

MSA a.s. – World manufacturer and supplier of industrial valves

The company MSA, a.s. Dolní Benešov has its roots going back to 1890. The success of MSA, a.s. is built on its past and more recent history and long term experience. Thanks to both these aspects, today's company ranks among the significant world suppliers of industrial valves designed for petrochemicals, the natural gas industry and also for classic and nuclear power plants. Valve World magazine went to meet MSA's Sales Director, Mr Roman Baláž to learn more about the history, the development and, more importantly, the company's presence in today's valve market.

History

Mr. Baláž begins by giving us a brief outline of the company history. He tells us that the company was founded in 1890 when a local entrepreneur, Jan Holuscha, established a small factory for processing wood and round timber on the present site. Over the years, the company was extended to include a blacksmith's shop, pump production and

the manufacture of boilers and small valves for water and steam. In this way, the company progressively evolved into a purely engineering company. The government transferred industrial valve production here after World War II as the manufacturing of industrial valves had been a tradition in this region since 1885. This step saw the beginning of further significant development. The

company was renamed "Moravskoslezská armaturka, n.p." (MSA) and production premises were expanded over the following years. A new warehouse for storage of finished products was opened, a paint shop and testing room were built, chemical laboratory was established and so on. In 1975, the production of valves for nuclear power plants began and the company was chosen by the government to supply gate valves for nuclear power plants. In the same year construction of a new administration building was started. In 1979, MSA was integrated into the industrial concern SIGMA Group with its registered office in Olomouc. In 1992 company privatization took place under the current name MSA, a.s. Since 2006 BMT Holdings B.V., the Netherlands, has been the sole shareholder. Within the structure of this holding company MSA, a.s. was incorporated into the RIMERA Group, which offers complex piping systems solutions, including supplies of industrial valves.

The Company Today

Mr. Baláž continues: "Today, MSA has one factory and one administration centre, both located in Dolní Benešov in the Czech Republic. A process of significant restructuring, modernizing and expansion of manufacture started last year. This process will be finished at the end of the year 2013 and it will result in improved production quality and capacity for MSA,

a.s., thanks to new technologies and new manufacturing possibilities. It will also help to expand our current customer portfolio all over the world and to maintain our service to our existing customers". MSA, a.s. plays an outstanding role as sub-supplier for transnational projects in the field of valves for nuclear power stations. The valves must conform to the extreme standards imposed on their functionality, safety and service life. A definite venture for MSA, a.s. is the Russian market. Russian companies have at their disposal considerable engineering and production capabilities. Designers force technicians to innovate existing valves on almost every new job order.

Production

A large portfolio of industrial valves designed in a wide range of pressure classes and nominal diameters include:

- ball valves
- gate valves, swing check valves and globe valves according to API
- swing check valves and slab gate valves according to DIN and SN

- globe valves, gate valves, swing check valves and valves for nuclear power plants
- valves for special applications

Development

MSA's company policy is built on a continuous innovation process of its current range together with ongoing development of new products in line with customers' requirements. According to information provided by Mr. Baláž, a production program was extended by the addition of ball valves with sealing type metal to metal, gate valves according to API and ball valves in cryogenic design. A slab gate valve for low pressure classes in a welded design has also been developed. Customers may also demand ball valves in higher pressure Class 2500. One competitive advantage MSA, a.s. has is that production of their valves is all carried out in one location. "We buy only rough components and do all the machining, NDT, assembly, pressure testing, painting and packing on company premises in Dolní Benešov. This allows us to keep tight



control of quality and delivery times," adds Mr. Baláž.

Certification

The company has gained a whole range of system and production certifications which allows them to supply goods to both domestic and foreign markets in accordance with legislation and industry needs. MSA, a.s. owns system licenses covering main processes included in EN ISO 9001:2008, API Spec Q1 (in connection with API Spec 6D-Monogram API 6D-0239) and EN ISO 14001:2005. They also hold certification relating to specific MSA products aimed at the Russian Federation, Ukraine, Kazakhstan and Germany. European Union Directives are met in relation to pressure vessels certifications and license according to German regulations. MSA, a.s. is also the owner of nuclear power safety certificates



components have to pass input control followed by continuous quality testing, pressure testing and functional testing followed by a final inspection of the finished valve at the end of the whole process."



intended for nuclear power plant production of the former Soviet Union, Czech Republic, Slovak Republic, Hungary, Bulgaria and Romania.

"Due to our wide range of activities and because we hold so many different system certificates, this means we have to undergo several system audits and inspections every year so, of course, we have to maintain our production and quality standards," adds Roman Baláž.

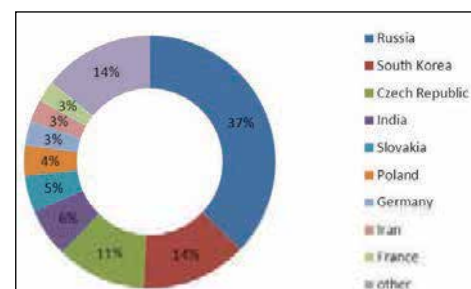
Quality

"The manufacturing process in MSA, a.s. is continuously and completely monitored by our own testing devices," commented Mr. Baláž. "All purchased in materials and



Sales

MSA, a.s. figures on the list of approved suppliers of more than eighty companies which includes companies such as GAZPROM, KOGAS, CNPC, Saudi Aramco, TOTAL, ExxonMobil, BOTAS, EIL and British Petroleum. Sales managers of MSA, a.s. are constantly in contact with their clients. Besides Europe, we cooperate with our own agents in several countries. "Our aim is to provide complex services and valve services for our customers," emphasizes Mr. Baláž, who continues: "Services provided to our customers do not end after the guarantee period but remain for the whole service life of our products in order to ensure maximum satisfaction to our customers."



