



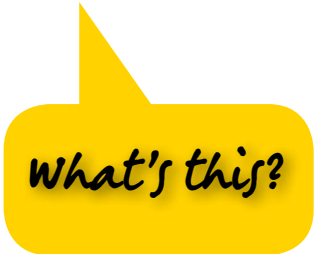
**CHESTERFIELD  
SPECIAL CYLINDERS**



# Chesterfield News

December 2011

CONTINUING OVER A CENTURY OF INNOVATION IN HIGH PRESSURE CYLINDERS  
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*What's this?*

This Newsletter sees the first widespread exposure of our new company logo which we hope will be well received.

Designed by our marketing agency, the new marque is intended to reflect a modern, precision engineering image, not necessarily associated with forged steel - as was the case with the logo it replaced.

The previous design was adopted in 2005 as an element of continuity in bridging the transition from the former



Chesterfield Cylinders Limited (based in the town whose name it bears) to the newly formed Chesterfield Special Cylinders, when relocating to our present base in Sheffield. It harked back to the period before World War II when cylinder manufacturers were required to adopt a registered mark by which their cylinders could be identified. The company at that time was called The Chesterfield Tube Company - hence the CTCO shown as if stamped into the hot metal.

Having helped achieve that aim, it was felt it was time to reflect the fact we are a forward-looking 21st century engineering business. But, on the basis that the best approach to corporate identity is evolutionary rather than revolutionary, the rest of the corporate identity will remain unchanged for the time being.

Axel is based at the German office of Chesterfield Special Cylinders Ltd and can be reached at:  
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**We are delighted to be able to report the appointment of Axel Mohnhaupt as Sales Manager for Germany and associated European markets.**

Axel is a well-known figure in those German industrial sectors where high-pressure gas containment has many and various applications. This prominence derives from his time at MCS International GmbH, formally Mannesmann Cylinder Systems, where Axel was the responsible sales manager for all products, worldwide.



"Coming from a direct competitor of ours among the few companies in the world who can forge ultra-large seamless steel cylinders, Axel's accumulated insight and experience will strengthen our sales team", says Director and General Manager, Mick Pinder.

Featuring prominently in that experience was the contact with gas distributors and manufacturers of high-pressure systems - in such areas as bulk road trailers, ground and buffer gas storage, naval and marine applications and green technologies.

Whilst Chesterfield and MCS have similar ultra-large cylinder product ranges, Chesterfield has a broader engineering capability and a wider range of cylinder re-testing and aftermarket services, including in-situ testing of large cylinders in fixed positions. Axel will also seek to promote these services, demand for which is growing rapidly around the world (see story overleaf).

Axel also has other experience he hopes to use to good effect. He says: "One of the main developments in the recent past and increasingly in the future is cylinder applications which support green technologies, such as the transporting and storage of hydrogen and CNG, or applications where gas storage contributes to the matter of energy saving.

"I believe that the combination of these applications - together with the Chesterfield product portfolio - and certainly with the experience of the engineering and quality team - will be a step forward for our customers. I am very much looking forward to developing this business and communicating the range of engineering support available from the UK to continental Europe."

**This month our company has seen the retirement of Sales & Marketing Director, Phil Redfern. To many customers around the world Phil was the face of Chesterfield. He was one of the original five directors who participated in the management buyout in the summer of 2005 and in the relocation of the works from Chesterfield to Sheffield.**

Phil joined the business in 1997 after 7 years at hydraulic cylinder manufacturers, Kinetic Engineering & Design. Prior to that he had spent a similar period in UK and overseas sales at BOC Ohmeda Healthcare. Phil acquired his initial experience of sales and marketing early in his career, at engineering giants Davy McKee in Sheffield, when he did his graduate apprenticeship.



