

Local service onsite – for global growth



ROXTEC CELEBRATES its first 20 years of success – by accelerating into new projects in growing markets. A very interesting sector is the onshore oil and gas business. This includes the Athabasca oil sands in north-eastern Alberta which make the total oil reserves of Canada the second largest in

the world after Saudi Arabia's. Multinational oil giants are rushing there to separate oil from sand. They use Roxtec cable and pipe sealing solutions not only to ensure safety and reliability, but also to be able to handle the expensive field labor in the booming area. Roxtec has built an international

organization to be able to provide onshore oil and gas customers with local service and support – regardless of where in the world they operate.

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Roxtec kept tight during the FIFA World Cup

Roxtec pipe seals are used in the cellular switch rooms of five of the soccer arenas that were hosting the 2010 FIFA World Cup in South Africa. The gas-tight seals are installed where the air-conditioning pipes enter in order to maintain the positive pressure in the switch rooms of the mobile telecommunication operators MTN and Vodacom.




Roxtec goes electric

Many cables must find their way in the newly invented electric garbage truck of the Dutch company Spijkstaal Elektro BV. The Roxtec EzEntry™ 16/16 turned out to be the perfect solution for managing and sealing the cables. The truck is now used in Rotterdam, but the production of more trucks has already started. Spijkstaal will use the Roxtec EzEntry™ 16/16 in all of these trucks.

Success within robotics

Roxtec China has started delivering seals for robotics applications. By providing efficient, upgradeable and easy-to-use sealing solutions for clean room walls and control cabinet structures, Roxtec helps manufacturers protect equipment and ensure operational reliability.

Designers' choice for best value

 Norwegian Statoil invests in the production of heavy crude oil from Canadian oil sands. The operator must deal with safety issues and extreme labor costs. Statoil chose Roxtec seals, which were quickly installed around multiple cables to protect crucial equipment.



Allen Gibson, Roxtec, and Tristan Gullickson, Integral Energy Services.

"With Roxtec, we got better sealing and most likely lower labor costs," says Kolja de Regt, Senior Electrical Engineer of KDR Consulting Ltd and owner's representative for the Statoil Leismer project. A billion dollar project in a cost-intensive remote area allows no risk-taking. It requires everything from pre-fabricated buildings to reliable fire rated and water-proof cable seals.

Practical and safe

Roxtec seals are used to secure power cables going up through the floor into the motor control centers (MCC) in the main plant as well as in the four production well pads.

"Instead of having 50-70 floor cut-outs in each MCC on site, we were able to seal all cables in a few openings" says Kolja de Regt. "Saving time in the field is what counts."

Saving time and space

General foreman Tristan Gullickson of Integral Energy Services is satisfied with the kit solutions for the MCC's as well as with the compact Roxtec seals for the junction boxes.

"It is easy to work with Roxtec. It would have taken a lot of time to drill all those holes and then seal all the cables one by

one with glands. Now we saved both time and space."

All cables in order

The cable density in the MCC's is overwhelming. But thanks to the area efficient seals, all cables are neatly managed – and there is still some room left! A reliable sealing solution is essential, since the control equipment is sensitive to humidity, dust, electro-magnetic interference, and explosions.

Easy expansion

Production will expand for at least 20 years. The built-in spare capacity of the seals makes it easy to add cables and equipment whenever there is a need. The seals can be used around existing cables in energized MCC's and allow for pre-terminated cables.

NEW! Introducing the Roxtec fiber optic splice box

The Roxtec Splice Box is a butt end splice closure equipped with the Roxtec cold sealing technology. This new application is developed for fiber networks worldwide. "Our splice box is designed to secure continuous operation in high speed fiber networks in demanding environments, anywhere in the world," says Jonas Schmidt, Head of Telecom Wire line segment at Roxtec. "It is based on our well-proven sealing solutions. It provides adaptability to cables of different sizes and spare capacity for upgrades. We launch it simultaneously on almost all major markets. The few exceptions include the US."

BENEFITS

- Certified water-tightness
- Cold sealing technology
- Multidiameter™ by Roxtec
- Robust box design
- Easy to install and maintain



Approved supplier of Petrobras

Roxtec has obtained the CRCC certificate of Brazilian energy giant Petrobras. The registration in the multinational company's database of validated suppliers allows Roxtec to supply directly to Petrobras – without intermediaries. It opens doors for Roxtec in huge Petrobras oil, gas and energy projects around the globe.

Supplying oilfield project

Roxtec is contracted by oil giant Agip KCO to provide cable seals to the onshore processing facilities of the Kashagan oilfield in the Caspian Sea. Roxtec products are installed in floors and walls of instrumentation control buildings and processing facilities to protect against fire, water and gas leakage.

