

# Contractors benefit from Temati's 'thinking solutions'

Arjan Jongkind, General Manager of Temati

**T**emati, the Netherlands-based LNG industry equipment provider and leading technical consultant, has played an increasingly important role in the construction of LNG import and export facilities worldwide.

When Temati was established in 1962 its main position in the market was as a trading company, buying and selling and distributing products to insulation contractors.

Over the years Temati gained more expertise and know-how about industrial processes and specific requirements for LNG applications.

## NEW ROLE

This changed the relationship with plant owners, engineers and contractors, and Temati's role in the market.

Temati has been involved in many LNG projects around the world including: Bintulu LNG

plant in Malaysia; Europe's first base-load LNG plant, the Snohvit project in Norway; Spain's Reganosa import terminal; the French Fos Cavaou import terminal, near Marseille; the South Hook import terminal in the UK; and Portugal's only import facility at Sines.

"Around 2003 we evaluated the changing requirements in the market and our own role in the whole process," said Frank Scheerder, managing director of the Temati Group.

"We realized that with our knowledge and experience, we had acquired over the years and the need for technical specialists and solid solutions from within the market, we had an opportunity to show, that we are different from the rest," Scheerder added.

"And at that time, a fresh management team initiated an expansion programme and a

different market philosophy, including territorial expansion and a new market-product approach, the focus being on the LNG industry, offshore and the shipping sector," he said.

## MARKET

The loss of experience in the LNG engineering and contracting fields altered Temati's function in the marketplace.

The company was increasingly being asked to provide solutions for specific problems and to give technical advice on its products and their application.

"So we changed from being a product-supplier into a solution-provider," said Scheerder. "The focus is no longer on individual products, but on market requirements and complete application solutions."

Temati set up a team of specialists to solve contract problems and requirements. Men

like Johan Sentjens and Dries Van den Bergh, each with their own field of experience, follow up on projects from the design and engineering stage, through to the on-site application.

The company has a permanent presence in six different countries and a network of distributors.

## COMPONENTS

Temati provides a number of vital components for LNG insulation systems, including the primary and secondary vapour barriers, sealants, adhesives and all ancillary products.

The company also offers to assist users in material selection and application and has launched a new website [www.temati.com](http://www.temati.com) and designed selection guides for specific temperature ranges. It is now available in five languages.

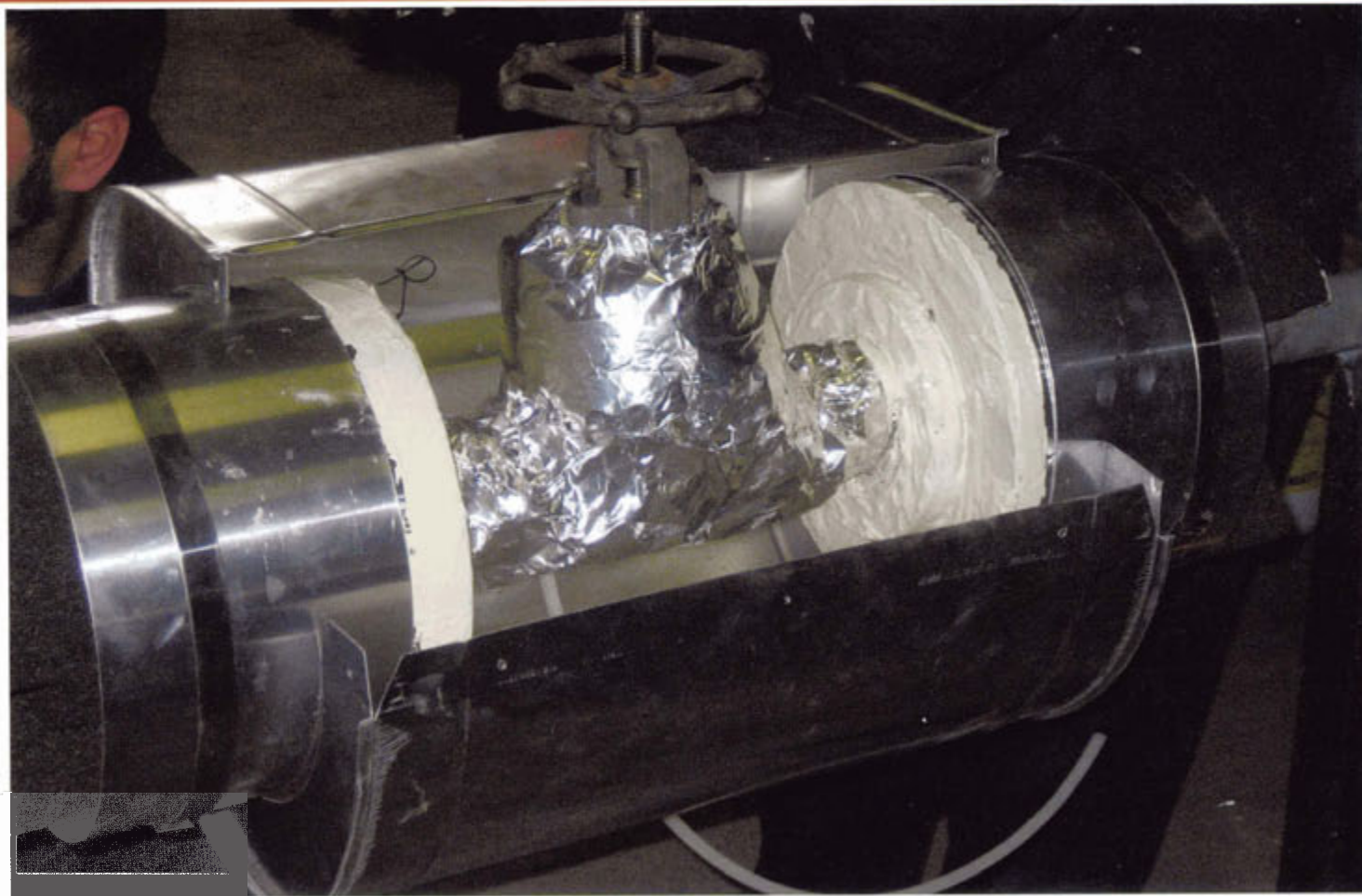
The company uses the motto "Thinking Solutions" to emphasize one of the company aims. As an example the company cited its involvement in the Isle of Grain LNG terminal in the UK and the Midia C3 LPG Recovery plant in Constanta, Romania.