**In the Special Products Division at Chesterfield, he developed many of the ideas and contacts for new applications for large cylinders which has sustained our business in those products ever since.**

**In his address at Phil's retirement presentation, CSC Chairman and Group Chief Executive, John Hayward, made special mention of this fact. In particular he referred to Phil spotting the opportunity for us to manufacture ultra-large cylinders (APVs) for use in motion compensation and anti-heave systems in the worldwide offshore oil and gas industry. This has grown to be the segment of our business with the highest turnover.**



At Phil's farewell gathering, John Hayward presented him with vouchers to buy golfing equipment.

Continues overleaf →

## Large orders for large cylinders



The last three months have seen a significantly increased order intake for ultra-large cylinders amounting to more than £7.1 million. Several will be completed in the coming year, while others ensure continued production into 2013 and beyond.

Among the end-uses of these cylinders are orders for stabilising heavy cranes on floating offshore platforms, anti-heave systems for four drill ships and ground storage for industrial gases.

In the defence sector, Chesterfield has won an order to supply bulk cylinders for breathing air, weapons systems and safety systems for two 'Scorpene' S-BR class conventional submarines, being built by French

Left: A submarine under construction in the yard of DCNS in Cherbourg. Copyright: DCNS

constructor DCNS for the Brazilian navy. The batch for the first boat will be supplied in 2012, and for the second boat in 2014. The order underlines the relationship we have built with DCNS, for whom we are already supplying cylinders to a highly demanding process route specification for their 'Barracuda' programme.

General Manager, Mick Pinder, comments: "These orders reflect much hard work by the sales team, but also reflect the trust which customers put in our technical and production performance.

Our company is also in the process of undergoing world-wide tendering for preferred supplier status for cylinders for the offshore industry - a necessary part of doing business with large multi-national engineering concerns in the 21st century."

### Phil Redfern...



Phil in a role less familiar to many, fronting the company's presence at exhibitions around the world: at a naval equipment show in Paris in 2008 and (above right) meeting the UK Minister for Defence Procurement, Lord Drayson, at the Defence Services Exhibition in London in 2007.

More recently, Phil was instrumental in the establishment of the Biogas Division, since formed into our sister operating company Chesterfield BioGas Ltd (CBG). There he helped develop the business plan and the company profile to promote the use of Greenlane biogas-to-biomethane upgrading equipment, for which Chesterfield is the sole partner for the UK and Ireland.



Phil travelled widely and made many firm

friends among our customers and our representatives around the world. He claimed he could say "My friend will pay" in 29 different languages. He also served on the Council of the British Naval Equipment Association (BNEA), where he represented the views of SMEs on developments in the maritime and defence sectors.

Apart from supporting Rotherham Rugby Club, we understand that Phil aims to spend much of his extra leisure time on the golf course - so anyone planning to be in the area of the Renishaw Park Club is advised to wear a hard hat and safety glasses.

However, Phil will still be seen around the place for a while yet as he has been appointed a Non-Executive Director of CBG, where his experience will continue to be invaluable in the further development of that complex and demanding business.



Internal examination of cylinders being carried out by Chesterfield's David Palazon (top) and Alan Harding in the confined space in the evacuation vessel's lower deck.



#### Update to a story in the September Newsletter:

Having successfully carried out a pre-inspection visit in the summer, our team have been back on board four Icebreaking Emergency Evacuation Vessels (IBEEV) at their base in the Caspian Sea in Kazakhstan, carrying out the in-situ testing programme on fixed ultra-large breathing air cylinders which operate at 350 bar.

Each vessel has 16 cylinders, all of which were tested. These vessels are, in essence, enormous pressurised lifeboats over 45 metres long and comprising three decks. The large 1700 litre cylinders are fitted in banks in the lowest deck below the water line and are impossible to remove without cutting them up - hence the need for our in-situ inspection services.



If you would like to read past issues of the Chesterfield Newsletter, you can access them via our web site at [www.chesterfieldcylinders.com/news](http://www.chesterfieldcylinders.com/news)

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A Pressure Technologies group company

