

## Short Messages

### Expanding cooperation

Raymond Cointe, general director of INERIS (Institut National de l'Environnement Industriel et des Risques) and Professor Ulrich Panne, President of BAM (Bundesanstalt für Materialforschung und -prüfung), signed a cooperation agreement to promote research into the development of new environmentally friendly technologies. This agreement solidified the French-German partnership of two leading institutes in Europe covering indus-



Professor Ulrich Panne, BAM President (left) and INERIS General Director Raymond Cointe (right) signing the contract. (Photo: Ineris)

trial and environmental risks. This agreement is aimed at strengthening and expanding their longstanding successful cooperation in the field of industrial safety such as the European project ERA-NET SAFERA. The cooperation agreement extends over a period of five years and includes the mutual exchange of knowledge in the following areas in particular: joint R & D projects, coordination of joint responses to calls for projects, exchange of scientists and complementarity use of laboratories and technology centres with the objective of enhancing experimental potential. This partnership unifies two organisations in focus areas where complementarity has already been proven in the past: certification of safety-related products or installations, prevention of industrial explosions and fire protection, dispersion of toxic substances, nanotechnologies. This agreement also allows the expansion of cooperation in new topics such as risk assessment in new technologies, safety of hydrogen as an energy source or safety of batteries for electric vehicles and stationary energy storage.

### New Vice President of Marketing

Omax Corporation, a global leader in advanced abrasive waterjet systems from Kent, Washington/USA, recently welcomed Stephen Bruner to its senior management



Stephen Bruner, new Omax Vice President of Marketing.

team as vice president of marketing. Bruner joins the company with nearly 20 years of B2B and vertical market experience executing highly successful integrated product marketing strategies that drive business growth. Bruner has oversight of the company's marketing, technical training and inside sales teams and will work closely with staff on program planning, brand development and lead generation and nurturing. He will also apply his strong analytical skills and process management expertise to implement new integrated product marketing techniques that further enhance the sales and support of the company's abrasive waterjet solutions, which include Omax and MaxiJet Machining Centers. Prior to Omax Corporation, Bruner led B2B marketing and vertical market management for Seattle-based Precor, a leader in the fitness industry. In this role, he implemented strategic marketing campaigns, drove innovative competitive intelligence efforts, developed content for global distribution and managed overall channel partner communications. Other titles he has held during his career include vice president of technical marketing and communications for iONexus and marketing director for NuSil Technology.

### Castolin West Africa Ltd takes root in Nigeria

Aged only six months, the new-born subsidiary Castolin West Africa Ltd, with the headquarters in Lagos/Nigeria, is already showing great progress with its engineering team and facilities construction well under-

way. Castolin Eutectic and Deefort Ent. International Ltd. teamed up via a Joint Venture agreement in December 2014 (Frankfurt/Germany) to found a premium service, maintenance and repair company offering wear protection services to the country's giant oil and cement industries. The goals of Castolin West Africa Ltd are to expand the scope of currently offered services on the Nigerian market, develop welding and coating training activities, create strategic alliances with the country's major Oil and Cement industrial players and to establish advanced on-site repair capabilities. Bill McDougall, CEO of Castolin Eutectic Africa Middle East Division, explains the relationship to Deefort already dates back many years. Given Nigerias emerging economy and government incentives encouraging foreign investment, this is a great opportunity for growth. Deefort Ent. International Ltd, which started as a distributor of Castolin Eutectic welding consumables in Nigeria, was founded in February 2008 as a welding one-stop-shop, providing both wear control supplies and services. Deefort is led by Ajibola Olajide, holding a Masters of Science in Mechanical Engineering and an MBA from the University of Liverpool, together with his spouse, Adeola Olajide, who has almost 20 years experience as a welding engineer and also holds an MBA from the University of Lagos.

