



**Solutions, Standards, Software**

**[www.klmtechgroup.com](http://www.klmtechgroup.com)**

**December 2018 Newsletter**

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### **1. Happy Holidays**

The holiday season offers us a special opportunity to extend our personal thanks to our friends, and our very best wishes for the future.

We wish to you a very Merry Christmas and a Prosperous Happy New Year. It is people like you who make KLM Technology Group such a pleasure all year long. Our business is a source of pride to us and with friends like you, we find going to work each day to make it a rewarding experience for everyone.

May you have the special gifts of Christmas in the New Year;

Love - even for those who do not deserve love, sometimes this includes ourselves.

Peace - which comes from forgiveness of yourself and others.

Truth - which is often hidden in today's world. The fruits of real truth are love, peace and joy.

Joy - what happens when we realize we are blessed far above what we deserve.

All the best to you and your family in the holiday season.

Karl Kolmetz

## **2. Kolmetz Handbook of Process Equipment Design**

**In January 2007, we published the first chapter of the Kolmetz Handbook of Process Equipment Design, Fluid Flow Hydraulics Line Sizing and Material Selection. Today we have over 50 chapters on a wide variety of subjects; equipment design, refining, ethylene, natural gas processing and safety.**

**We have a very good group of chapters that address Ethylene Plants and Refineries. Two of our most popular chapters are Hydrotreater Design and Process Unit Cost Estimating.**

**Thanks for your continued support of the Kolmetz Handbook of Process Equipment Design in the last 11 years.**

**The introduction to the chapters can be review on the web site.**

**[www.klmtechgroup.com/Engineering\\_Design\\_Guidelines.htm](http://www.klmtechgroup.com/Engineering_Design_Guidelines.htm)**

### **Equipment Sizing Software**

**We have developed equipment sizing software based on the Kolmetz Handbook of Process Equipment Design. We believe these are some of the best stand alone sizing programs.**

**We have completed;**

- 1. Units Conversion Program**
- 2. Hydraulic Line Sizing Program**
- 3. Control Valve Sizing Program**
- 4. Physical and Transport Properties Program**
- 5. Restriction Orifice Sizing Program**
- 6. Flare Sizing Program**

**[www.klmtechgroup.com/Engineering\\_Design\\_Software.htm](http://www.klmtechgroup.com/Engineering_Design_Software.htm)**

### **3. Training**

The highest factor in a process plant's profit is producing on test products. To have a good reliable plant you need to have at least a 97% on stream time. To obtain this you need to study the causes of failures. Many reliability studies show two main causes of unreliability; human error and instrumentation failure.

To be an effective manager, you should have a plan to reduce the main causes of unreliability. If you reduce the main cause of your problems, it will also make your life in general much better. Imagine having less phone calls at night, on the weekends and a higher bonus.

You should have a yearly budget to replace 10% of your instrumentation. This replaces all of your instrumentation every ten years. How many of your phones have lasted ten years? For certain critical sections of instrumentation ten years is too long.

You should have a training analysis and ongoing training program. For most average size plants, to go from 94% to 97% on stream time is several million dollars extra profit per year. If your training program is not reducing the human error incidents, you need to improve your training program.

The training participants must understand the basic fundamentals of the equipment they are operating to make the correct decisions. This is very important in choosing curriculum and trainers. They should almost be complaining it is too technical and too hard, gaining real knowledge is rarely entertaining, and it is actually hard work.

KLM Technology Group has helped train over 1000 participants in the last 21 years. We have hosted regional conferences and conducted numerous In House Trainings. With our operations and design background we understand equipment fundamentals and the level that operators and engineers should master.

<http://www.klmtechgroup.com/Training.htm>

We are developing some videos to assist training needs. Nothing beats the interaction between instructor and student, but training videos can lay some of the basic foundations needed for students.

We have published many introduction videos on U-Tube.

We will publish more introduction videos and we have some advanced videos for purchase.

The Introduction Videos include;

1. Introduction To Distillation Troubleshooting
2. Introduction To Project Management
3. Rating Process Simulation Programs
4. Introduction To Process Simulation
5. Introduction To Process Flares

Please review our Videos at

[http://www.klmtechgroup.com/Training\\_Videos.htm](http://www.klmtechgroup.com/Training_Videos.htm)

#### **4. Key Partners**

Over the last 21 years we have been fortunate to find some great key partners that have assisted KLM Technology Group.

1. Summit Technology Management- is a Southeast Asia based Consulting Firm that conducts Process Studies, Process Simulation, Basic Design Packages, and Unit Commissioning.
2. Quarks Engineering- is an Indian based Consulting Firm that conducts Process Studies, Process Simulation, Basic Design Packages, Unit Commission and Training.
3. Process Engineering Associates- is a USA based Consulting Firm specializing in process chemical engineering, process design, and process safety.
4. Broadwind Energy- A precision manufacturer of structures, equipment and components for clean tech and other specialized applications. As an ISO 9001-2008 and ASME certified fabricator, we're experienced manufacturer of turnkey solutions for pressure vessels and process skids. Our expertise is in fabrications —from massive wind towers, to storage tanks, to mining machinery components with pressure boundary / pressure vessel capabilities.

**5. Billington Process Technology-** Since 1998, BPT engineers have used a unique mix of theoretical and practical experience gained from 200+ offshore projects – combined with the ability to turn this knowledge into “Apps for process simulators” - to provide independent and trusted third-party specialist consultancy and software services to the upstream oil & gas industry. BPT customers are better able to increase capacity, improve margins, reduce costs, become more energy efficient, and achieve operational goals.

You can find our group of Key Partners here.

[http://www.klmtechgroup.com/Key\\_Partners.htm](http://www.klmtechgroup.com/Key_Partners.htm)

## **5. Advertise with KLM Technology Group**

Since 1997, KLM Technology Group has built their marketing data base. We strongly believe that KLM Technology Group can assist with your advertising and marketing. We have a great internet foot print.

### **1. Monthly Newsletter**

We publish a monthly newsletter to over 200,000 people (which you are reading). We average about 10% of the people opening the newsletter; so about 20,000 people open this newsletter. Most are in Oil and Gas industries. If you have a great product, you need to be listed as a key partner in our monthly newsletter.

### **2. Websites**

We have three websites with over 50,000 visitors per month. Anything we post on the websites will move very high in the search engines, due to our high website ranking. The newsletter will invite people to view the websites. If you have a great product, you need to be listed as a key partner on our websites and your brochure published on our highly ranked web pages.

### **3. Engineering Practice Magazine**

This is our fourth year of publishing Engineering Practice Magazine. It is the official voice of The International Association of Certified Practicing Engineers. The Quarterly Magazine has over 5000 views per issue. If you have a great product, you need to be advertising and publishing articles in Engineering Practice Magazine. Once a quarter we send a newsletter to invite 200,000 people to view the Magazine.

#### **4. Social Media - Linked In**

**We have 16,000 followers, mostly from the Oil and Gas Industry. These contacts are added to our newsletters emails.**

**We also manage 6 groups with over 14,000 members;**

**Distillation Technology (6,191 members),**

**Petrochemical Plant Commissioning (6,860 members),**

**Olefin Technology (1,487 members) and others.**

**Our average post on Linked In receives about 4,000 views. Our largest post received over 40,000 views, 126 likes and 61 comments. We post all our newsletters on Linked In.**

**We believe that KLM can assist your team in marketing and advertising your product.**