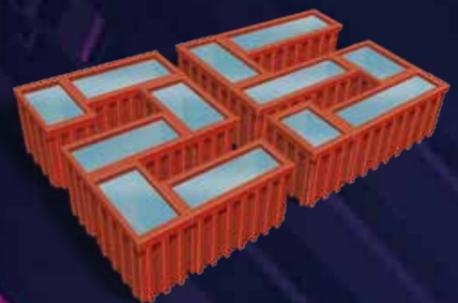


GALVAXY

Issue 1, June 2010



**Confidence and
Reliability**



JAHRE • YEARS • ANNEES • ЛЕТ • KOERNER



Franz Wurm, Owner and CEO

Galvanizing Plants That Meet The Highest Standards

KOERNER Chemieanlagenbau Ges.m.b.H. supplies specially customised, turnkey galvanizing plants all over the world.



KOERNER's new production facility that started up last year. The capacity limit of the existing production area had been reached.

What were things like 25 years ago?

Mr Wurm: Mr Hans Körner, the company's founder, was getting on in years and was looking for a successor. Together with a colleague from my student days we bought, what was then, just a small business operation from the KOERNER family in January 1986. As I came from the field of industrial plant construction and had export experience, I took over the management of the company and have now been doing that for 25 years.

What happened then?

Mr Wurm: Even back then, KOERNER pickling tanks were way ahead of their time. While competitors were still building ceramic baths, our free-standing KVK pickling tanks met all the new environmental protection regulations that were coming

into force. In 1988 owners of galvanizing plants were queuing up to look at our model of a pickling tank at Intergalva in Rome. Our sales figures soon began to soar. Our pickling tanks, under the brand name KVK, became the epitome of ruggedness and reliability. Pickling tank production ran around the clock and is still doing so today.

What would you pick out as the highlights of the KOERNER story?

Mr Wurm: Years ago, a truck carrying a 20 m long KVK tank landed in a ditch due to a sodden verge. The truck was a complete write-off. The KOERNER tank was lifted out of the ditch using two 2 mobile cranes and was able to continue its journey undamaged on the back of a replacement truck. That was when we created the saying "KVK tanks are the toughest".

There was one time when a Japanese galvanizer got in touch with us. They arrived with 5 engineers, machine constructors, chemists, etc. all of whom were galvanizing specialists. They travelled the length and breadth of Europe for 3 weeks comparing our plant technology with the plants of all our competitors with Japanese thoroughness and precision. After several months of further analysis and comparisons, they informed us that they

had decided to go with KOERNER. We then built the first completely encapsulated pickling plant in Japan for this Japanese company. So far none of our European competitors had managed to copy our example.

Two years ago, because they already had good experience with KVK flux tanks, we received a major order from Industrial Galvanizers, one of the world's largest galvanizing groups. We supplied the entire pickling line for their new galvanizing plant in Melbourne. Tanks measuring 20 m long, 3 m wide and 3 m high travelled halfway round the world from Austria to Australia.

It goes without saying that we are particularly proud of projects such as these!

What is KOERNER doing at present?

Mr Wurm: We plan and supply complete hot-dip galvanizing plants that not only fully meet but exceed all the environmental and safety requirements specified within the EU. We have made a significant contribution towards the hot-dip galvanizing sector becoming a clean and environmentally compatible industry with our plant design that incorporates an encapsulated pickling plant. Our pickling plants also provide us with a strong presence in the tube and stainless steel industry.

Your aims for the future?

Mr Wurm: We would like to help our customers to make secure investment decisions in these uncertain times. KOERNER uses state of the art technology to build long-lasting plants which they will still be earning good money with in 10 or even 20 years time.



OTN's galvanizing plant in Sinabelkirchen, Austria, is a model company when it comes to engineering and environmental standards.

KOERNER – a story of success

1950

KÖRNER boatyard – construction of sailing boats.



1970

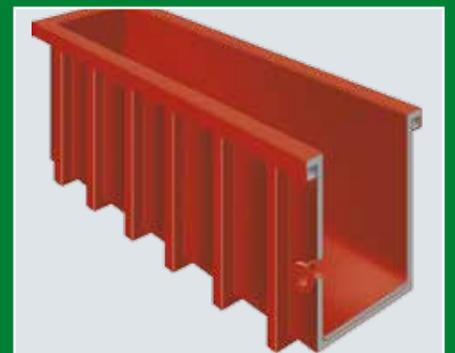
Start of acid protection activities for hot-dip galvanizing plants.

