25 YEARS OF LINE PIPE LOGISTIC SOLUTIONS



PRODUCTS FOR: COATING - PRESERVATION - HANDLING - STORAGE - TRANSPORT - CONSTRUCTION



25 YEARS OF LINE PIPE LOGISTIC SOLUTIONS!



Dhatec is a division of Shawcor Ltd. leading integrated energy services company in the world. Shawcor Ltd. is responsible for protecting the integrity of operational assets in multiple global markets.





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INTRODUCTION



2017 is a special year for Dhatec as we celebrate our 25th anniversary. Our history goes all the way back to 1992 and therefore we would like to take a look at the past 25 years.

In this exclusive edition, Dhatec's founder, Fred Das, was interviewed to map out the history of the company. Through pictures and highlights, the story '25 years of experience in the pipeline industry' is written.

In all these years our product assortment has been expanded and product development was successfully implemented. The pictures in this book provide an overview with best practices in line pipe logistics.

Please enjoy going through this book and learn more about Dhatec!

Merel van Heerde Marketing & Communication Executive



On May 1st 2017, Dhatec will celebrate its 25th anniversary. Dhatec now occupies three buildings with a total of 8000 m2 of factory and warehouse space, with an additional 800 m2 of office space, all situated in the industrial area of Bergeijk in the Southern region of the Netherlands. A warehouse has also been established in Houston, USA, the energy capital of the world. More than 50 employees look after the design, production, sales and delivery of products to protect line pipes all over the world from damage. With yearly revenues exceeding 20 million Euros, Dhatec is a key player in a global niche market.

In this special edition of our photo album we would like to share Dhatec's history with you and we look forward to continuing our business in the years to come!



1992

Dhatec was founded in an old chicken barn in the small farmer's town Luyksgestel, the Netherlands by Fred Das and Franca van Ham. The name Dhatec is a combination of their last names <u>D</u>as and van <u>HA</u>m. Based on the technical nature of the products, the suffix "<u>TEC</u>" was added and 'Dhatec' was born.

The first product was the Bevel Protector. This product is clamped against the internal pipe surface to protect bevelled pipe ends from damage during the pipe transport & handling process.





1992-1995

During the first few years after the company was founded, it was challenging to sell the innovative Bevel Protector. Given the pre-internet era, founder Fred Das gathered information in libraries, searching for companies in books about the metal and pipeline industry. Through company visits and the development of close client relations, efforts were made to create brand recognition and more importantly product recognition.

1995

After three years of struggling and deep personal investments from the founders, the first big order came from a Finnish pipe company 'RautaRuukki' which resulted in Dhatec's first profitable year.

1995-1998

In the following years, the hard work began to pay off. With an increasing number of orders, the inventory and company resources were starting to grow as all money earned was invested back into the business.





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1999

The company was growing rapidly and soon the chicken barn was bursting at the seams. In 1999 the move was made to a real industrial building designed by Fred himself to suit the needs of Dhatec. With a true entrepreneurial spirit more products were developed to solve practical problems faced by Dhatec's customers.

2000

Over the course of the decade, there was an enormous growth of the Internet business. Companies started entering the World Wide Web for e-commerce and in 2000 Dhatec introduced their first website: www.dhatec.nl.

2002

In 2002 Dhatec celebrated their 10th anniversary. One of their first customers, Eisenbau Krämer, presented a special pipe section for the application of the Bevel Protector in the lobby of the facility.





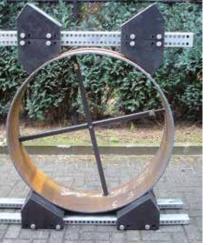
2003

On the 15th of March, 2003, the first milestone was reached – production of the millionth Bevel Protector!



As the demand for Bevel Protectors began to grow, so did the need for other line pipe products, which led to the design of a number of additional innovative products designed to solve customers' problems. The Bevel Protector was then offered with various pipe closure add-ons based on the customers' requirements.

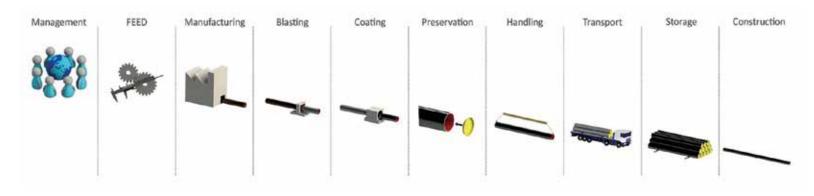




2005

After years of development, student Idsart van Assema introduced a safe and flexible system to transport pipes, named System88.

With the total supply chain of line pipes in mind, Dhatec developed a strategy providing logistic solutions to all parties involved in the supply chain. The launch of the new product System88 helped shift the focus from the Bevel Protectors to a more extensive offering of products for pipe logistics.