### Oerlikon Balzers opens first automotive competence centre in Europe

In a Grand Opening Ceremony with numerous guests of honour and customers, Oerlikon Balzers opened their first European competence centre for coatings in the automotive sector. The new plant in Vel'ká Ida near the major Slovakian city of Košice is part of the Oerlikon Balzers overall strategy for the automotive market. At the plant in Vel'ká Ida, Oerlikon Balzers is pooling the European service activities for the German



Founders and company management of Deefort Ent. International Ltd., Lagos/Nigeria: Ajibola Olajide (left) and Adeola Olajide (right).



The newly constructed plant of Oerlikon Balzers in Vel'ká Ida/Slovakia.

and European automotive industry at a central site in Europe. Vel'ká Ida is positioned within the corporation as the largest and most modern production site to date: In addition to ultra-modern coating systems that are designed and built by Oerlikon Balzers, there are also fully automatic test systems as well as batch loaders for components plus state-of-the-art stripping technology for the maintenance of fixtures and system components. Moreover, there is an IT-supported high-bay warehouse for unprocessed parts and finished products. Production has already begun with the first 37 employees, meaning the start-up of the plant is right on schedule. In total, over 100 jobs are planned. A second level of expansion is also already under consideration.

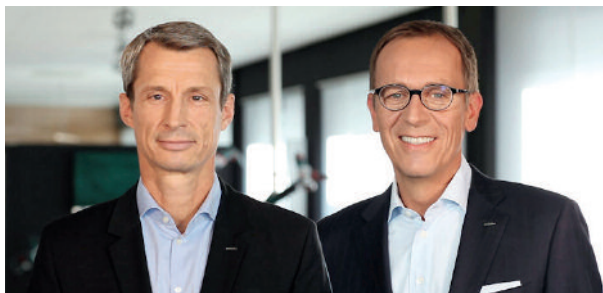
### Power tool manufacturer becomes part of Hitachi Koki

Last month Hitachi Koki signed agreements to take over the Nürtingen/Germany-based power tool manufacturer Metabo. With this transaction Metabo will become part of Hitachi Koki Co., Ltd., a subsidiary of the Hitachi Group. Headquartered in Tokyo/Japan, Hitachi Koki generated sales revenue of over EUR 1 billion with a global workforce of around 5,000 in 2014. In the same year, Metabo achieved sales revenue of EUR 374 million and had 1,800 employees worldwide. The transaction still needs to be approved by the antitrust authorities. The

Nürtingen site offers Hitachi excellent possibilities to get closer to the European markets, with development, product management, production and marketing operations under one roof. Hitachi and Metabo have been focusing on the promising cordless power tool segment for many years. Hitachi has a wide range of cordless products and a strong 18 volt platform including a high end electronic system and brushless technology. At the same time Metabo has become the technology leader in cordless technology and has reached a strong position in Europe with a number of world firsts such as its recent extremely powerful LiHD technology. The two brands complement each other very well overall. Hitachi is one of the leading companies in its home market of Japan and overall has a very good market position in the Asia-Pacific region, which is enjoying strong growth. Metabo on the other hand generates the biggest part of its sales revenue in Europe.

### First TWI training blended learning course goes live

Bookings are now being taken for the first release in TWI's suite of new blended learning courses, covering phased array ultrasonic testing. Combining a week of eLearning with two weeks of classroom-based tuition, the new course offers a more flexible, accessible and personalised way of achieving this advanced ultrasonic Level 2 qualification. You can study theory and concepts when and where you choose, spend less time in the classroom, and save costs related to travel and accommodation. To celebrate the launch of its eLearning programme, TWI is including two weeks' free access to the phased array online study material for anyone who enrolls before the end of 2015. This additional two weeks' access can be used at any time within 12 months of completing the course, so if you need to refresh your knowledge, you can do so at no extra cost. Phased array ultrasonic testing (PAUT) is now a widely accepted and frequently mandated method



The Metabo Executive Board Team with CEO Horst W. Garbrecht (right) and CFO Eric Oellerer remains on board. (Photo: Metabo)

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