

# Shipping News

*July 2015*

## New Sales Manager at WENCON

My name is Michael Gandoe and I started working for Wencon on the 1st of May 2015, as Sales Manager. My focus will be, that Wencon shall be considered, not only as a supplier of epoxy products, but as a strong business partner. Our target, is to become your partner in reduction

of life cycle cost, and in saving downtime and expensive cost for spare parts. To ensure this high customer focus, we will empower and increase our staff, pay you more visits and put your issues, with regards to wear and corrosion, on top of our to do list.

I wish you a good summer holiday and I look forward to be working with you as Wencon Partner and Customer. I hope that we by mutual effort, will continue to grow our business in the right direction.

*Michael Gandoe, Wencon*

## Make the most of your investment in the WENCON Repair Kit

Customers, who have chosen to have Wencon Repair Kit on board, have also realised the advantage of having the Kits customised to their fleet. We are therefore experiencing an increasing demand for the customised Repair Kits, on basis fleet agreements. Fleet agreements imply that the selected products in the Repair Kits are specific chosen, to handle the need for any types of emergency repairs and most common challenges onboard the Vessel.

Our customers minimise cost and downtime, by having the Crew performing the repair jobs on board themselves, and as a side benefit, knowledge and experience for easy and safe application are being widely utilised. The Wencon Repair Kit becomes valuable for the Crew to carry onboard, as it replaces inappropriate tools.



Wencon Repair Kit contains a very detailed User Manual to guide the Crew through the repair, and per request, Wencon offers technical support from our main office.

For more information see [WENCON Repair Kit](#)

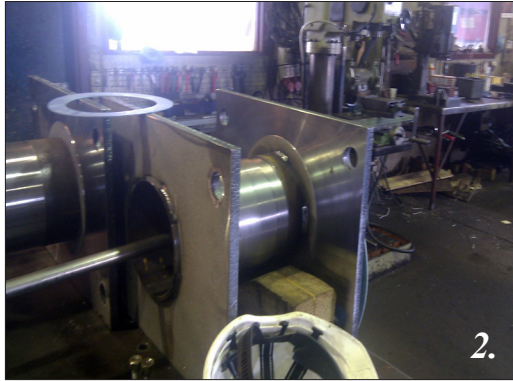
## Technical Seminar - at your location

Wencon offer Seminar to the Technical Department - at your location. The Seminar introduces our customers to Wencon products in general, and ensure a better understanding in basic use of the products. You are hereby guaranteed return of your investment, in Wencon epoxy products.

Recently our Technical Supervisor Mr. Thomas Rosenkjaer and Area Sales Manager Mr. Lars Hansen held a Seminar for our customer Hartmann in Germany. The Seminar was held in Gdynia, Poland, where Hartmann have their Crewing Dept. located.

*Thomas Rosenkjaer, Wencon*

### Casting of foundation contact surface - Hydraulic Drive / support Bearings



1. Disparity is evident by holding a straight edge parallel to the surface. A difference of up to 6mm, has been measured.
2. Moulding tools manufactured in the workshop. Contact surfaces machined and adjustment threaded holes drilled.
3. Wencon Rapid applied on foundation in oversized layer, to ensure full contact with complete mould surface.
4. Final result. Job surfaces now ready for installation of Gears and support Bearings.

Calculations on durability of the construction, was made in cooperation with the customer. Application approved by customer's Class: DNV / GL.

For more application jobs, please see [WENCON applications](#)

[Sign up for WENCON Repair News here](#)

### Refilling procedure for WENCON Repair Kit

To make sure that you benefit from your investment, you must remember to refill your Repair Kit.

Wencon Repair Kit concept consists of 4 standard emergency Repair Kits. Besides you have the possibility to compose your Repair Kit yourself, or Wencon can help you to make your own customised Repair Kit, that makes your crew able to do most maintenance repairs themselves.

Twice a year, our sales department sends out a refill list for each vessel carrying a Wencon Repair Kit on board. The refill list shows the original content of the Repair Kit on board your vessel. Help yourself by reordering what has been used and check the age and

consistency of the remaining products as well.

Sign up for Wencon's automatic refilling procedure by sending your email address to: [wenconrepairkit@wencon.com](mailto:wenconrepairkit@wencon.com)

Please see [epoxy repair kit](#) for more information.

Shelf time for Wencon products: 3 years at 20°C



**WENCON Putty - now also in a smaller package**

On request from some of our customers, we have now made the Putty available in 4x125g packages. This means, that the multipurpose epoxy paste known for extreme fast curing, now comes in

4 x 125gr. ( 4 x 0,28lb ) units and  
8 x 125gr. ( 8 x 0,28lb ) units

Wencon Putty is the quick curing, two component epoxy compound, supplied in a practical and easy to use stick format. This multipurpose epoxy paste is ideal for a wide range of emergency repairs, where an ultra quick curing and moldable compound is required. Typical applications are patching sealing and filling of cracks, leakages and holes in pipes, on flanges, in tanks etc.

Wencon putty is often used in combination with Pipe Tape to obtain higher pressure resistance. Heat resistance ranges from 60° C (140°F) in corrosive and heavy load environments and up to 250° C (482°F), when applied as a filling compound.



For more information see [WENCON Putty](#)

*Wencon article no. 1042: 4 x 125gr. ( 4 x 0,28lb ) units*  
*Wencon article no. 1040: 8 x 125gr. ( 8 x 0,28lb ) units*

**Increase of WENCON staff within 1st quarter of 2015**

**New Sales Manager**

Michael Gandoe: Sales Manager

Michael is 47 years old and is a Marine Engineer. He has spent the last 21 years in sales and service management, within mechanical seals and rotating equipment, in different export companies.



**New Area Sales Manager**

Carsten Mortensen: Area Sales Manager

- Ultra Ship + Maersk, DK
- UK
- USA ( North, Central and South )
- Africa - Middle East - Asia / Pacific

**New Area Sales Manager**

Jan Haug Frahm: Area Sales Manager



- Scandinavia
- Eastern & Southern Europe
- Benelux - France
- Switzerland
- Turkey

Need help for maintenance or repair ?

- find WENCON certified Workshops at flw. destinations

Europe		Middle East & Africa	South & Northamerica	Asia
Denmark	Italy	Dubai, UAE	Brazil	Korea
Greece	Poland	Cameroun/ West Africa	Chile	Shanghai
Iceland	Germany	Durban		
Norway	The Baltic States			
The Netherlands	France			
Spain/Canary Islands	Scotland			
	Faroe Islands			



If you have any questions concerning repairs, please call +45 6481 1010

WENCON local stock points - situated at below key sites

Order from your usual supplier, and save time and freightcosts by having delivered direct from Wencon local stock point.

Europe	North America	Middle East & Africa	Asia
Netherlands: <i>Rotterdam</i>	Panama	U.A.E.: <i>Abu Dhabi</i>	Singapore
Spain: <i>Algeciras</i>	USA/Canada: <i>New Orleans</i>	South Africa: <i>Durban</i>	
Denmark: <i>Bogense</i>			

from Wencon distributor



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