

Local Support Around the Globe

OGI sits down with Stuart Bell, Vice President Global Sales, Klippon Engineering UK Ltd, to learn more about the work they do for the future of the process industry. Klippon Engineering is the internationally renowned partner of the Weidmueller Group and is here to help us understand more about the most important factors facing the industry today.

OGI: Could you start by explaining Klippon Engineering's credentials and experience in terms of your products and services for the oil and gas sector? Could you tell our readers the breadth of your experience, how long the company has been active, and its reach?

Stuart: In today's oil and gas sector, plant availability, modularisation and digitalisation are among the most important factors for being competitive on the international market.

Our goal as Klippon Engineering, the internationally renowned partner of the Weidmueller Group in the field of process engineering, is to support our global customers along that process with our customised solutions. Therefore, we have dedicated experts with long term experience from over 15 countries that are focusing on this task. For our customers, it means local support out of a globally operating network.

We called this formation Klippon Engineering after our globally known brand Klippon® and headquartered it in the UK, honouring where we started producing the first fully certified terminal blocks and enclosures more than 60 years ago.

OGI: Could you talk a bit about the work that you do in the oil and gas industry?

Stuart: Our globally operating network focuses on the development and supply of solutions that extend the service life of plants, increase production efficiency, reduce investment costs, and enhance safety – always in accordance with the latest internationally recognised certifications and standards.

OGI: What is the scope of your solutions?

Stuart: Our offering ranges from connectivity solutions, power and signalling protection products and systems, to complete solutions and technologies for communications, retrofit and migration, automation, translation, IoT and data acquisition/analysis. Currently, many of our experts are working on projects focusing on PLC migration where it is often a requirement to exchange the control units



Stuart Bell, Vice President Global Sales, Klippon Engineering UK Ltd.

Stuart Bell is currently the Vice President of Global Sales at Klippon Engineering, a Weidmueller Company. A Sales focused and driven customer-centric leader with over 25 years of International experience in the oil & gas and electrical services markets of the UK and the Middle East.

with minimum downtimes and in areas with limited build-up space. Another key topic we are working on, is the integration of data and Industrial IoT driven solutions, like condition monitoring, into existing systems.

OGI: What does “connectivity” mean to Klippon Engineering, and why is it so important nowadays to industries such as oil and gas?

Stuart: We at Klippon Engineering identified connectivity as the key to meeting the industrial needs of the present and the future. For example, increasing production efficiency by using the benefits of data analysis and automated machine learning. That's why our “Best in Market” solutions from the well-known Klippon® brand have a close connection to all areas of the process industry. Whether oil and gas, chemicals and pharmaceuticals, water treatment, heavy industry, glass, or paper production. We are involved in all branches of the industry.

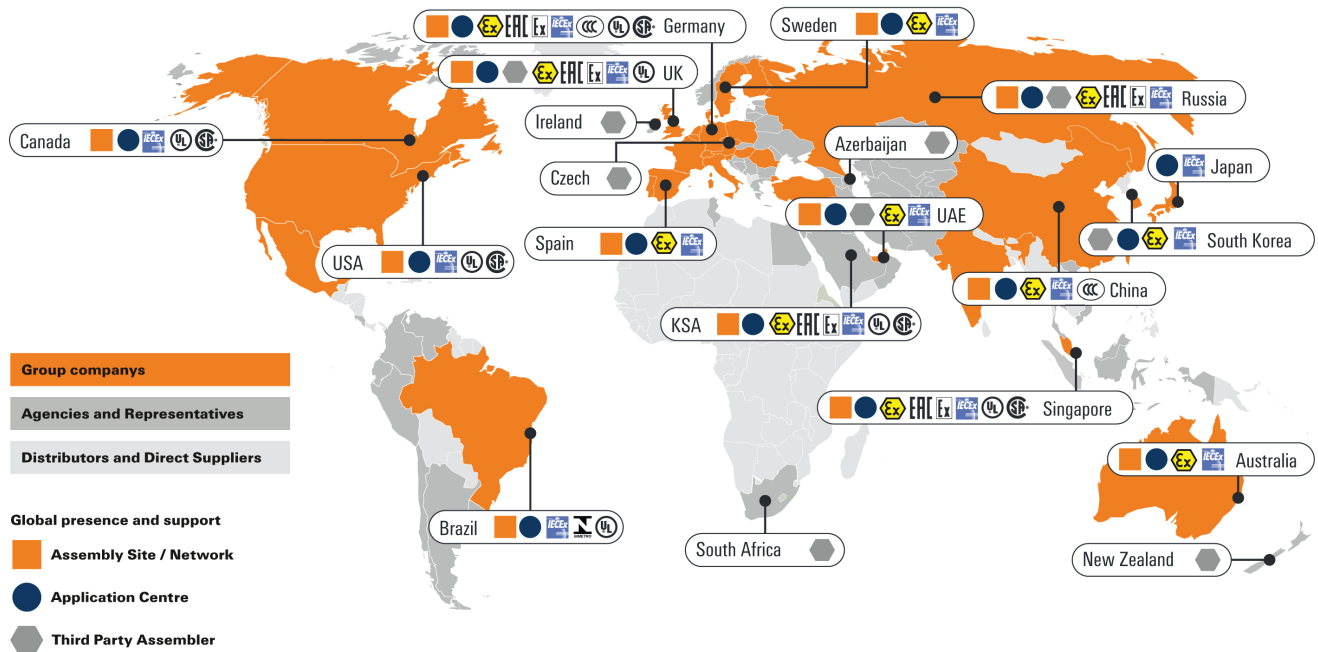
OGI: The use of IoT (Internet of Things) is continuously ramping up in the processing sector, could you talk a bit about that and your role in it?

