“OUR MAIN GOAL IS TO HELP AND INFORM OUR CUSTOMERS IN THE BEST POSSIBLE WAY”

Els Kooren
It’s very motivating to see all the changes we’ve gone through.
e.kooren@teesing.nl

Linda Holleman
I’m curious about the future developments in our department.
l.holleman@teesing.nl

Nanette van der Kraan
The best support is half the work.
n.vanderkraan@teesing.nl

Erwin van Renswou
We will strive for the best solutions for our customers.
e.vanrenswou@teesing.nl

Ferry Koene
This will be the blue print for our international offices.
f.koene@teesing.nl

Jenny Gonsalves
With hard work there are no limits! Never say never!
j.gonsalves@teesing.nl

Feel free to contact us!

Enjoy reading our sixth edition of the Teesing newsletter connect! Please feel free to share this edition with your colleagues.

TEESING’S CUSTOMER CARE DEPARTMENT

For years, Teesing’s customer care activities were integrated in the sales department. Many different people, including sales engineers, would reply to specific customer questions regarding delivery times, prices, address changes or order adjustments. Redirecting customers to the right person to answer their question could be a confusing and time consuming process for customers.

In January 2015, Teesing started setting up its new Customer Care department. All the administrative support activities were gradually merged and the incoming contacts and administration were streamlined as a one-stop shop for questions and input. The customer care inbox is constantly monitored and answered on a daily basis. Customer care also provides the 1st contact by phone and strives to ensure fast handling within Teesing. Shifting all these activities to the customer care representatives has made the sales engineers more accessible and given them more time to advise customers. To do what they do best. We have great plans for the future with our Customer Care department. Our customer care representatives can now answer questions about your order or delivery time immediately. The website will also be developed for providing more customer information by checking order details on a secured section of the website.

To optimise the skills of the Customer Care department, over the next few months Teesing will be investing in personnel training and development. We hope you will feel and see the difference, but please let us know how we have helped you or how we can improve our service to you in the future. Any suggestions? You are more than welcome to call or email us!

Phone: +31 70 413 07 00
Email: customercare@teesing.com

To optimise the skills of the Customer Care department, over the next few months Teesing will be investing in personnel training and development. We hope you will feel and see the difference, but please let us know how we have helped you or how we can improve our service to you in the future. Any suggestions? You are more than welcome to call or email us!

Phone: +31 70 413 07 00
Email: customercare@teesing.com

To optimise the skills of the Customer Care department, over the next few months Teesing will be investing in personnel training and development. We hope you will feel and see the difference, but please let us know how we have helped you or how we can improve our service to you in the future. Any suggestions? You are more than welcome to call or email us!

Phone: +31 70 413 07 00
Email: customercare@teesing.com
NEW PUSH-IN FITTINGS AVAILABLE IN BRASS CV AND PVDF

Enables quick connections with calibrated plastic hoses at any time and stage of the pneumatic circuit by a simple hand movement. Download the new product brochures on our website!

IMPROVED SERTO SPRING CHECK VALVES PA/PVDF DESIGN

We would like to inform you about a new and improved design of the Serto spring check valves. Due to technical product optimization, the check valve cone made of PVDF and PA is revised. The Stainless steel spring (1.4310) replaces the plastic spring. The valve plug in two parts is replaced by one piece. The valve cone has an O-ring groove to support and guide the stainless steel spring.

PVDF THE BETTER CHOICE FOR SS?

COMPARING STAINLESS STEEL CONNECTIVITY PRODUCTS WITH PVDF

Stainless Steel has long been the automatic choice in all industries where chemical resistance, and entirely repeatable processes are critical. It’s shiny and attractive and it’s reliable. However, for a great number of applications e.g. in the Food industry (FDA approved products), [Petro] chemical industry, Semicon and medical industry, PVDF provides the same or better performance — often at a lower cost (1/3 to ⅓ of the Stainless Steel price), short delivery times, and with reduced assembly time. Your total cost of ownership will drop 75%.

An important consideration is temperature. What is the temperature of the fluid? Not everyone is aware of the fact that PVDF can withstand temperatures ranging from -40°C to 100°C up to 10 bar with a 3 fold security. To give an indication; 80% of all applications fall within this criteria. Finally, what are the chemical properties of the fluid that will go through the fitting? PVDF has a high resistance against chemicals often even better than stainless steel [316 Ti (1.4571) or 316 (1.4401) or 316 L (1.4404)]

WHY PVDF?

• Low price
• Reduced assembly and delivery time
• Cost of Ownership decreases

Interested in receiving a sample? Please call us at +31 70 413 07 50.

COMPARING COSTS

For a given fluid that is compatible with stainless steel or PVDF, PVDF can deliver significant price savings. Also the total assembly time can be reduced by one quarter of the time.

