the AUMA product and knew first hand the advantages of the modular solution which put the organisation in a strong sales position. The benefits of on-the-spot support in the Republic of Ireland were understood by the AUMA organisation, so I found that I was in the right place at the right time.

#### Q: Was your job a new position for AUMA?

A: There was no-one in this role before I was recruited. We were fortunate with timing because the market place had received a boost with massive EU investment into the water and sewerage industry.

#### Q: Did AUMA have an established customer base in Ireland?

A: Ian and his team had worked hard in this market and secured Dublin Bay and a number of other major contracts, so I was building on an existing user base.

#### Q: What is the main thing you have learnt in the last five years?

A: You can never be complacent: even if the brand is recognised and product quality established, you have to keep knocking on doors. Personal touch is everything, you need to respond to customer needs quickly and the market place is ever-changing.

#### Q: What has been your career highlight?

A: When an international sales meeting was held in Dublin in 2003 and all senior staff, including Managing Directors of subsidiary operations, came together in my home town.

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**AUMA - the world's leading supplier of modular electric actuators ...  
... providing the adaptable advantage**

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