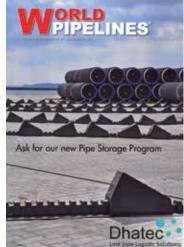


2009

As the years passed by, Dhatec started to play a role in the world's largest pipeline projects. For the two 1,220 km Nord Stream pipelines (a natural gas pipeline through the Baltic Sea) Dhatec became the supplier for the transport system utilizing System88. The newly designed transport product became a standard in the line pipe industry.

Dhatec noticed that this transport system was also being used by clients for storage. As this system was specially been developed for 'moving' pipes, Dhatec designed a special system for the storage of pipes, named Pipe Stop. This system was also introduced with the Nord Stream Project.

In late 2009, the marketing and communication efforts made big steps forwards with global advertisement programs. In October, the magazine 'World Pipelines' published Dhatec's first front cover advertisement with a key editorial titled 'Safety in storage'.







2012

At the end of this year, founder Franca van Ham decided to leave the company to focus on other businesses. Her share was filled in by Idsart van Assema who became Fred's new business partner as their cooperation proved to be very synergistic.

2014

After 2 years of research and development, Dhatec was proud to supply their newly developed end cap solution with breathable membrane for the South Stream Project (the pipeline project to transport natural gas of the Russian Federation through the Black Sea to Austria).

Dhatec rented more warehouse space as over 270,000 products had to be produced, stored and delivered to customers in Russia, Germany and the Emirates.

In April of this year, Dhatec also introduced their newly redesigned website including its first online web shop. This was a big milestone for Dhatec and the industry.



2015

On January 5th 2015, Dhatec was acquired by the Canadian company Shawcor, the world's leading integrated energy services company. This was a positive development for Dhatec as they now were part of a big stock listed company with a worldwide footprint. There was also an organizational change. Fred decided to take on a role as Business Advisor and Idsart stayed as the General Manager.





2016

After 25 years, Fred decided to leave the company at the end of 2016. He always enjoyed his work as a entrepreneur but it was time for him to start a new chapter in his life. During Dhatec's Christmas celebration, Fred's contributions were recognized and he received his last business card in Gold as the founder of Dhatec.





As of January 1st, the Canusa-CPS operations for Europe, Africa and Russia (EAR) moved to Dhatec's Bergeijk facility. To accomplish this integration, some renovations were carried out at Dhatec to create workspaces for Dhatec and Canusa-CPS employees. New warehouse space was also rented for the additional inventory.

In the third week of January, the first shipment for Canusa-CPS was completely processed and shipped from this new location.

Today, Dhatec is still very customer focused and entrepreneurial. With a skilled, well-educated and highly motivated workforce, the company is ready to grow further with Shawcor under the Pipeline Performance Products business unit. Dhatec is ready and excited for the next 25 years to come!

LOGO EVOLUTION







Year: 2016

Year: 2015

Year: 2009



Year: 2007

Year: 2002

Year: 1993

LEAFLET EVOLUTION





Year: 2016



Year: 1998



Products & Services



Year: 2015



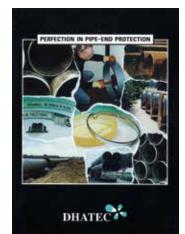
Year: 1996



Products & Services



Year: 2008

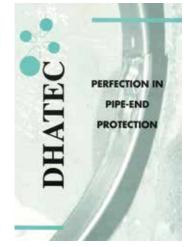


Year: 1995





Year: 2000



Year: 1993



FAIRS & EXHIBITIONS



2017 Ami, Vienna

2017 Nace, Houston

2016 Tube, Düsseldorf



2014 Adipec, Abu Dhabi

2014 Tube, Düsseldorf

2013 Mesc, Dubai



FAIRS & EXHIBITIONS



2012 Tube, Düsseldorf

2011 Ami, Vienna

2010 Tube, Düsseldorf



2010 Adipec, Abu Dhabi

2009 Ami, Vienna

2007 Pipeline Protection, Edinburgh

























VALUE CHAIN



IAIN

DHATEC A SHAWCOR COMPANY

In the global supply chain of tubes and pipes we provide innovative solutions to maintain quality, ensure safety and enhance efficiency.

