

## **HY-LOK OCEANIA BUSINESS OVERVIEW**

***"Interchangeable & Intermixable"***



## Outline

- Business Overview
- Proposition & Promise
- Customer Benefits
- Quality Credentials
- Additional Information
- Network

***"Hy-Lok Oceania is a vital strategic link in the Worldwide Hy-Lok Corporation Network of 102 offices across 42 countries supplying leading quality high pressure valves and fittings for the fluid control market"***

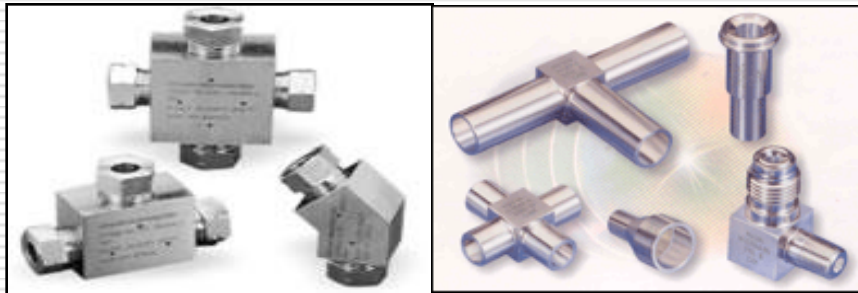
***"Connecting the World"***

# Business Overview

*"Aspires to be your Preferred Partner in Flow Solutions"*

## Product Segments:

- Tube Fittings & Valves
- Double Block & Bleed Valves
- Instrumentation
- Control and Fluid Systems
- Hygienic Range
- Broad Specification Range



## Market Sectors:

### Resources

- Oil & Gas (onshore & offshore)
- Chemical & Minerals

### Infrastructure

- Water
- Energy

### Transportation

- Rail
- Shipping

### Industrial

- Paper Mills
- Manufacturing & OEM

### Health & Consumer

- Hospitals & Pharmaceutical
- Food & Beverage



## Interchangeable & Intermixable

- ❑ Improved flexibility & product design
- ❑ Reduces spares, complexity & overall costs

## Product Proposition

- ❑ Guaranteed seal integrity after 1 ¼ turn installation providing cost effective alternative
- ❑ Range, specifications, certificate tracing and performance guarantees are supplied
- ❑ Approved as one of two suppliers world wide to nuclear reactors

## Tube advantages over Pipe

- ❑ NO Threading required, NO Welding  
= **Cost & Time Savings**
- ❑ Better strength to weight ratio  
= **Safety Benefits**
- ❑ Lower pressure drop *bends vs 90 deg pipe* - [Sweeping]  
= **Higher Efficiency & Performance**
- ❑ Fewer connections  
= **Lower Maintenance Costs**





# Service Promise

## Highest Quality, Safety & Service Promise

- ❑ Quality credentials consistently rated independently as equal best worldwide
- ❑ Demonstrates compliance with global quality system accredited (ISO, TUV, ASME, API)
- ❑ Unique world wide product & process design, supply chain management & quality systems
- ❑ Fire test certification and type approval certification (ABS, DNV, LR, GL, CCS)
- ❑ Extensive pre qualification materials available.

## Established Worldwide Reputation & Network

- ❑ 102 distributors across 42 countries
- ❑ Outstanding supply record and customer list
- ❑ Supplier approval letters register and service testimonials
- ❑ Established in Korea in 1977 and Australia 2001



# Customer Benefits

- ❑ Quality product with intermixable design guarantee
- ❑ Product flexibility giving viable cost saving alternative
- ❑ Competitive price and trading terms
- ❑ Supply chain efficiencies
- ❑ Partnership engagement model
- ❑ Relevant industry expertise
- ❑ Service and accountability with post sale support
- ❑ Customer testimonials and track record
- ❑ ***"Performance under Pressure"***





# Highest Quality Credentials

- ❑ Approved Wyle Laboratory Tests - USA
- ❑ NASA Testing Laboratory
- ❑ ISO 9001 : 2000
- ❑ Passed all performance tests with high ratings



- Pneumatic Test
- Hydrostatic Test
- Rotary Flex Test
- Flex Fatigue Test
- Thermal Cycling Test
- Tensile Test
- Hydrostatic Burst Test
- Hydraulic Impulse Test
- Elevated Temperature Soak Test
- Vibration Test



# Additional Information

## Available Support & Resources:

- ❑ Local network of offices, warehouses, resellers, services
- ❑ Experienced people and Hy-Lok ambassadors
- ❑ Worldwide Corporation support
- ❑ Website information
- ❑ Business Summary
- ❑ Business Overview
- ❑ Product Range Overview
- ❑ Catalogue & Specifications
- ❑ Pre-Qualification Manual



# Some Key Local Customers

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## ☐ Resources, Infrastructure & Chemical

- BHP
- John Holland
- Downer EDI
- Visy
- Power Link
- BOC
- Burrup Fertilisers

## ☐ Transportation & Industrial

- Queensland Rail (QR)
- Bombardier
- A E Atherton
- Voltz Australia

## ☐ Health & Consumer

- Melbourne Health
- Austin Health



# Key International Customers

## ❑ LNG

- Exxon Mobil Russia
- Chevron Texaco USA
- BP Mexico
- ABB Malaysia
- Shell Nigeria

## ❑ Deep Water

- Deepwater drilling USA

## ❑ Water

- Bechtel USA

## ❑ Energy

- Siemens Korea
- Posco Korea

## ❑ Petrochemical / Chemical

- BHP Billiton Australia
- Kogas Korea
- BASF Korea
- Samsung Korea



## Services

- Regional service offices
- Reseller support
- Industry expertise & assistance
- Open an account
- Customer references
- Regular communication

***"Give us an opportunity to demonstrate how we can assist your business"***

## Contacts:

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