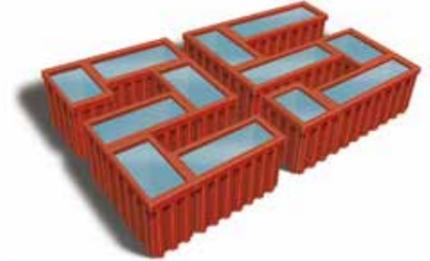
1974

Construction of the first pickling tanks made of glass-fibre reinforced synthetic resin.

1975 – 1980

KOERNER pickling tanks become established in Germany, Austria and Switzerland.





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KOERNER Chemieanlagenbau – Process Tanks for Galvanizing

In 1990 Galco were updating their main Galvanizing Plant which was built in the early '70's and considered all aspects of Process Tanks particularly life to first maintenance and having inspected KOERNER tanks installed in plants in Austria, we made up our minds there and then the life expectancy versus price favoured spending slightly higher capital amount on tanks and today in 2010 – 20 years on – we are using the same tanks with minimal amounts of maintenance requirement mainly caused by damage inflicted by the product through-put and over the 20 years some of these tanks have handled in excess of 360,000 tonnes of steel.

Today our tanks are in good order and will need we believe minimal attention over the next 5-10 years. Just imagine tanks leaking, loss of chemical, the disruption to work and planning, the maintenance costs involved in some cases lifting out the tanks and replacing. This would have been a major issue had we not the foresight to invest in this tested and proven quality product.

The proof lies in the fact that we installed a set of tanks in a new No 2 Galvanizing Plant in the year 2001, again, confidence in the product that we bought from KOERNER.

Bernard Shanley
Group Managing Director
Dublin – Ireland



Bernard Shanley
Managing Director

When someone said “KOERNER Tank”

you always knew it meant the best you can buy, you instinctively knew that you could depend on it serving its purpose for the life of a galvanizing plant and you were confident that it would be still be operational, even when the plant was obsolete.

In the galvanizing business you need that kind of dependability, as any equipment failure can mean substantial production loss and significant customer dissatisfaction, if you can't deliver the service.

I was ultimately convinced of their product superiority when I witnessed a KOERNER tank being removed from an old plant in Belgium after more than 10 years service and upon inspection saw that it was as good as new and it was to be reused in a new plant under construction.

The galvanizing business is one of the most arduous of all industries and it takes a special kind of supplier who is willing to risk his reputation in an environment that will test the robustness of any product. KOERNER, having excelled in the supply of vessels, have now progressed to be the leaders in an advanced range of technology that has allowed the galvanizing industry to meet the arduous present day environmental demands placed on it.

Congratulations KOERNER on your success, I hope that you continue to advance the cause of our industry for another 25 years.

Regards **Bryan**
Bryan Cathcart
Australian Zinc Pty Ltd



Dear Franz:

in the year 1992 we built our first modern galvanizing plant. We did choose KVK tanks for the chemical process and have never regretted this. This plant has been operating now for 18 years and has twice changed the kettle, but your tanks are still in service.

The good experience with the KVK tanks convinced us to include them in our new projects. Our plants Galva8 (1995), Santiago Spin Galvanizing (1998), Jundiai/Brasil (2000), Buenaventura (2005), Galvasur (2007) have them.

We are currently planning and permitting our second plant in Brasil and hope to include your tanks.

We send our best wishes for the important 25 year anniversary and are sure you face a successful future.

Best regards
Pablo Bosch O.
General Manager
BBosch S.A.




Monsieur,

Nous avons acheté notre première cuve KOERNER pour notre usine Galvamétal à Angers en 1991.

Il s'agissait d'un très grande cuve de 15,5 m de long et de 3,4 m de profondeur prévue pour le décapage acide. Nous n'avons pas regretté cette décision; nous avons toujours l'usage de cette cuve et son exploitation ne présente aucun problème.

KOERNER nous a également bien conseillé en nous proposant de bonnes solutions pour l'aspiration et le nettoyage des gaz acides dans le hall de décapage existant.

Entretemps, nous utilisons des composants d'installation de décapage KOERNER dans presque tous nos ateliers de galvanisation, et ce, à notre entière satisfaction. La longue durée de vie et la maintenance minimale de ses produits sont des arguments convainquants en faveur de KOERNER.

Veillez croire, Monsieur, à l'assurance de nos sentiments les meilleurs.

René LOUIS
Directeur Général



Business Relationship between the Siegener Verzinkerei Group and KOERNER Chemieanlagenbau

Dear Mr Wurm,

KOERNER Chemieanlagenbau's predecessor began supplying the Siegener Group with tanks back in the 1970s, delivering them in the 1980s to the large-scale galvanizing plants in Bochum and Gross-Rohrheim near Darmstadt. In our plants these pickling tanks, with their substantial dimensions of over 15 m, are subject to huge stresses and for the most part they are still in operation today.