PRODUCT ASSORTMENT

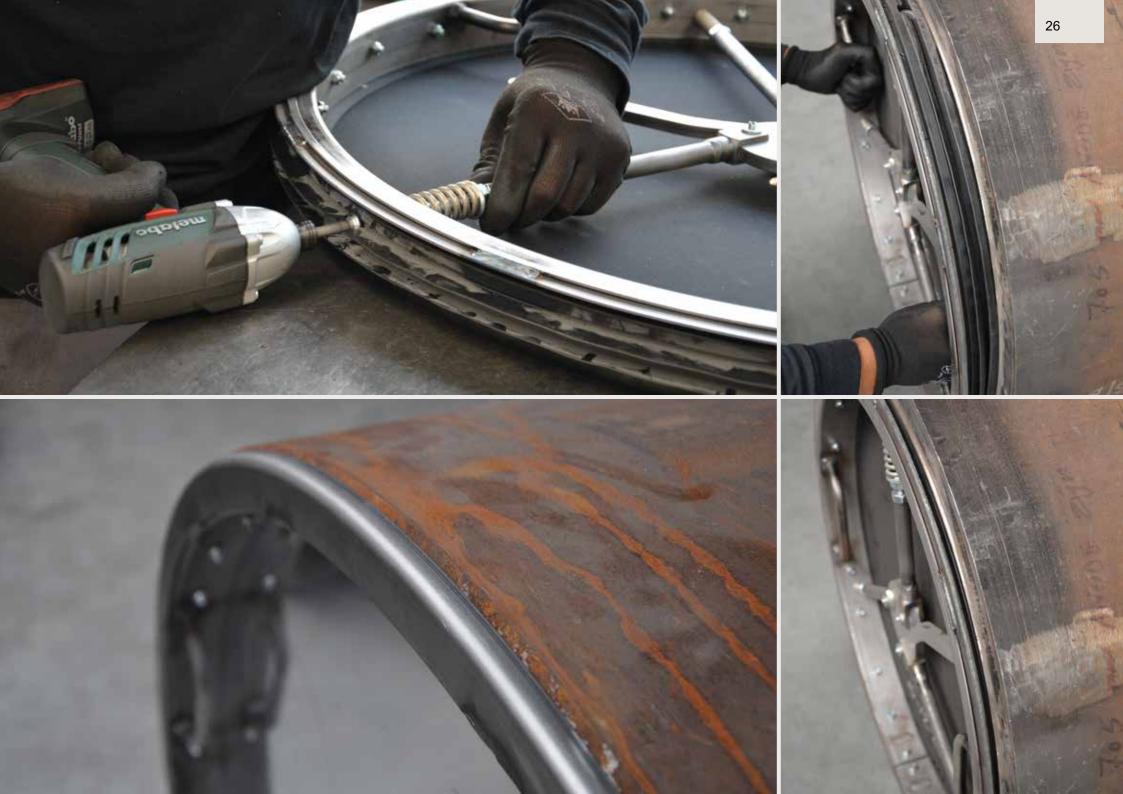
PIPE COATING

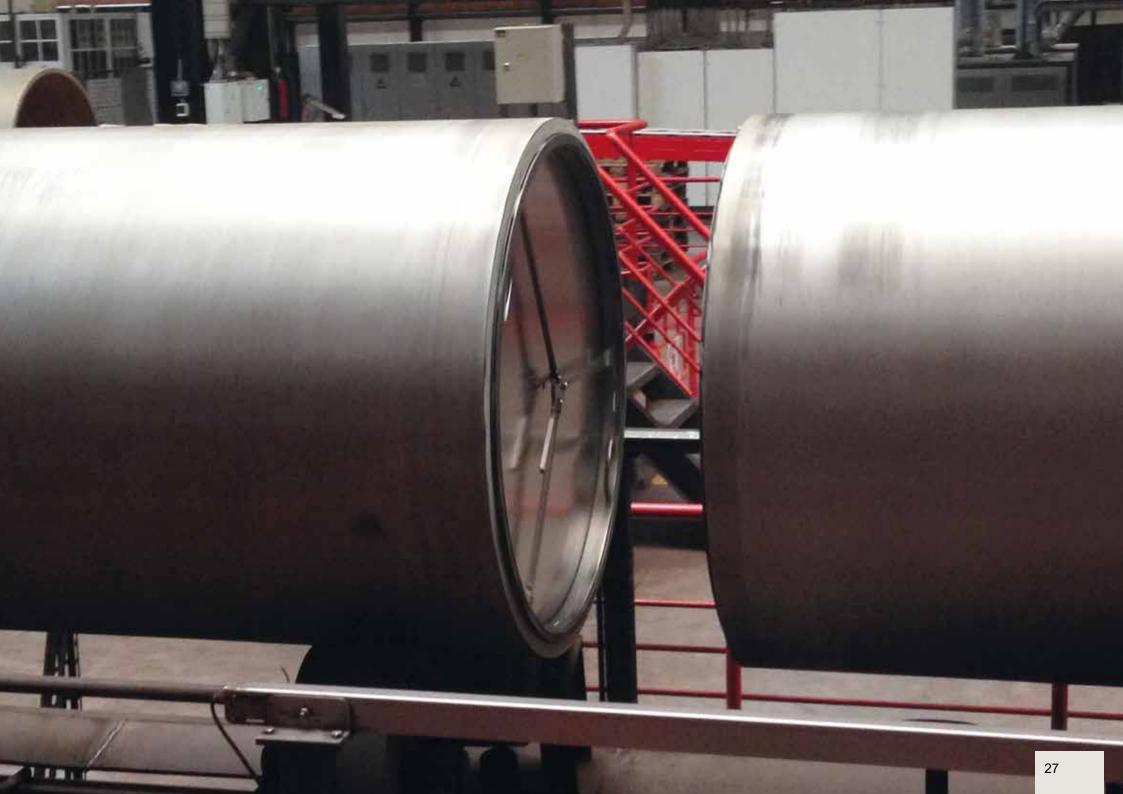
Blasting Plug Standard	24
Blasting Plug Mini	28
Coupling Standard	30
Coupling Premium	32
Clamping Tool	38
Coupling Light	39
Coupling Mini Adjustable	40
Connecting Pipe Coupling	41