Shares of individual territories in 2011

Customer Service:

Customers can rely on a wide range of services from MSA, a.s. as Mr. Baláž explains: "During the guarantee period, for example, MSA's services include supervision at the assembly stage or assembly realization, a post guarantee service, revisions, maintenance, repairs, delivery of spare parts, repairs and setting of valves and actuators, non destructive testing, tightness tests of repaired valves etc. We provide training and instructional meetings for controlling and operation of valves for both current and potential customers – a significant benefit in the field of customer service." Mr. Baláž continues: "MSA, a.s. offers their customers general overhauls and the realization of modifications, testing, repair, setting and exchange of actuators, etc. We also have fully equipped emergency vehicles which are able to react immediately to urgent requirements. Customer service care at company premises involves disassembly of valves, cleaning, exchange of sealing and connecting material, lapping of sealing surfaces and valve assembly. In the production premises at MSA, a.s. these services are extended by the facility for complex testing of valves."

Future plans:

The future plans of MSA, a.s. outlines Mr. Baláž's strategy very clearly: "Increase sales volumes, continue with high quality of production, continue innovation and development in the field of valves, the need to react quickly and efficiently to new development trends and requirements of particular customers." He continues: "We will also continue to make efforts to expand our company portfolio with companies where MSA figures as an approved supplier of valves. Expansion in to new markets which, for MSA right now, are the South American and North American markets. The objective is that MSA, a.s. constantly improves its position in the global market and remains among the world's best valve manufacturers."

Recent Projects 2011 - 2012:

- 2012 **ERZINCAN COMPRESSOR STATION - Turkey**
ball valves NPS 28" - 48" CLASS 600 (30 pcs)
- 2012 **UZBEKISTAN - CHINA GAS PIPELINE PROJECT - Uzbekistan**
ball valves NPS 42" CLASS 600 (5 pcs)
- 2012 **OGP GAZ-SYSTEM S.A. - Poland**
gate valves NPS 6" - 10" CLASS 600 (56 pcs)
- 2012 **ORYU, DEOKHA & ETC. STATIONS - South Korea**
ball valves NPS 4" - 30" CLASS 600 (20 pcs)
- 2012 **NORD-WEST ÖLLEITUNG - Germany**
swing check valves NPS 24" CLASS 150 - 600 (11 pcs)
- 2012 **MEGAL - LOOP SCHWANDORF - WINDBERG - Germany**
ball valves DN 50 - 400 PN 100 (78 pcs)
- 2012 **TC GULF - UAE**
ball valves NPS 3" - 4" CLASS 900 (98 pcs)
- 2012 **LSR - LOOP SANNERZ - RIMPAR - Germany**
ball valves DN 50 - 400 PN 100 (68 pcs)
- 2012 **CHEONG NA G/S AMENDMENT - South Korea**
ball valves NPS 14" - 30" CLASS 300 - 600 (10 pcs)
- 2012 **TC GULF - UAE**
ball valves NPS 2" - 24" CLASS 600 (14 pcs)
- 2012 **CHEONG NA G/S AMENDMENT - South Korea**
ball valves NPS 20" - 28" CLASS 600 (6 pcs)
- 2012 **JEMGUM PROJECT WINGAS - Germany**
ball valves DN 50-800 CLASS, 1500 (89 pcs)
- 2012 **KIESEHIR COMPRESSOR STATION - Turkey**
ball valves NPS 12" - 24" CLASS 600 (9 pcs)
- 2011 **KOGAS - CHEONG NA - South Korea**
ball valves NPS 10" - 30" CLASS 600 (222 pcs)
- 2011 **EIL/IOCL - India**
ball valves NPS 26" - 38" CLASS 300 (21 pcs)
- 2011 **IOCL INDIA PARADIP RAIPUR RANCHI - India**
ball valves NPS 10" - 18" CLASS 600 - 900 (42 pcs)
- 2011 **KKB MPL - India**
ball valves NPS 16" - 30" CLASS 600 (28 pcs)
- 2011 **INTERTECH DUSUP MARGHAM - UAE**
ball valves NPS 16" - 36" CLASS 600 (20 pcs)
- 2011 **SEOHO, JANGCHONG - UG - South Korea**
ball valves NPS 4" - 20" CLASS 600 (30 pcs)
- 2011 **HOTAN EWON & ETC STATIONS - South Korea**
ball valves NPS 6" - 8" CLASS 300 - 600 (57 pcs)
- 2011 **OSEUNG, GWANGGYO & ETC. - South Korea**
ball valves NPS 4" - 24" CLASS 300 (15 pcs)
- 2011 **DABHOL - BANGALORE PIPELINE PROJECT - India**
ball valves NPS 18" CLASS 600 (7 pcs)

MSA-RIMERA:

MSA a.s. is incorporated into the RIMERA Group, which ranks among the biggest Russian oil companies and which is striving to attain a leading position in complex integrated solutions for the energy sector.

Companies controlled by RIMERA combine four branches:

- Manufacture of industrial valves and equipment
- Manufacture of devices and logging at oilfields
- Maintenance and service for oilfield equipment
- Geophysical exploration