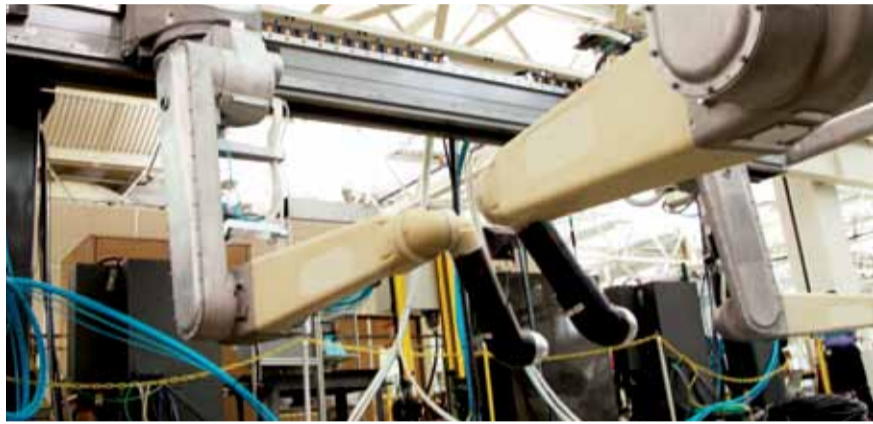
Approved by CSA for hazardous locations

Roxtec cable and pipe sealing solutions are certified according to UL, C UL and now also to the CSA Hazardous Locations certificate. This will lead to further standardized use of Roxtec seals in buildings, cabinets and enclosures within the oil and gas industry.

Sealing LNG terminal

Roxtec supplies seals to an upgrade of the Liquefied Natural Gas Receiving Terminal on the Isle of Grain in Kent. "Roxtec seals are used to safeguard against fire and blast," says Graham O'Hare, Managing Director of Roxtec UK. "Personnel and expensive control equipment are properly protected through the life cycle of the plant."

Solutions for speed and simplicity



Engineering & Product Operations at Paint Shop Automation Group of FANUC Robotics in Detroit, USA.

Professional design

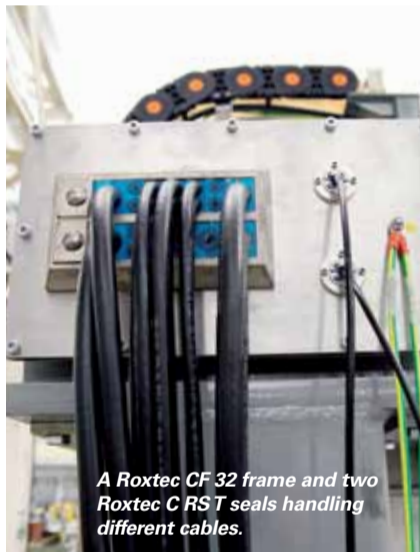
FANUC Robotics replaced a great number of cable glands and cord grips with a few practical Roxtec seals. Sealing multiple pre-terminated cables in each opening is faster – and safer – than cutting off connectors and making new holes for each one.

Impressive efficiency

FANUC Robotics ships robots to automotive players all over the world. The robots can handle up to 24 colors and spray more than 60 cars per hour! Given the demand for speed and automation in the industry, suppliers must be best-in-class, offer global support and never cause reworks in the field. All components must be approved for hazardous areas and contribute to nonstop operation.

Securing business continuity

The pressurized paint robots must be gas-tight. If a cable seal fails during operation, all production goes down. The entire automotive supply chain is affected – and losses accumulated. Roxtec seals are specified in order to secure operational reliability and to help ensuring overall cost-efficiency.



A Roxtec CF 32 frame and two Roxtec C RST seals handling different cables.

 FANUC Robotics America strives, like other manufacturers, to reduce business costs. Over the years, they have reduced installation time of their painting robots from four weeks to four days.

One of the keys to this success is the use of Roxtec cable seals. Quick installations increase productivity, while higher quality reduces the risk of costly downtime for customers in the automotive industry. "We are talking huge cost-savings," says Randall Schroeder, Manager Controls

New CEO of Roxtec International



Carl-Gustav Mattson is the CEO of Roxtec since July 1, 2010. During the last five years, he has built up a substantial business operation for Roxtec in India. He is now situated in Karlskrona, Sweden.

Carl-Gustav Mattson is a true entrepreneur, eager to establish Roxtec in further strategic markets:

"We have to be present locally in order to serve our global customers worldwide and to be able to follow international projects cross borders. This includes the distribution as well as service and support functions. I believe we can get even closer to the customer when it comes to shortening lead times and providing customized solutions."

Carl-Gustav Mattson has been very successful in establishing and building

the subsidiary in India. He knows how to increase global growth and develop the Roxtec concept and spirit:

"We are ready to climb the highest mountain or cross the deepest river to exceed the customer's expectations."

The former CEO, Fredrik Hansson, continues as a member of the Roxtec Board. New General Manager in India is Magnus Oskarsson. Despite the financial crisis, the operating result of Roxtec Group increased by 10% during the fiscal year of 2009-2010.



