

UDEC NEWSLETTER

No.12 December 2010



2010 in a 'Sea' shell

2010 has been such a full and exciting year! To recap a few highlights:

We have successfully implemented our new operating system and have smoothed out most of our teething problems in this regard. Your patience has been much appreciated!

Barbara has had the pleasure of introducing you to many of our suppliers during the course of the year and we thank you for meeting with them and trust that their visits have been beneficial.

Our most successful accomplishment would be the award that we recently received from Sasol for recognition of excellence and we will strive to continue to improve our service to ALL our valuable clients in years to come.

A summary of 2010 will not be complete without a mention of the Soccer World Cup South Africa so proudly and successfully hosted earlier this year.

2010 has without a doubt been AYOKA for us all!

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New Hiller test machine

Since the beginning of the year, UDEC Process has been promoting technology that can be titled as a 'quantum leap in separation technology'.



The photo shows the latest pilot plant to be used in food applications such as beer, wine, fruit juices etcetera.

It replaces the conventional press/ juice clean-up sequence by one single step.

Example: Instead of pressing apples, then separating the juice to remove the particles that hinder ultra filtration. The Hiller decanter press works at 4000 x G-force (earth's gravity). The decanter separates the finely milled apples into solid skins and pips and a juice that is free of all coarse particles within a few seconds.

Borsig Heat Exchanger

Our principal Borsig in Berlin is one of the few companies in the world that can design a specific type of high pressure/ high temperature Process Heat Exchanger for the huge Sasol plants.

A number of very large units are under construction for the Secunda operations according to the most stringent manufacturing standards of Sasol Technology and Fluor in Houston, Texas.

The order placed is the largest ever received by UDEC in its more than twenty years of existence. We are proud to be associated with BORSIG and SASOL on such a significant project.



Supplier visits: BASF, CECA and JACOBI

This quarter we had no less than 3 supplier visits. Pictured below from left to right:

Alf-Eric Wischnat, from **BASF** visited South Africa in September. Alf-Eric is the Global Product Technology Manager of Adsorption Processes & Technical Services. Barbara and Alf-Eric spent a lot of time at a steel plant in Saldanha. Alf-Eric also gave the sales girls some training on the BASF range of Adsorbants.

At the beginning of October Barbara and **Alexandre Terrigeol**, the **CECA** Market Manager Oil & Gas, paid a visit to Sasolburg and Durban clients.

Towards the end of October we were again happy to welcome **Nortberto Bonalumi** from **Jacobi** who had follow up meetings with the clients he and Barbara visited earlier this year.



PERSONAL PROFILE

HANS PERABO

Married?

Very happily to my wife Annelie

Children?

Two daughters, Barbara and Annette.

You were born and raised in Germany, how did you land up in Wellington, South Africa?

Being a graduate in Oenology from Geisenheim I had the world open to work as a winemaker anywhere I wanted.

When people look back at your life, how do you want to be remembered?

As a person that always tried to change the way products are made, notably in wine and fruit juice.

Do you install toilet paper so that you pull from the top or the bottom of the roll?

Always from the top, otherwise the paper work cannot

be finished properly and consequently the job not been completed.

What is your favorite color of socks to wear?

N/A, I need no socks for most of the year.

Where is your favourite dining spot?

In Annelie's kitchen.

Woman or cars?

I guess cars, less complications even though an entire waste of money.

How often do you break the speed limit?

Do you mean going below or above the limit?

Describe yourself in 3 words.

Hardworking, hardworking, hardworking.

What is your taste in music?

WA Mozart, of course

If you could have a luncheon with any three people

(real or fictitious/ from any time period, dead or alive), which three people would you choose and why?

I think it would be fun with Mozart, Peter Scholl Latour and for entertainment, Julia Roberts.

What did you have for breakfast

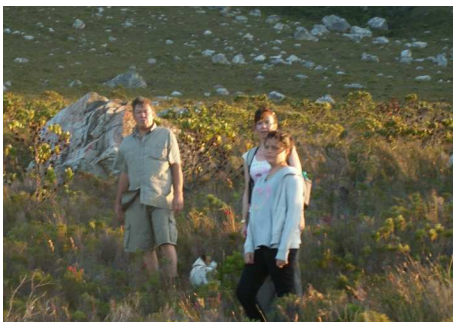
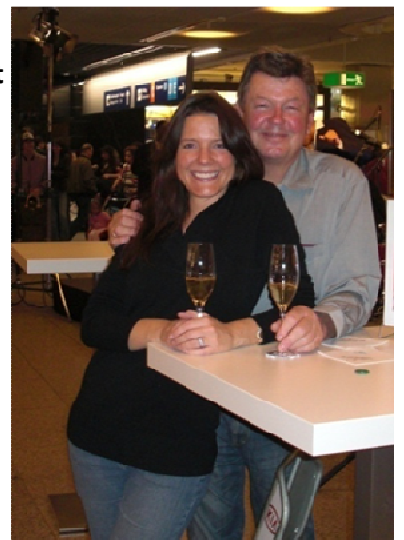
Coffee with milk (to be able to drink it quickly) and lots of sweet stuff with it.

If aliens landed in front of you and offered you any position on their planet, what would you want to do?

Sounds boring: a wine-maker/ grower, or better: Scuba Diver?

Which is your most cherished childhood memory?

Catching trout with my bare hands.



Year End Picnic at Diemersfontein

This year the UDEC team and their families enjoyed a picnic at Diemersfontein as our year end function. Here are some photo's of us relaxing under a shade tree enjoying our picnic treats and some good Boland wine.



New addition to our team— Welcome to Sihaam Meyer!



On the 11th of October Mrs Sihaam Meyer joined UDEC. Sihaam is responsible for the switchboard function as well as administration support to the sales team. We are pleased to welcome Sihaam to our team and if you haven't already, we are sure you will soon have a chance to talk to her.

*As this is our final Newsletter for 2010; we would like to wish you all a wonderful Festive Season. We look forward to talking to you again in 2011!
With warmest regards from Hans, Barbara and your UDEC Team!*