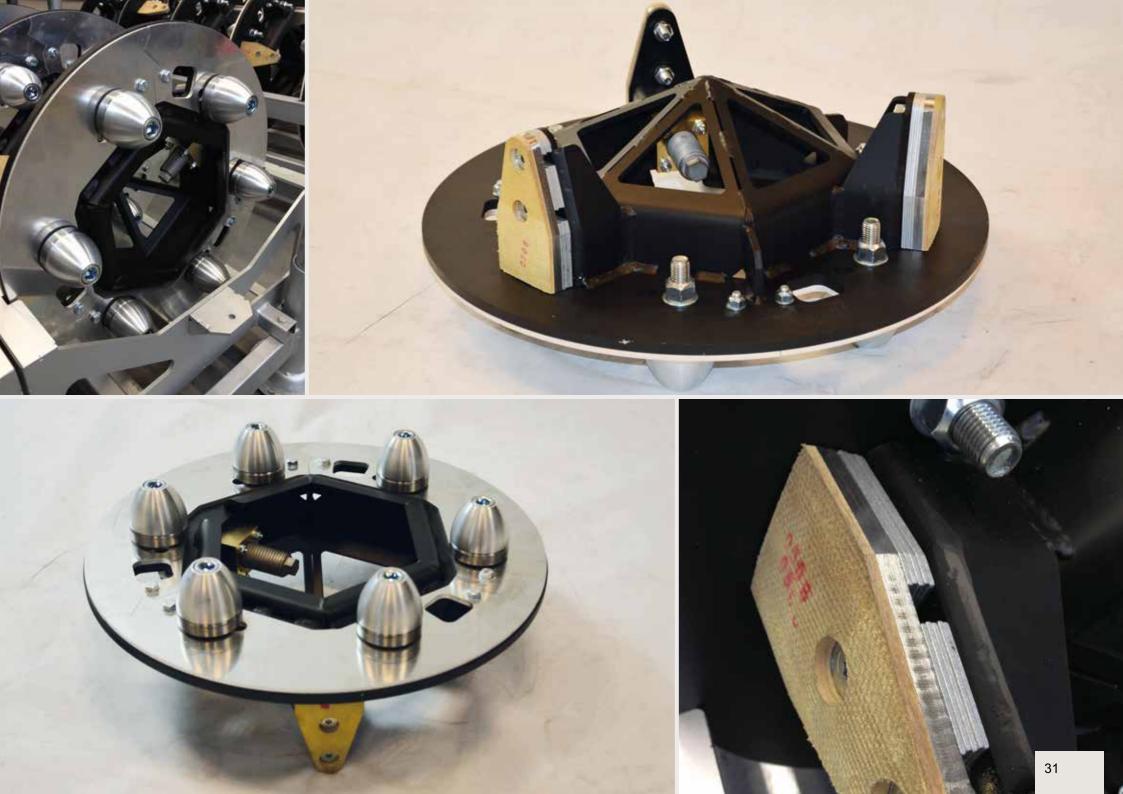












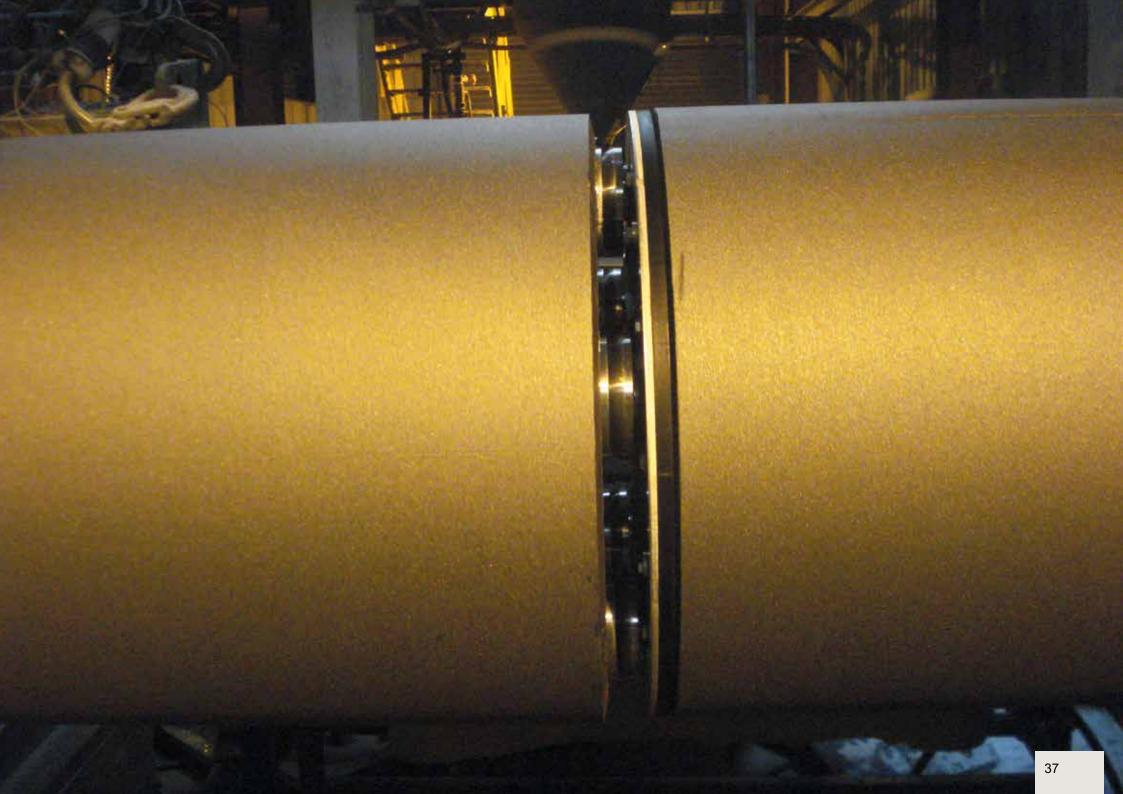




























PRODUCT ASSORTMENT

PIPE PRESERVATION

Bevel Protector	44
Clamping Tool for Bevel Protector	48
Cross Bracing	49
PE Plug & Bevel Protector	52
Pipe Cap	57
Recessed Cap	59
PVC Plug & Bevel Protector	63
Injection Moulded Plug with breathable membrane	65
Flange Protector	68
Flange Protector Self Adhesive	68
PVC Flange Protector	68
Desiccant Bag	69
End Seal Tape	71





