



# DIETSMANN TECHNOLOGIES INTERNATIONAL TRADE DEPARTMENT

SPARE PARTS OPTIMIZATION, COMPONENTS AND MATERIALS PROCUREMENT  
& MANAGEMENT SERVICES

[www.dietsmann.com](http://www.dietsmann.com)

SMART MAINTENANCE SOLUTIONS FOR CONTINUOUS PRODUCTION PLANT

**Dietsmann**  
Maintaining Energy



# HOW DIETSMANN TECHNOLOGIES WORKS

Dietsmann Technologies is an operating company of Dietsmann, the leading independent specialist in Operation & Maintenance services for continuous production plant in the oil & gas, power and mining industries, and works in accordance with good practices and Dietsmann's Quality Management System.

Dietsmann Technologies is Headquartered in a 24,000m<sup>2</sup> engineering and construction facility in Salies du Salat in south-west France and works closely with Dietsmann's maintenance and inspection engineering offices in nearby Toulouse. Dietsmann Technologies also has permanent satellite facilities in Gabon, the Republic of Congo and Angola from where it works on substantial projects with energy company clients and contractor partners. Its engineers and technicians are ready to be mobilized for turnkey projects anywhere in the world.

Dietsmann Technologies does not sell spare parts. It does, however, serve its clients by procuring the equipment needed for so-called 'new works' projects and/or providing central procurement services that include the purchase and resale of equipment. In carrying out its activities Dietsmann Technologies continually strives to control and monitor expenses in order to increase its competitiveness and to improve its responsiveness and service to its clients.



# OPTIMIZING THE SUPPLY CHAIN

Dietsmann Technologies' International Trade Department optimizes the supply chain of spare parts, machinery, equipment, components and materials from procurement through logistics management to delivery in good order at the right time to the right site, however distant or remote that may be. Dietsmann Technologies provides this essential support service not only for Dietsmann's Operation & Maintenance projects around the world, but also for external clients including international and national energy companies, major engineering, procurement and construction contractors and Dietsmann's joint venture partners.

## **PROCUREMENT**

Procurement starts with analyzing the client's requirements and compiling a detailed review. Once the procurement plan is finalized the best suppliers, in terms of equipment/material quality and suitability for purpose, availability, delivery reliability and competitive price are sought.

Prices, availability, delivery terms and schedule are then negotiated during a kick-off meeting with each supplier/sub-contractor. When all is agreed in accordance with the client's specification the purchase order is placed.

## **LOGISTICS MANAGEMENT**

The procurement plan is constantly followed-up and the client is kept informed. All clearances, including import clearance if required, are obtained. The goods are delivered to Dietsmann Technologies for checking and so the items required for each consignment can be gathered together.

The consignments are repacked and dispatched in compliance with the INCOTERMS of the relevant country, including the stipulations for hazardous goods. Dietsmann Technologies arranges all the transport and necessary documentation.



## ELECTRICAL/INSTRUMENTATION CABLES AND ACCESSORIES

- |                  |                  |
|------------------|------------------|
| Draka            | S-E-S - Sterling |
| LAPP/Camuna Cavi | Schneider        |
| Legrand          | Sermes           |
| Mecatraction     | Silec            |
| Nexans           | Tyco             |
| Prysmian         | Weidmuller       |
| Phoenix Contact  | Wago             |

## ELECTRICAL MATERIALS AND COMPONENTS

- |              |                   |
|--------------|-------------------|
| ABB          | Hawke             |
| AE&T         | Kraus & Naimer    |
| Appleton ATX | Legrand           |
| Capri        | Mersen            |
| Catu Elec    | Moeller           |
| CEAG         | Omron             |
| Cooper       | Pepperl and Fuchs |
| Crouzet      | Philips           |
| Dehn         | Rittal            |
| Emerson      | Schneider         |
| Entrelec     | Stahl             |
| Ferraz       | Wago              |
| Finder       | Weidmuller        |





## CABLE TRAYS, LADDERS AND ACCESSORIES

Bizline	Legrand
CES Niedax	OB Profils
Enduro	Schiavetti (Spina Group)
Halfen	Tolartois
Krieg & Zivy	Tolmega

## HVAC UNITS (STANDARD ATEX, IECEX OR CLIENT-SPECIFIC), SPARE PARTS AND SPECIFIC TOOLS

Airwell	Galaxair
Alco	Imperial
Bitzer	ITE
Castel	Lennox
Castolin	Linde
Carly	Mitsubishi
Carrier	Promax
CIAT	Refco
CPS	Samsung
Daikin	Totaline
Danfoss	Trane





## AUTOMATION, PROCESS SYSTEM AND IT COMPONENT

Abb	National Instrument
Allen-Bradley /	Omron
Rockwell Automation	Pcvue
Codra (Panorama	Pilz
Software)	Schneider
Emerson Process	Siemens
Management	Triconex
General Electric	Unitronics
Honeywell	Wonderware
Kep France	Yokogawa
Mitsubishi	

## MEASUREMENT AND INSTRUMENTS

Chauvin & Arnoux	Honeywell
Db Vib	Megger
Druck	Rockwell
Emerson	Siemens
Fluke	Yokogawa





## INSTRUMENT TUBING, CONNECTORS AND ACCESSORIES

AOIP  
Gyrolok  
Hoke  
InoxTube  
Martel Electronics  
Parker  
Rotarex  
Sandvik  
Swagelok

## TOOLS, LIFTING EQUIPMENT AND EXPENDABLES

Bahco  
Bosch  
Bostik  
Castolin  
ESAB  
Facom  
Gache chimie  
Guhring  
Hervieu  
Hoffmann  
Loctite  
Makita  
Molykote  
Norton  
SAM  
Stanley  
Tubescap  
Tractel  
Verlinde  
Virax





# OVERVIEW OF REFERENCES WORLDWIDE

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