



The future of the oil & gas sector is now

Sulzer demonstrates efficiency and performance increasing technologies at ADIPEC 2019

Sulzer will be presenting key technology trends and innovations in the energy sector at Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC, November 11-14, 2019, Abu Dhabi National Exhibition Centre). As a one-stop-shop for advanced components, solutions and services for oil and gas separation processes, the company is leading the industry into the future.

ADIPEC is a forum where business leaders and policymakers can discuss the latest trends in the oil and gas sector as well as shape the future of this industry. Sulzer Chemtech, the leader in separation and mixing technology, will contribute to the discussion by presenting its innovations in the field. These include the company's comprehensive product, licensing and service offering for the upstream, midstream and downstream sectors.

Of particular interest to visitors will be Sulzer's increased capabilities in technology licensing and process equipment technology, following the acquisition of GTC Technology, global licensor of process technologies and mass transfer solutions for the oil and gas sector. In this way, customers will benefit from a more comprehensive full-service provider of mass transfer equipment, entire plants and associated services. Sulzer will also showcase its columns and vessels for effective separation in upstream operations. The range of high-performance and high-quality solu-

tions available are being adopted in an ever-growing number of oil and gas fields, both onshore and offshore. Recently, the company has won contracts for the supply of mass transfer equipment in Marjan and Berri Field Development projects in Saudi Arabia.

Two pieces of equipment under the spotlight at ADIPEC 2019 will be Compact Mass Transfer and Inline Separation Technology (cMIST™) systems for natural gas dehydration and electrostatic coalescer internals for vessels (VIEC™) to remove free and emulsified water in oil emulsions. Both solutions outperform conventional technologies, maximizing separation efficiency while substantially reducing equipment footprint.

Attendees interested in optimizing their mixing processes will be able to find out more about Sulzer's range of static mixers. These allow businesses to obtain highly homogeneous substances with extremely efficient, durable and reliable systems. Consequently, quality and consistency can be achieved with



minimal operational and maintenance costs.

Sulzer will also highlight the maintenance, repair and revamp capabilities of its Tower Field Services (TFS) group. This provides round-the-clock support for quick turnarounds and emergency shutdowns. Sulzer's automated weld overlay technology for example offers a durable and cost-effective method to restore the mechanical integrity of columns and vessels as well as improve their corrosion resistance.

Visitors who want to learn more about Sulzer's column internal offering for separation processes in oil and gas facilities will be able to experience this via a virtual reality (VR) app. This will

allow users to walk around full-scale trays and learn about their capabilities and applications.

Sulzer, headquartered in Winterthur, Switzerland, is a global industry leader in pumping solutions and services for rotating equipment, as well as separation, mixing and application technology.

Sulzer Chemtech provides processing industries with mission critical technologies and equipment, whether they are in the oil & gas, chemical, pharmaceutical or food and beverage sectors.

Our capabilities extend from technology licensing through products to services, offering customers a one-stop concept for the design, manufacture, maintenance, repair and upgrade of process equipment.

The range covers individual components, such as column internals, complete units, skids and technologies for refineries, petrochemical and bio-polymer plants.

With over 180 production and service sites around the world, we deliver solutions that truly support our customers.

In 2018, we achieved sales of CHF 3.4 billion with around 15'500 employees. Our shares are traded on the SIX Swiss Exchange (SIX: SUN).



Приход ЕС200D

Volvo CE поставила в Россию первую партию новых экскаваторов

Гусеничный экскаватор Volvo EC200D производится на заводе компании в городе Чангвон в Южной Корее. Новая машина пришла на смену 18-тонной модели EC170D. За счет увеличенной эксплуатационной массы (19760-20310 кг) и большей устойчивости EC200D способен выполнять более сложные задачи по сравнению с предшественником. Универсальный экскаватор может использоваться в ходе строительных, дорожных и ландшафтных работ, в том числе при прокладке коммуникаций.

Новая модель оборудована надежным 4,7-литровым двигателем Volvo D5 мощностью 167 л.с. Он соответствует экологическому классу Tier 3, а также имеет высокий крутящий момент при низких оборотах, что гарантирует производительность и повышенную топливную экономичность экскаватора. Мотор вместе с оптимизированной гидравлической системой обеспечивают эффективную и плавную работу машины.

EC200D оснащен уникальной встроенной системой рабочих режимов Volvo. В зависимости от стоящих перед экскаватором задач, она позволяет выбрать наиболее подходящий режим работы: «холостый ход», «высокая точность», «универсальный», «высокая мощность» или «максимальная мощность». Благодаря этой системе, оптимальной скорости поворота надстройки, высоким значениям усилия на режущей



кромке ковша, а также коротким рабочим циклом EC200D работает с максимальной производительностью.

Просторная комфортабельная кабина экскаватора с круговым обзором, эргономично расположенными органами управления и регулируемым сиденьем оснащена множеством современных функций, предназначенных для повышения безопасности, комфорта и производительности труда оператора. Новый монитор I-ECU, на котором отображается вся необходимая информация для бесперебойной работы, обеспечивает удобство управления машиной.