"We were contacted by Hertel UK to supply materials for the Isle of Grain project and learned about existing questions about insulating valve boxes," said Mitch Shirley, general manager of Temati UK.

"This was our chance to show the customer we can give a better level of service with our expertise, and stand out as a supplier and give him the support

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he was looking for with the help of the group specialists," said Scheerder.

## DESIGNING

Traditional systems based on cutting slabs and pipe sections "prove to be cost and labour ineffective," Temati says.

"Without a well-designed insulation system a lot can go wrong and has gone wrong. Practice has shown that it is the combination of the right products that will give the best result. And that combination can change per application," Scheerder added.

So Johan Sentjens and Temati foam specialist Dries Van den Bergh were called in to see which mode of construction and products would prove to be the best solution for these boxes.

"When temperatures are at cryogenic levels, in this case  $-169\text{ }^{\circ}\text{C}$ , you are dealing with extreme circumstances," said Van den Bergh.

"We did several tests together with the people from Hertel and designed a system that would do the trick. It is a combination of different products each ensuring the best possible performance of the total insulation system for the valve boxes," added Van den Bergh.

## PRODUCTS

The insulation itself was made up from mineral wool in combination with 2 component Temati spray foam, for vapour stops Foster® 90-66 was used and the joints of the metal boxes were sealed with Foster® 95-44.

"To be able to get the best foam quality we had to drill holes to spray the foam in and these were sealed with our Tembutil IF, Alu-butyl foil," Van den Bergh explained.

"We did a lot of testing to be sure to have found the best way of foam spraying for this special application and this was

demonstrated during on-site training to the people from Hertel," he added.

"This really demonstrates the extras Temati can offer. We are not product-pushers, but solution-providers with quality products and excellent logistical possibilities. Plus we have the tools and know-how to solve our customer's problems," said Van den Bergh.

The interaction of local Temati UK staff and Temati Group specialists ensured the best possible service, the company said.

The best proof of this came as the customer was so pleased with the way Temati had helped them to provide a solution to their requirements that Hertel came back some months later, when the specialists were called again.

## CONTRACT

This time the contractor was

working on a project in Constanta, Romania, called Midia C3 LPG Recovery and part of the job was again insulating valve boxes.

Scheerder is satisfied to see the new Temati approach is working. "This is the way of the future. Customers expect their suppliers to be partners. Everybody can sell the cheapest products for the lowest prices, so can we, but does that, in the end do the job for the customer?"

"We like to think long-term. We want to be able to offer our customers a solution that really makes the difference. A solution our customers can rely on, even under the most severe conditions," he said.

"So we invest in quality. Quality of people, products, technical know-how and logistical support. We offer practical solutions with products that are manufactured to do the job. And practice shows that's the way to go," Scheerder said. ■