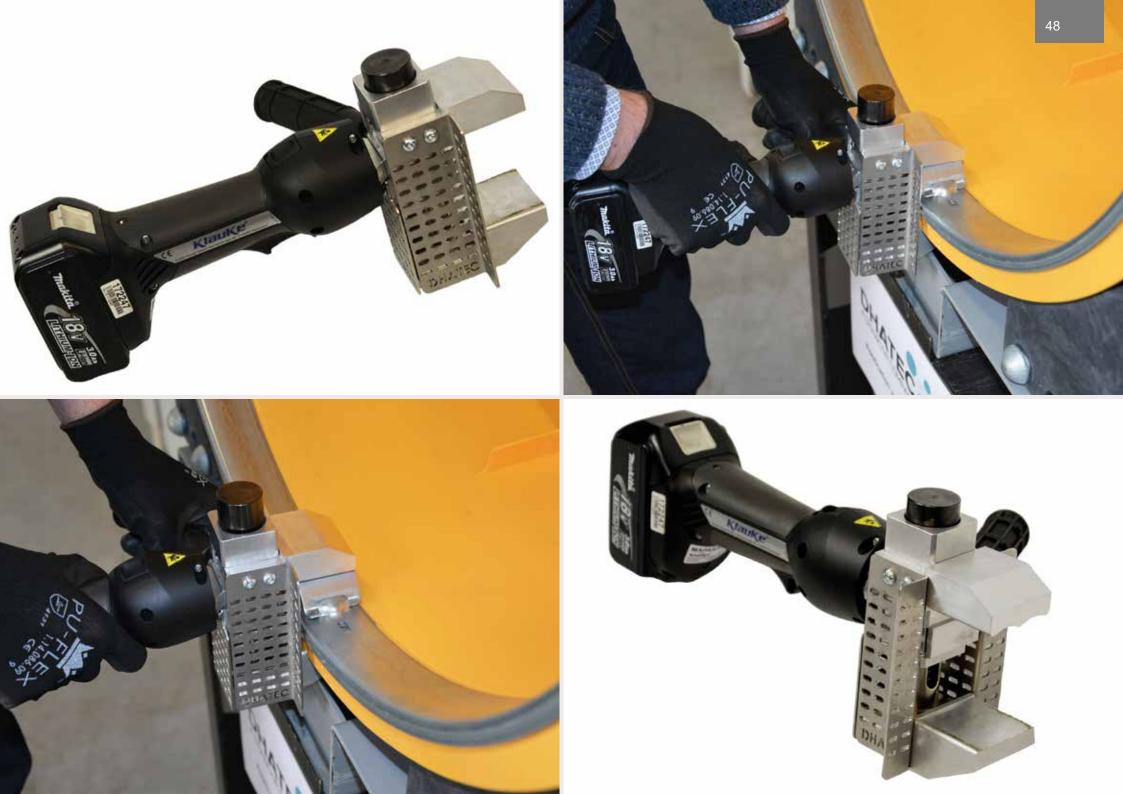






































































PRODUCT ASSORTMENT

PIPE HANDLING

Pipe Hook	73
Pipe Roller	76

















PRODUCT ASSORTMENT

PIPE TRANSPORT

System88	81
Pipe Raiser	91
Pipe Carrier	94
Anti Skid Mat	94
Slide Stop	95





















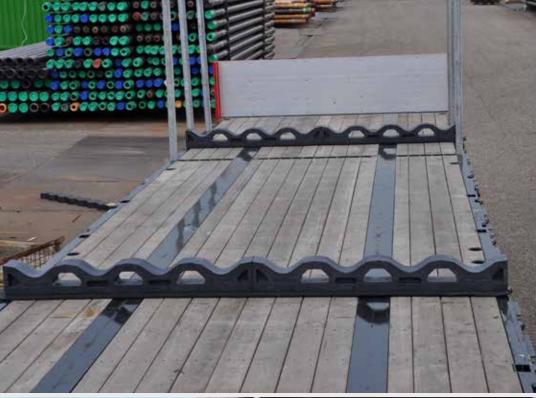






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PRODUCT ASSORTMENT

PIPE STORAGE

Pipe Stop	97
Pipe Stop Measure-Mate	107
Pipe Carrier	108
Pipe Clamp	112
Pup Joint Carrier	115
System88 for storage	118
Stack Cover	122