Stuart: We have identified this topic as one of our focus areas, our background within the Weidmueller Group offers us a wide range of solutions that we can apply to the individual needs of our oil and gas customers. With our modern IoT controllers, I/O systems, and edge devices, we provide compact, individually scalable connectivity solutions for process



The Klippon Engineering ranges from connectivity solutions, power and signalling protection products and systems, to complete solutions and technologies for communications, retrofit and migration, automation, translation, IoT and data acquisition/analysis.

Customers benefit from the global Klippon Engineering Expertise Network.



control, monitoring and predictive maintenance. Within our Single Pair Ethernet (SPE) System Alliance we and other partners from the field of electrical connectivity rely on Single Pair Ethernet technology when developing the new industry standards of Ethernet cabling, meeting the future requirements with regards to space and installation effort for our customers.

OGI: Earlier you mentioned your international network, can you explain how this meeting the needs of your customers and partners.

Stuart: We have established manufacturing, assembly, engineering and application sites as well as key partners in focus areas to enable us to reduce customer and partners shipping costs, reduce the shipping time of goods and equipment and more importantly bringing us closer to our customers.

Wherever in the world, the client can get the same solution from our network, this means if they have global sites, we can support them locally, in the time zone, language and working time.

Importantly we have the necessary global certifications to cover many of the nation and international al standards needed by the market.

OGI: What migration or retrofit solutions are you offering and how is the customer benefiting from it?

Stuart: We offer a variety of PLC migration interfaces, migration platform solutions, universal PLC systems as well as front connectors and assembled cables for all commercially available PLC systems. Our

customers benefit from a fast and safe rewiring of controls, sensors, or actuators, even for these complex machines and systems. Our migration and retrofit solutions speed up installation and avoid wiring errors. This saves time and money. If required, we also supply our customers with an individual PLC/DCS migration solution including approval.

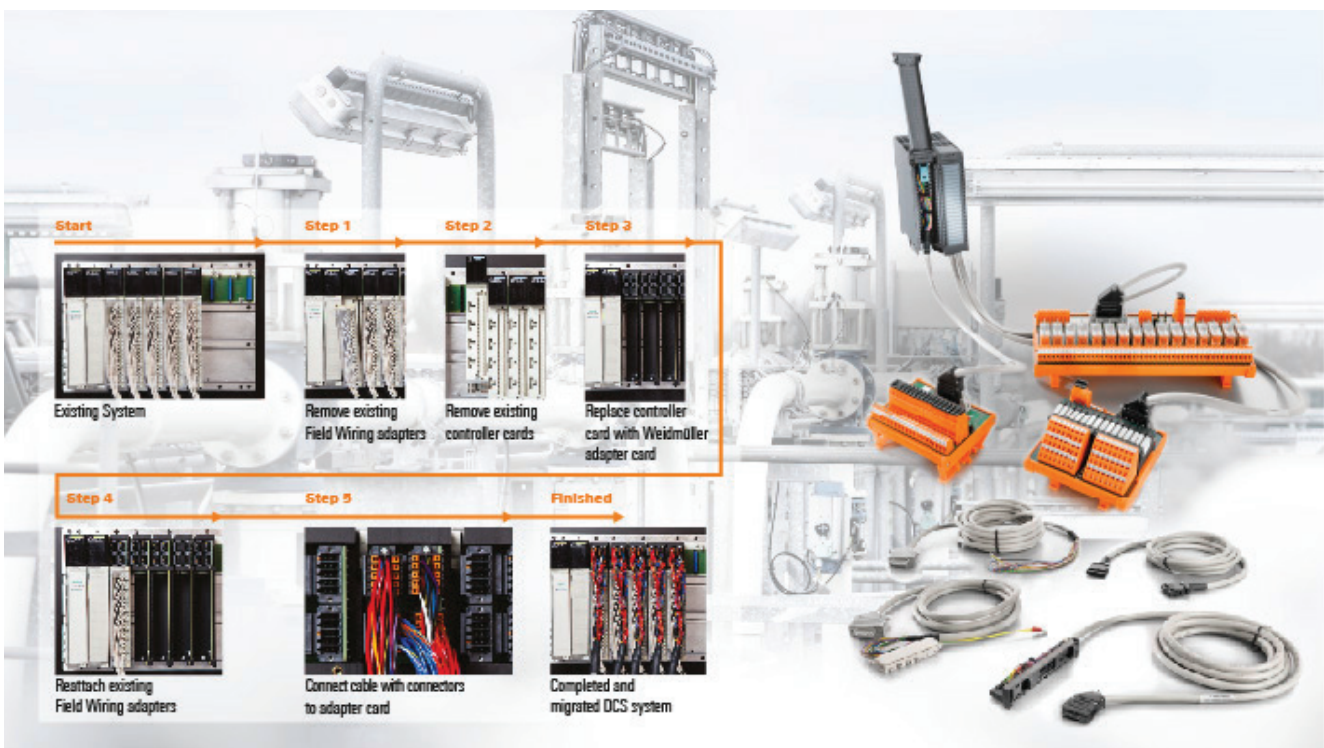
OGI: Thank you for your time. •

If you would like to know more about how Klippon Engineering UK Ltd can help your company and its operations, please contact them at:

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Klippon Engineering migration and retrofit systems facilitate the easy introduction of new systems and accelerate the upgrade of DCS, PLC, and automation systems.