<table>
<thead>
<tr>
<th>Product</th>
<th>Price SS</th>
<th>Price PVDF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tubing</td>
<td>€ 8,81</td>
<td>€ 4,00</td>
</tr>
<tr>
<td>Male Connector 6mm-1/8&quot;</td>
<td>€ 11,97</td>
<td>€ 2,59</td>
</tr>
<tr>
<td>Union 6mm</td>
<td>€ 18,40</td>
<td>€ 4,41</td>
</tr>
<tr>
<td>Total</td>
<td>€ 39,18</td>
<td>€ 11,00</td>
</tr>
</tbody>
</table>
FUTURE HYDROGEN CARS.

TEESING DEVELOPS SUSTAINABLE 700-BAR FILLING TECHNIQUE FOR FUTURE HYDROGEN CARS.

The automotive industry definitely sees a future in hydrogen as a promising alternative fuel. More and more well-known car brands such as Toyota and Hyundai have started introducing their first ‘hydrogen cars’. Up till now only a few trucks, delivery vans, buses and passenger cars in the Netherlands have been powered by hydrogen, but it is expected that this will expand with more passenger cars in the coming years. Teesing has already devoted several years to optimising the critical processes so that ‘driving on hydrogen’ will be practical and sustainable in the future. Teesing recently finished the PusH project, in which we successfully filled cylinders fast and efficiently with hydrogen at 700 bar.

WHY 700 BAR?
Hydrogen has a lower energy content than natural gas, which means that the same volume contains less energy. To be precise, three times less than natural gas. Refuelling hydrogen at a higher pressure (so 700 bar) supplies enough energy to give a hydrogen car a respectable range. The hydrogen cylinder will have to be filled at 700 bar within 3 minutes, because most consumers will not wait longer than that at the filling station.

PROBLEMS AT 700 BAR.
The crux of the problem with filling hydrogen gas at high speed is that hydrogen gas expands when it becomes hot. Currently the solution for this problem is to pre-cool the hydrogen gas, but this inefficient method results in unnecessary loss of energy.

SOLUTION FOR 700 BAR:
Teesing has developed a system which counteracts the expansion. The cylinder is first filled with water at a pressure of 700 bar, after which the water is displaced by introducing hydrogen gas into the cylinder at 700 bar. The prototypes have been tested successfully and a patent has already been issued for the PusH principle.

CONCLUSION:
No expansion, no heating, less energy loss and still possible to fill up FCVs quickly up to 700 bar. This method has the additional advantage that no extra action is required to moisten the hydrogen: fuel cells function more efficiently if the hydrogen has been moistened.

Teesing would be pleased to get in touch with new partners interested in establishing a demonstration project. Contact: Mrs C. Jansen C.jansen@teesing.nl or call +31 70 413 07 41.
CUSTOMER’S VIEW

THE DEMAND FOR EFFICIENT LIQUID COOLING GROWS QUICKLY DUE THE COMPLEXITY OF MECHATRONIC SYSTEMS.

The exponential increase in the complexity of the electronics systems (smaller volume, but more output) results in a significant growth in the demand for efficient cooling technology. For example the constant demand for more speed [MHz] of a microprocessor, drives a major challenge to keep these all (sub)systems and machines on a stable temperature during manufacturing or operation. Temperature changes can have a major impact on the process and functionality of the whole system.

Also, the cooling circuits that are used for CT and MRI scanners, electron microscopes, radar systems, and other x-ray equipment are often subject to extreme conditions. The need for a reliable cooling solution and low maintenance cost is therefore high. The increasing demand for electronic equipment will ensure that the demand for cooling capacity will only increase and that is exactly where the expertise of Teesing comes in.

Our engineers can develop the right solution for your application. Contact our Engineering Department, we are ready for the challenge.
Phone: +31 70 413 07 36
Email: engineers@teesing.com

SHORT NEWS

NEW WEBSITE DUST SENTRY

OUR NEW WEBSITE FOR AIR QUALITY MONITORS IS LIVE!

The Dust Sentry monitors are dust monitoring systems for accurate real-time surveying of common indoor and outdoor air quality.

You can choose for an "all in one" monitor or for a specific monitor based on your application, for example; contraction, waste, mining, transportation, consultancy and research or urban air quality.

The monitors can also be expanded with noise- wind- and weather measuring accessories and provide warnings and information in real time through a web-based data acquisition system.

Soon we publish real-time air quality results on our website with the demo Dust Profiler located in Rijswijk.

Please visit our website: www.dustsentry.nl

TEESING EXHIBITIONS 2015

VISIT TEESING AT:

SEMICON TAIWAN
2-4 September 2015, Nangang Exhibition Hall, Taipei City 11568, Taiwan

OFFSHORE ENERGY
13-14 October 2015, Amsterdam RAI, The Netherlands

PRECISION FAIR
18-19 November 2015, NH Conference Centre Koningshof Veldhoven, The Netherlands

WE ENGINEER FROM SOURCE TO PROCESS

TEESING B.V.
Verrijn Stuartlaan 40
2288 EL Rijswijk
The Netherlands

Tel +31 70 413 07 00
Fax +31 70 419 07 30
info@teesing.com

Interested in our digital newsletter?

WWW.TEESING.COM