

# Newsletter

Year 3, 2005-1

## GE, GENERAL ELECTRIC

*General Electric* in Houston, Texas, will in the end of May 2005 get delivery of four sets of 3 isolators to an order value of SEK 3.mill.

The isolators are designed to meet the high requirements of an elastic three point suspension for gas turbine generators on FPSO (Floating Production, Storage and Offshore Loading) vessels under construction for *Petrobras*.



Each isolator is weighing 2000 - 2500 kg and gives a natural frequency of 3.2 Hz. The isolators have springs and elastic elements in acid-proof stainless steel. Each set consist of one fix point and two sliding points to allow for thermal expansion. Calculations, reviews and certifications are done by *DNV* and *ABS*.

## NORWAY'S NEW MISILE TORPEDO BOATS

*Umoe Mandal* selected exhaust silencers and expansion joints in titanium for generator sets onboard the new MTB's that will be constructed at Mandal. Suspension of the exhaust pipes and isolators for the generator sets will also be supplied. The products will be provided by *Akustikprodukter Norway (apn)*. As titanium is a costly material this will be a significant order for the company.

## NEW COAST GUARD VESSELS

In tough competition *apn* was selected as supplier of exhaust silencers to *Cummins* generator sets on board new Coast Guard Vessels that will be constructed during the next two to three years. Silencers in three different dimensions with integrated spark arrestor will be delivered to the vessels through *Cummins Norway* in Drøbak. *apn* are now in progress to get the scope of supply extended with isolators, exhaust suspensions and expansion joints. Cost effectiveness was an essential criteria to select the supplier for this equipment and *apn* was able to meet the requirements outlined for this project.

## EXHAUST PIPES

The Far East shipyards continue to order Swedish exhaust pipe solutions through our agent *Rickvin Trading* in Singapore.

*Cheoy Lee Shipyard of Hong Kong* has ordered isolators to four new vessels and *Shanhaiguan Shipyard* in Qinhuangdao to two vessels. We have also delivered to *Jaya Shipbuliding* in Singapore newbuilding no. 839 & 849. In addition to this *Batam Shipyard* in Indonesia has emerged as a new customer and ordered isolators for newbuilding no.854.

There is also an increasing interest from Polish yards. During the spring we delivered to *Trans Nauta Spółka, Remontowa* and *Stocznia Marynarki*, all situated in Gdansk.

Furthermore, we can note a significant increase in Scandinavia



where *Aker Yards, Ulstein group* and others have ordered both isolators and expansion joints for a number of newbuildings.

## NEW ASSOCIATES

The staff on Blidö was strengthened by two new members in the beginning of the year, Robert Sandgren (above left) as sales engineer and Claes Bergman (below) in production.



Olle Berg (above right) is temporarily employed at *Vibratec* to get his diploma in export sales at *Jensen Education*. Olle spends three days a week at *Vibratec* and will represent *Vibratec* at the marine exhibition "NEVA" in St. Petersburg 26-29 September 2005.



## NOR-SHIPPING

*Vibratec* has during the spring participated in a number of exhibitions e. g. exhibition/seminar in Tallin together with *NUTEK, Ingemansson* and ten other Swedish suppliers, as well as the boat show "Allt för sjön" and *Roslagsmässan*.

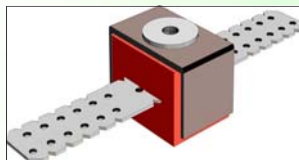
7-10 June 2005 it's time again for *Nor-Shipping* in Oslo, please visit us at stand *A1-67*.



# Product News

## CDM, WALLS AND CEILINGS

Recently **ISO-QR** (Quiet Room) was launched, a product for suspension of walls and ceilings.



When the product is fitted to existing wall/ceiling the rubber element will pre-compress with approx 50 kg. The cross bars are then fitted to the "wings" of the isolator, which are folded. Thus the isolator can support a load of 50 kg without any additional deflection (due to the pre-compression), which might be an advantage when e.g. ceilings are elastically suspended. The product has a valid world patent.

## MERFORD, SOUND-INSULATING DOORS

**Vibratec** is now able to offer sound-insulation doors on the Swedish market. The doors will be in steel (optional wood cover is available) from the Dutch door manufacturer **Merford**.

Single doors are available with Rw-values from 41 - 56 dB (up to 65 dB in tandem version) and fire-resistant (60 min).

Akustikprodukter Norway (**apn**) recently delivered doors to projects in Volda and Oslo. **apn** has also proposed a number of doors to the new opera house in Oslo.



## EXCITING PARTICIPATION IN A GIANT PROJECT

Norway is participating together with other NATO members in a joint venture project of new fighter air craft (**Joint Strike Fighter**) that will be constructed and built in USA (**Lockheed Martin**). One of the American companies that is involved in the project, **Moog Inc.**, had recently a delegation of four persons on visit. The visit at **apn** was in connection with the development of a completely new isolator that will be used to protect electronic equipment mounted on board the new air craft. The concept is based on wire isolators (**apn's** main product) and the idea is developed in cooperation with the engineering company **Techni** in Horten.



The plan is that **apn** will be responsible for the production of the isolators, after qualification according to the strict requirements for the product. The isolators are unique and have made great impression on **Lockheed Martin** and **Moog**. Later on a new series of isolators might be developed based on the same design intended for the commercial market.

## Open House - Customer day AKUSTIKPRODUKTER NORWAY CELEBRATES 10 YEARS

Friday 1 of July 2005 it's been 10 years since Akustikprodukter Norway (**apn**) was established in Skoppum outside Horten and the anniversary will of course be celebrated. On the anniversary day all our customers and partners will be invited to a Customer Day. During this day our business, products and services will be presented in several mini seminars, each lasting 15 - 20 minutes. In addition to these seminars we will offer food and something to drink.



In order for us to prepare this day in the best possible way we ask those of you that want to join us, to give us a notice before Friday 17 of June either by E-mail [apn@apn.no](mailto:apn@apn.no) or phone (+47) 33 07 07 50 or fax (+47) 33 07 00 68. There will also be a separate invitation sent out at the turn of the month May/June.

**apn's** principal owner **Vibratec Akustikprodukter AB**, located at Blidö, Sweden, will also be present. Our parent company acquired in 1999 Akustikprodukter AB and became in this way **apn's** new partner. At the same time we needed more space and moved 1 of September in 1999 from Skoppum to new premises in Horten (see photo), where we presently have our operation. That was a small presentation in advance of our anniversary day.

For those of you that are not familiar with Horten and the surroundings we can inform you that the city has brought up persons as Rolv Wesenlund, Grethe Kausland, Vidar Lønn Arnesen, and others. Horten is nicely situated close to the Oslo fjord about 1 hour drive from Oslo, Kongsberg or Skien. From Oslo there is a four lane motorway all the way to the exit for Horten. **apn** is located north to the city and you will receive a more accurate description how to get there together with the invitation.

**Vibratec**<sup>®</sup>  
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