

# Cryogenic Industries China holds its first pump training seminar

Cryogenic Industries China hosted its first cryogenic pump seminar for its Chinese customers last December near its office in Hangzhou. The two-day seminar was attended by over twenty-five key customers from major industrial gas companies with operations in China and with Chinese domestic users. The seminar was lead by ACD Customer Support Specialist Jose Paje who provided detailed technical training on the ACD cryogenic pump product line.

Attendees were specialists from various departments of BOC Gases-China, Shanghai-Praxair, Shanghai No. 5 Steel Group and Messer, Hangzhou Oxygen Plant Group, Suzhou Oxygen Plant Group and Suzhou Hua Fu Vessel Co., Kaifeng Air Separation Group, Sichuan Air Separation Plant Co., and Hangzhou Dian Hua Group.

The first day's presentations focused on the advanced technological features of the ACD product line and how they offer real benefit to customer applications in China. Day two emphasized the correct application of those products at the customers' plant sites and how best to avoid common problems caused by installation or operation errors.



Kenny Yu, Cryogenic Industries China Sales Manager, instructs participants at that company's first cryogenic pump training workshop in Hangzhou, China.

Assisting Jose with real time translations of his presentation into Mandarin Chinese were Kenny Yu, Cryogenic Industries China Sales Manager and Jack Liu, Service Engineer. Jesse Jin, Helen Zhan, and Dennis Dai, Cryogenic Industries China, also provided service in support of the office's first seminar.

The value of these seminars to the China market was summarized by Kenny, "China is a developing market for ACD ... both as a pump sales market and as a pump user market. These seminars help us sell by helping the customers better understand the advantages of our products and how best to apply those products to their specific need."

For more information, contact Dave King at Cryogenic Industries China, [dking@public.hz.zj.cn](mailto:dking@public.hz.zj.cn)

## Cosmodyne receives BOC Innovation Excellence Award

Cosmodyne Project Manager Greg Mason and his team recently received an Innovation Excellence award from The BOC Group for work on the development of a nitrogen gas generator plant. This year marks the first time BOC has presented the award outside the company to a supplier.

BOC and Cosmodyne formed a team during the development effort and worked together to install and commission the first plant in less than one year from inception of the prototype. Greg joined Cosmodyne over two years ago during the infant stage of the project. He said the assignment posed engineering and production challenges, requiring unique equipment packaging to pro-



Attending the BOC Group Innovation Excellence award ceremony were (left to right): Chuck Brooks, BOC Process Plants Process Engineer, Kari Toppel, BOC Process Plants Program Manager, Danny Rosenkranz, BOC Group Chief Executive Officer, Mark Alexion, BOC Process Plants Project Manager, Greg Mason, Cosmodyne Project Manager.

duce an easily shipped product and provide for quick field installation.

## Cryogenic Industries Service Organization Pump Training Workshop Schedule

<b>April (tbd)</b>	<b>Cryogenic Industries China</b> Hangzhou, China contact: Dave King Phone: +86-571-885-9026 Fax: +86-571-885-9025 <a href="mailto:dking@public.hz.zj.cn">dking@public.hz.zj.cn</a>
<b>May 12 and 13</b>	<b>Pittsburgh Cryogenic Services, Inc.</b> Imperial, PA USA contact: Carl Henningson Phone: 800-327-6461 (USA only) Phone: +1 724-695-1910 Fax: +1 724-695-1926 <a href="mailto:pittcryo@pulsenet.com">pittcryo@pulsenet.com</a>
<b>June 9 and 10</b>	<b>CryoAtlanta, Inc.</b> College Park, GA USA contact: Tom Farmer Phone: 888-217-9355 (USA only) Phone: +1 770-909-0291 Fax: +1 770-909-0694 <a href="mailto:tfarmer@bellsouth.net">tfarmer@bellsouth.net</a>
<b>Aug (tbd)</b>	<b>CryoCal, Inc.</b> Santa Ana, CA USA contact: Mike Coco Phone: +1 714-724-8636 Fax: +1 714-641-1921 <a href="mailto:cryocal@ix.netcom.com">cryocal@ix.netcom.com</a>
<b>Sept 15 and 16</b>	<b>Pittsburgh Cryogenic Services, Inc.</b> Imperial, PA USA contact: Carl Henningson Phone: 800-327-6461 (USA only) Phone: +1 724-695-1910 Fax: +1 724-695-1926 <a href="mailto:pittcryo@pulsenet.com">pittcryo@pulsenet.com</a>
<b>Oct 13 and 14</b>	<b>CryoAtlanta, Inc.</b> College Park, GA USA contact: Tom Farmer Phone: 888-217-9355 (USA only) Phone: +1 770-909-0291 Fax: +1 770-909-0694 <a href="mailto:tfarmer@bellsouth.net">tfarmer@bellsouth.net</a>

Cosmodyne and BOC worked closely to develop the plant process and the special control system.

The BOC Innovation Excellence award is presented yearly to the most innovative products and services within The BOC Group of companies. The award ceremony was in October 1997 at The BOC Group's corporate headquarters in Windlesham, England. As part of the award, BOC entertained the group with a two day excursion to Brussels, Belgium. The Cosmodyne award represented one product among several winning BOC products and services.