Совокупная стоимость владения экскаватором EC200D ниже, чем у рыночных аналогов. Это достигается за счет прочной конструкции, увеличенных сервисных интервалов, качественных расходных материалов собственного производства Volvo и высокой остаточной стоимости машины при ее продаже на вторичном рынке.

«В общем объеме продаж Volvo CE за первое полугодие 2019-го доля импортированных среднетоннажных экскаваторов составила

29%. Мы ожидаем, что появление в России новой модели EC200D позволит компании удовлетворить возрастающие запросы клиентов и тем самым укрепить позиции Volvo Construction Equipment в сегменте 20-тонных экскаваторов и на рынке в целом», — рассказывает Михаил Авдеев, менеджер по поддержке продаж шарнирно-сочлененных самосвалов и экскаваторов Volvo Construction Equipment.

Группа компаний Volvo является одним из мировых лидеров по производству грузовых автомобилей, автобусов, строительной техники и силовых установок для морских судов и промышленного оборудования. Кроме того, группа компаний Volvo предоставляет готовые финансовые и сервисные решения. В группе компаний Volvo, штаб-квартира которой расположена в Гётеборге, работает около 95 000 штатных сотрудников. Ее производственные предприятия расположены в 18 странах мира, а продукция представлена более чем на 190 рынках. В 2017 году выручка группы компаний Volvo составила около 334,7 млрд шведских крон (34,1 млрд евро).



Digital Ecosystems at HANNOVER MESSE

The focal point of the show's industrial transformation on center stage of the exhibition

HANNOVER MESSE has a revamped layout, making it even quicker for visitors to zero in on the key industrial transformation technologies of greatest interest to them. The focal point of the show's industrial transformation message is the Digital Ecosystems showcase covering the full range of software for every link in the industrial value chain. The display is strategically located at the heart of the venue — in halls 14 through 17.

At HANNOVER MESSE 2020, processes and technologies that up until quite recently were regarded as separate and distinct will be showcased together in an integrated overview of process flows and solutions. 'In the current age of Industry 4.0, the focus is on flexible manufacturing, standalone yet integrated machines and systems, and autonomous exchanges of pro-

cess information,' said Hubertus von Monschau, Global Director Digital Ecosystems at Deutsche Messe. 'And the key to it all is the software that maps and manages these processes. At HANNOVER MESSE, all theme areas relevant to this will be clustered in the Digital Ecosystems display.'



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Among the exhibitors in this part of the show will be big-name regulars like Autodesk, Atos, Amazon Web Services, Cisco, Dassault, EPLAN, HUAWEI, Kaspersky, MPDV, Microsoft, PSI, SAP, Siemens PLM, Software AG and Telekom. There will also be a number of prominent newcomers such as Google, proAlpha, McAfee and Knapp. Their displays will span a range

of themes, including predictive maintenance, machine learning, MES (manufacturing execution systems), logistics (WMS and TMS), data analytics, CAD (computer-aided design), PLM (product lifecycle management), business platforms, ERP (enterprise resource planning) for real-time monitoring, virtual/augmented reality and industrial security.

The convergence of once separate areas of technology is also very clear from CAD, PLM and business platforms. Whereas only a few years ago CAD software was primarily about designing individual work-pieces and machine parts, there are now companies providing software platforms that model and manage entire value chains from design and parts procurement right through to final quality control. Dassault Systèmes is such a company. Its solutions enable collaboration across internal users and external suppliers and partners. 'We're not a CAD or PLM provider,' says Director Marketing EuroCentral Annegret Cox. 'We map entire product development processes. That includes generating initial product ideas, pre-production preparation and selling the completed product — all on the one software platform.'

ERP (enterprise resource planning) is another exciting focus of software convergence. At HANNOVER MESSE 2020, providers will present examples and use cases demonstrating how mechanical engineering and other firms can now leverage ERP tools in completely new ways. Predictive ERP, for example, is sparking more and more interest. It enables manufacturers to predict possible events and initiate the necessary measures and countermeasures. Integrated with the appropriate process models, predictive ERP

systems can facilitate better decision-making by running simulations of even the most complex scenarios.

Virtual and augmented reality are likewise being more commonly used in industrial applications. Take the design of powertrains, for example. It used to take engineers days to calculate all the parameters of a given design, but now, with the aid of algorithms, they can generate as many as 2,000 designs in the same timeframe. The designs can then be imported as 3D models into a VR lab, where everything, right down to the very last bolt and washer, can be disassembled, analyzed, adjusted and re-assembled.

Industrial Security is an extremely important and relevant section of the Digital Ecosystems showcase, particularly in today's interconnected industrial world, with Emotet and its ilk lurking in the digital undergrowth. Modern industry, where the digital integration of devices and production machinery has grown massively and will continue to do so, is exposed to a more or less constant risk of cyber-attack. No one is immune to these risks, as today's continual stream of reports of targeted attacks on businesses and government agencies shows. The upcoming HANNOVER MESSE will therefore present the best available solutions for organizations to safeguard themselves against cyber-attacks.





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