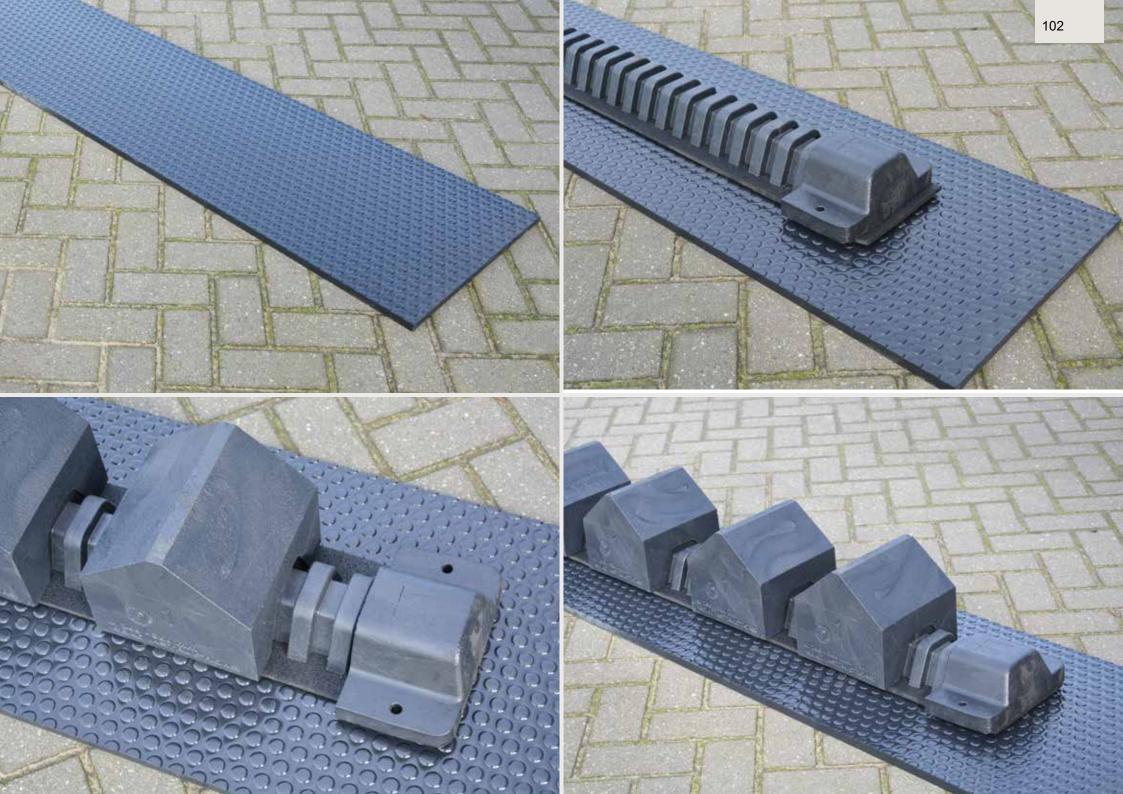






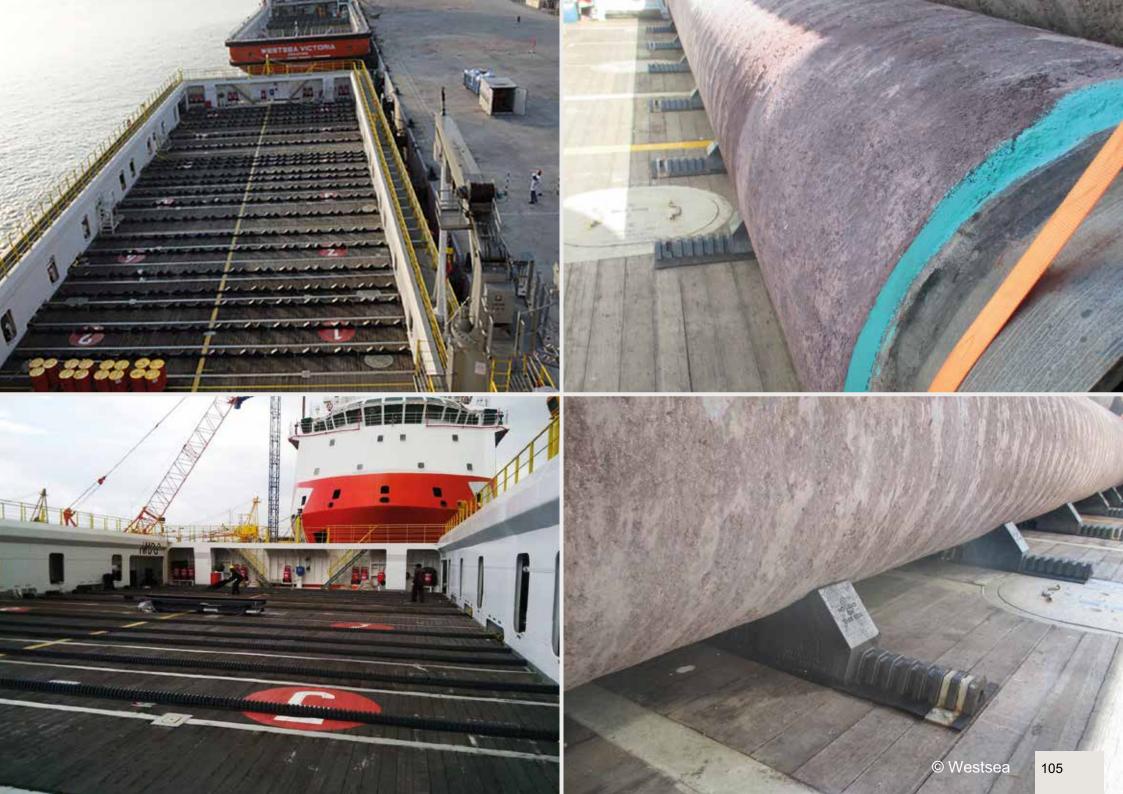






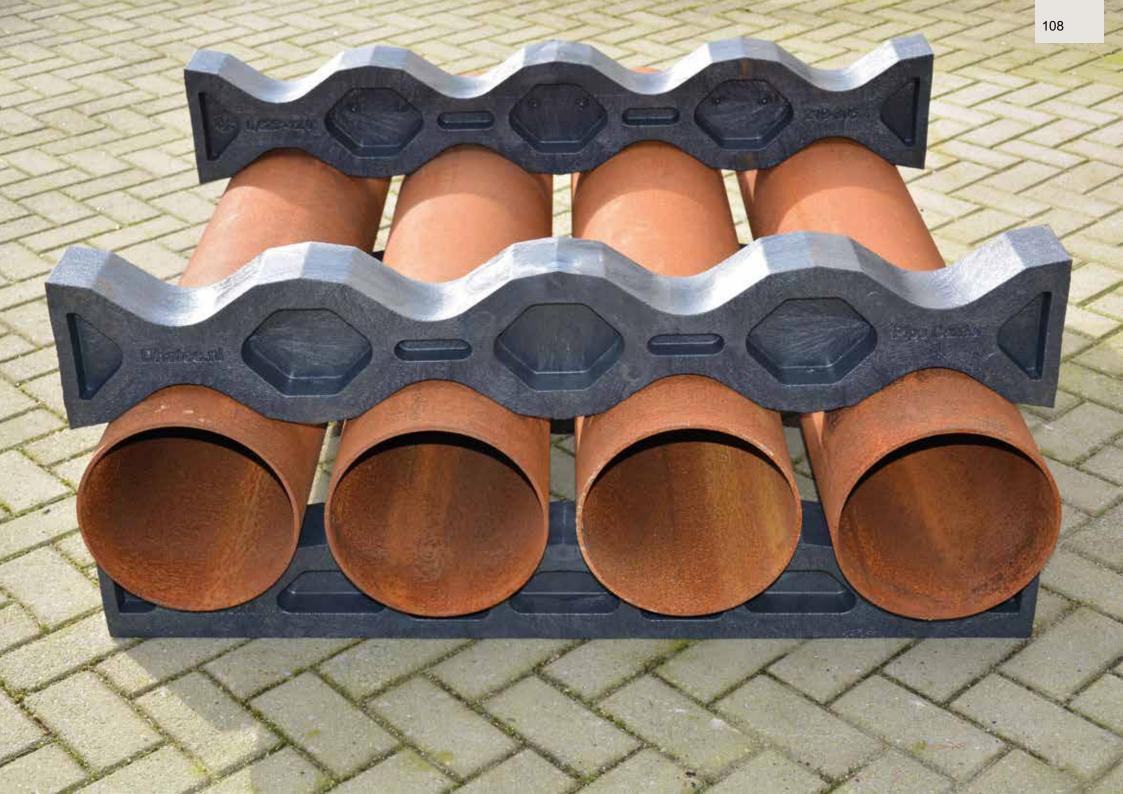












