20 years

Roxtec anniversary

Roxtec celebrated two decades of fruitful work at Ronneby Brunn Hotel in Ronneby, Sweden. Colleagues from all over the world gathered for a splendid and entertaining anniversary. Roxtec has developed from a one-man-business in a garage into a global market leader with 14 subsidiaries and an extensive network of local distributors.



Ready for new tests

The expansion of the test facilities is a key factor behind the success of Roxtec. The fire test lab has been upgraded and new test equipment, for pull-out and pressure resistance tests as well as vibration damping analysis, has been installed.

"We invest in equipment and make sure we have the knowledge we need to support colleagues and customers with first class quality testing, now and in the future," says Ulf Hildingsson, Tests & Certificates Manager at the Roxtec Global Technology department.

Distributor in Romania

Roxtec RO s.r.l. was established in Constanta, Romania earlier this year. In Romania, there are good development possibilities for Roxtec in market segments such as marine, power, telecom, OEM and onshore and offshore oil & gas. The initial focus for the new distributor will be on marine and power.

New nuclear contracts

Roxtec UK has increased its sales in the nuclear sector and is currently working on 11 different UK projects. The flexible seals will be used to protect against fire, gas and water at nuclear power generation plants, research facilities and military establishments.

Roxtec at trade shows

| Exhibitions/Fairs | Date | Place |
|-----------------------------------|-------------------------|-----------------------------|
| Elektro Vakbeurs | 2010-12-07 – 2010-12-09 | Hardenberg, the Netherlands |
| INMARCO INVation | 2010-12-09 – 2010-12-11 | Mumbai, India |
| Infratech | 2011-01-11 – 2011-01-14 | Rotterdam, the Netherlands |
| BAU 2011 | 2011-01-17 – 2011-01-22 | Munich, Germany |
| Seatec | 2011-02-16 – 2011-02-18 | Carrara, Italy |
| HazardEx | 2011-02-23 – 2011-02-24 | Harrogate, UK |
| Vietship 2011 | 2011-03-09 – 2011-03-11 | Ho Chi Minh, Vietnam |
| Seatrade 2011 | 2011-03-14 – 2011-03-17 | Miami Beach, USA |
| CTIA 2011 | 2011-03-22 – 2011-03-24 | Orlando, USA |
| Teolliset Palvelut 2011 | 2011-03-22 – 2011-03-24 | Helsinki, Finland |
| Offshore Mediterranean Conference | 2011-03-23 – 2011-03-25 | Ravenna, Italy |
| Hannover Messe | 2011-04-04 – 2011-04-08 | Hanover, Germany |
| CIENPI 2011 | 2011-04-06 – 2011-04-08 | Shenzhen, China |
| Maintenance Next | 2011-04-12 – 2011-04-14 | Rotterdam, the Netherlands |
| ELECTRON 2011 | 2011-04-12 – 2011-04-15 | Prague, Czech republic |
| OTC 2011 | 2011-05-02 – 2011-05-05 | Houston, USA |
| Wasser Berlin 2011 | 2011-05-02 – 2011-05-05 | Berlin, Germany |
| Elfack | 2011-05-09 – 2011-05-13 | Gothenburg, Sweden |
| Macaé Offshore | 2011-06-14 – 2011-06-17 | Rio de Janeiro, Brazil |
| Netcom 2011 | 2011-06-28 – 2011-06-30 | São Paulo, Brazil |



Roxtec at the ADIPEC Oil & Gas Show

A multinational Roxtec sales team, consisting of 16 people from 8 different countries, presented sealing solutions in a brand new booth at the Abu Dhabi International Petroleum Exhibition & Conference, in the United Arab Emirates, in November. ADIPEC is a huge trade show for global oil and gas players, counting 1,500 exhibiting companies and 45,000 visitors from 89 countries!

NEW! Product Catalogue



The Roxtec Product Catalogue 2011-2012 is now available. It features many market-leading cable and pipe seals as well as newly developed sealing solutions for various applications. The catalogue is a great tool for all designers, purchasers and users of Roxtec cable and pipe seals. It is available in three versions, covering 13 languages. You can get it from your local Roxtec representative.



Solutions for the global wind power industry

Roxtec attended the Brazil Windpower 2010 conference and exhibition. Robert Stubb, Head of Wind Power segment at Roxtec, gave the presentation "Modular-based cable sealing and retention system for wind turbines" which was well received by the engaged audience. The presentation focused on the tough challenges in the industry and the need for qualified sealing solutions in order to minimize the total cost of ownership.

Roxtec also attended the China Wind Power 2010 expo in Beijing. The exhibition brought together customers, such as Huarui, GE, Vestas and ABB, and created an ideal platform for further cooperation.

Railway meetings in Italy

In cooperation with the association of Italian railway engineers, C.I.F.I., Roxtec organized a conference for decision makers within the railway segment. During the event in Rome, Roxtec representatives explained the Roxtec sealing system and concept for applications on various trains and signaling systems as well as in the surrounding infrastructure. The Roxtec team completed the activities by attending the exhibition Expoferroviaria in Turin.

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