The Becker galvanizing plant in Saarlouis was also converted during the 1980s. Here too, the old pre-treatment plant was replaced with the new KVK tanks. In the 1990s, the newly built Peine galvanizing plant was equipped with 14 of KOERNER's pretreatment tanks. This plant too has been in operation for over 15 years without any significant maintenance expense.

Construction of the high-temperature galvanizing plant in Kreuztal in 2001 was a milestone in our cooperation with the KOERNER company. At that time Siegener decided in favour of Koerner's new KVK technology consisting of a completely encapsulated pickling line guaranteed to operate without producing any wastewater.

In 2008 KOERNER was also commissioned to build a new, completely encapsulated pickling plant for automated operation in Würzburg. This new plant has already proven its value in full-load operation and is a fine indication of the trusting relationship developed over more than 30 years.

We would like to congratulate the company on its 25th anniversary. We wish KOERNER Chemieanlagenbau every success in the future and offer our thanks for the excellent cooperation we have enjoyed.

Kind regards,
Klaus Niederstein




1985 – 1986

The family-run business with approx. 20 employees is converted into a joint stock company with the name “KOERNER Chemieanlagenbau Gesellschaft m.b.H” under the management of Mr Franz Wurm.



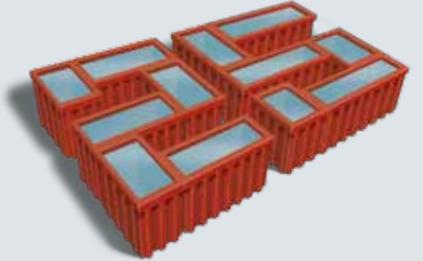
1986 – 1990

Rapid increase in export activities. KVK pickling tanks conquer European markets from Norway to Spain, Turkey, etc.

1990 – 1995

KOERNER extends its range for hot-dip galvanizers and tube picklers: Integrated fume extraction systems with exhaust air scrubbers to purify pickling fumes.





We are KOERNER



Werner Snobe, Production Manager

Every day we manufacture parts and components that are used all over the world. Requirements are forever increasing and can only be satisfied if your operation is well organised and the staff highly motivated.



Manfred Schell, Projects & Sales

I am in contact with my customers every day without fail, and it is particularly rewarding to hear so much praise heaped on our employees and the work we do. You can tell that everyone's work is focussed on the customer and solution-centred. Our many references provide impressive evidence of this.



Gabriele Marauli, Export Administrator

Thanks to our large export volume my job is very comprehensive. Communicating with people and companies on a global level is what makes my job so varied and interesting.



Ulrike Polz, Finance & Accounting

With a company like Koerner you really can achieve a work-life balance. Being able to influence your own working hours has a positive effect on the challenges that have to be met on a daily basis.



Fritz Nerat, Managing Director

Customer satisfaction is our most important asset. I am proud to work with such a highly motivated team. Thanks to these great people we have been successful in developing a large number of tailor-made concepts with and for our customers. Our consistent efforts have enabled us to set new standards of technology and quality in the field of galvanizing.



Siegfried Lampl, Head of Project Management

Thanks to the right combination of experience and innovation we are able to respond very quickly and reliably to our customers' growing expectations as regards short planning and delivery times, limited investment costs, plant safety and overall project management.



Franz Hermann, Supervisor

In my 28 years at Koerner, I have worked on a huge number of tanks and plants and I have also travelled to many countries to assemble them. Thanks to the work I do abroad I am in on-site contact with many customers. And despite some language barriers, communication is never a problem.



David Scheucher and **Florian Pauritsch**, Project Engineers

As all our plants are "made-to-measure" and there is no "Plant A" or "B" that we can pull out of a drawer, we are constantly faced with new technical challenges. Naturally, having excellent relationships with both colleagues and management staff also helps us to provide fast and, above all, efficient solutions to these project-related challenges and problems.



Elisabeth Schenk, Laboratory & Quality Control

Quality has to be monitored continuously. We inspect every stage of manufacture, from the incoming goods to final acceptance of our finished products.

1995 – 2000

Construction of the first completely encapsulated pickling plants according to the KVK concept developed by KOERNER.



2000 – 2010

KOERNER becomes a global player and general contractor building plants in Europe, Japan, Australia and the Middle East.

40 years of experience in the construction of pickling plants form a solid base for the future.

