

# Newsletter

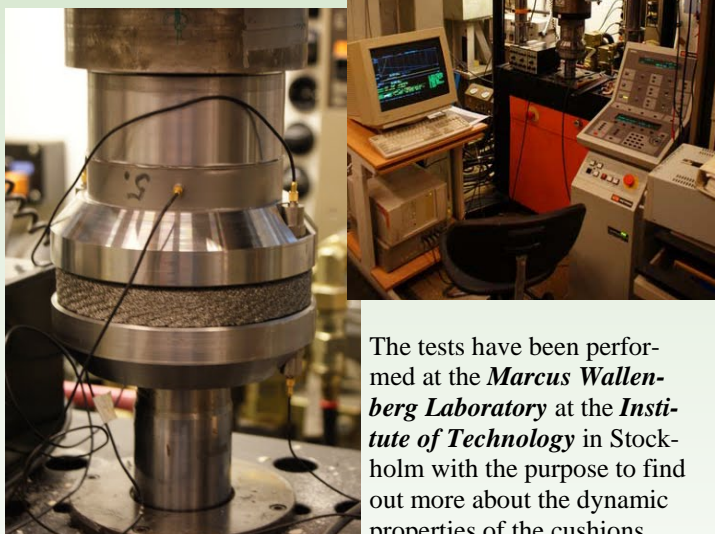
Year 7, 2009-2

## INCREASE IN WIRE ISOLATORS

The Norwegian office of *Vibratec* started the year with the same clouded outlook on the future as many other companies, due to the global financial crisis. But during the summer there was a drastic increase in sales. The increase was mainly in wire rope isolators and three major orders were received, together with a number of smaller orders, which has led to the production being fully booked for the rest of the year and into 2010. Unfortunately there was a machine breakdown shortly after receiving the orders, but the problem was solved by successfully outsourcing a part of the production to the *Vibratec* office in Sweden. The orders have kept coming in during the fall and *Vibratec* in Norway today employs 7 people in the production.

## TESTS OF RESILIENT ALL METAL ELEMENTS

After the summer extensive tests have been carried out on resilient all metal cushions.



The tests have been performed at the *Marcus Wallenberg Laboratory* at the *Institute of Technology* in Stockholm with the purpose to find out more about the dynamic properties of the cushions.

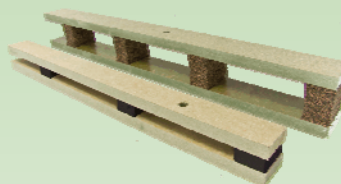
The results will be available to anyone who is interested, contact *Vibratec*.

## OFFSHORE, PETROBRAS P55

*Vibratec* has received an order from *Dresser-Rand* for anti vibration mounts to 4 gas turbines for the power supply on *Petrobras* new platform P55. Each turbine set weighs about 200 tones and are mounted on three anti-vibrations mounts each, one fixed and two sliding to cope with the thermal movement in the frame and skid. The isolators are designed according to project specific off shore requirements and are delivered during December.

## LINDEBERG SCHOOL

At *Lindeberg School* the demand arose for vibration isolation for a room with a very special shape. The room was in the shape of a cylinder with the walls leaning



inwards. To meet the requirements *Vibratec* used a solution with the resilient wall batten ISO-T, which kept the shape of the room and saved time during the

installation. This also created a good basis for attaching additional materials afterwards.

## PROJEKT AITIK 36 IN GÄLLIVARE

*Boliden AB* has built a new mineral processing plant outside of Gällivare, *Aitik 36*. The plant includes a laboratory with a floating concrete floor which is vibration isolated with elastic mats of the material CDM-91 from *Vibratec*. The contractor was *PEAB*.

## BALLASTMAT TO NCC

*Vibratec* successfully won the public procurement of ballast mats for the new double track between *Norra Station* and *Värtahamnen* in Stockholm. The mats are 20 mm thick and were manufactured by *CDM* in a material based on recycled rubber. *Vibratec* has also undertaken the installation of 3200 m<sup>2</sup> for *NCC*. The insertion loss requirement was 14 dB.