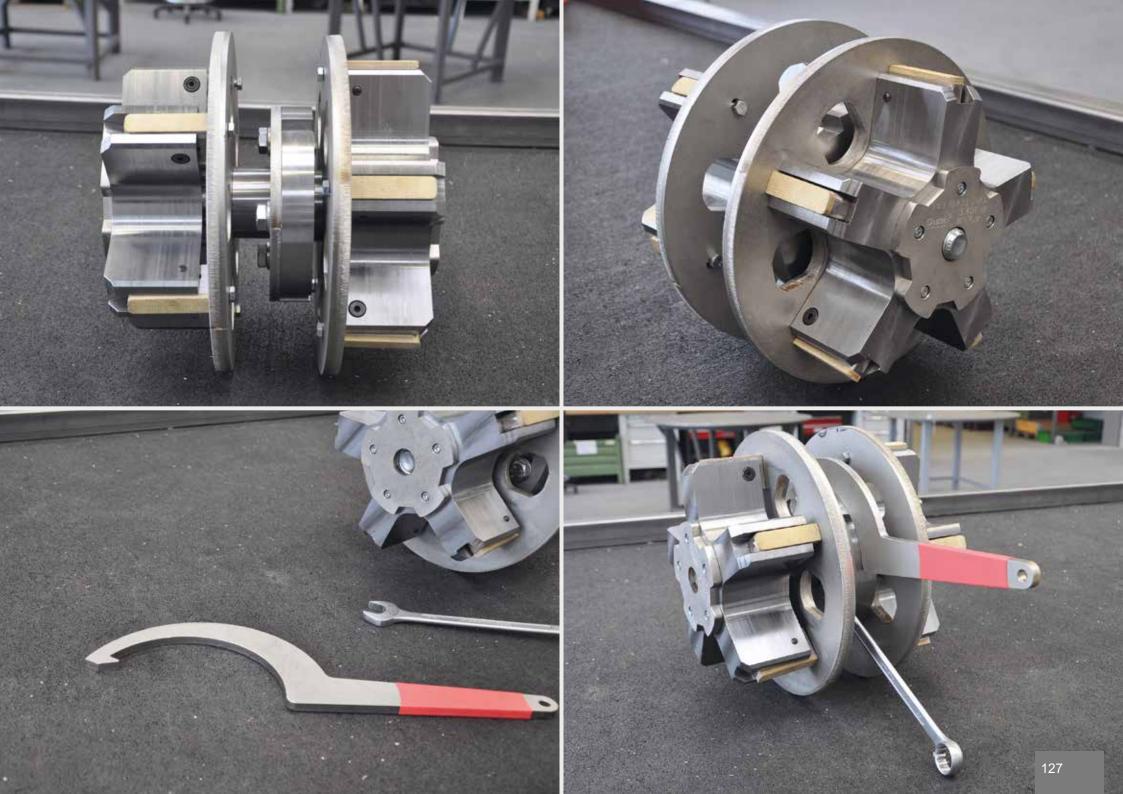


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PRODUCT ASSORTMENT

PIPE CONSTRUCTION

Stalk Joining Clamp 127



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