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## DENMARK

NEW STOCK, to improve service to customer *Vibratec* has started to keep products in stock also in Denmark. This mainly concerns vibration isolators and will result in a shorter delivery time on those products.

**FIRE RESISTENT SOUND DOORS**, *Vibratec* has delivered two special doors to *Leo Pharma*. They are both approved for 60 minutes fire resistance and the sound class  $R_w=51$  dB.

### VIBRATION DAMPING OF DOOR AUTOMATION

*Vibratec* has carried out a turnkey project including installation. A existing engine/door automation generated disturbing noise to an overhead apartment. The engine was rigidly mounted to the wall and *Vibratec* implemented a solution with a decoupling of the engine from the existing mounting plate by changing it to a new plate with soft springs. The solution was based on a pro-



posal from the acoustic consultant *Grontmij-Carl Bro*.

### ISOLATION OF COMPRESSOR CABINETS FROM INGERSOLL RAND.

An existing cabinet solution was isolated with so called *constrained layer damping*. The isolator consisted of a 1.8 mm thick visco-elastic plate with a 1 mm steel plate. Towards the compressor the existing sound absorbent was replaced with a new absorbent optimized in the frequency region 300-500 Hz. All panels in the construction were isolated according to this principle.

## SOUND DOORS

During the year a number of sound doors have been delivered to projects all around Scandinavia. Some of these doors have been of the model MD56L which is available in the high sound class  $R_w=56$  dB. One of them have been installed in the *Immanuel Church* in Stockholm.



## RUSSIA

*Vibratec* has during the fall participated in the maritime exhibition *NEVA* in Saint Petersburg. After a slow year business seems to be taking off and *Vibratec* has received orders from *Rumo Diesel* and *UKZ*. The projects mainly concern full metal isolators with springs and cushions. More projects are lined up and the future looks bright.

## ESTONIA

*Vibratec* has been chosen as a supplier of wire rope isolators to *Bombardier*. So far two larger orders have been made and additional orders are predicted during 2010. Despite the economic situation sound insulating and fire resistant doors, vibrations isolation of cooling compressors as well as floating floors and resilient ceiling suspension has also been delivered to the *Solaris Center* in Tallin.

## ASIA

**DUBAI**, During the fall a visit Abu Dhabi and Dubai has been made to meet with new and existing customers. Among them was the shipyard *Grandweld*, who is one of our largest clients. The plan was also to find an agent, which has resulted in that *Vibratec* will from the beginning of 2010 start a cooperation with *Safe Technology LLC* in Dubai. They will be our representatives in the region from then.

**CHINA**, *Vibratec* has received the possibility to take part of a so called *Business opportunity project* which is arranged by the *Swedish Trade Council* in China. The collaboration consists of a thorough study of the Chinese market which is then followed up with visits. The intention is that *Vibratec* will find an agent and thus take part of the continuously growing market in the region.

## NEW COLLEAGUES

*Geir Henning Malmnes* will from the beginning of 2010 take over as Managing Director of the Norwegian branch office *Vibratec Akustikprodukter AS*. Geir has a background within radio and television, where he has participated in the design of studios, etc. The current Managing Director, *Tore Hansson*, will continue as a senior consultant within the group.

At the beginning of December *Driton Zabelaj* joined the office in Sweden to assist in CAD, documentation, etc. *Dritons* most recent experience is with manufacturer *NOTE*.

## AND LASTLY

*Vibratec* would like to express sincere gratitude for your co-operation and wish you all a

**MERRY CHRISTMAS**

and a

**HAPPY NEW YEAR**

Like previous years *Vibratec* has donated the money that were to be used for Christmas cards and presents to the *The Swedish Childhood Cancer Foundation*.

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