



DEMACO

It's all about Cryogenius!

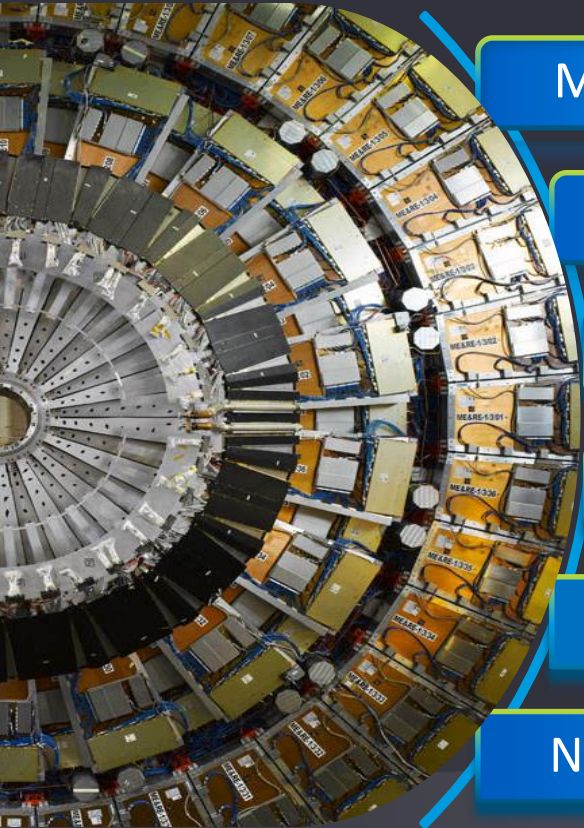
BIG SCIENCE INDUSTRIEMIDDAG

DEMCO HOLLAND

Rossi Mendez

Warmond, 24 October 2017





Mission

Demaco History

Cryogenics from research to industry

Experiences with e-tendering

Role of ILO-Net

Negative experiences / Lessons learned

Mission




Demaco is the leading knowledge driven cryogenic infrastructure partner for industrial gas companies, scientific institutes and EPC contractors world-wide.

Our team of cryogenic specialists, is committed to supporting our partners in their daily effort to transport and condition all liquefied gasses.


Demaco continuously provides the highest yielding infrastructure in the industry.



Demaco History



Demaco (1960)
Agricultural Tool
Manufacturer



Demaco (1985)
Machine
Manufacturer
1st Cryogenic Project



Demaco (2017)
Cryogenic Infrastructure
Manufacturer

LIQUEFIED GASSES

LNG	Standard VIP
LHe	Phase separators
LN2	Subcoolers
LAr	LN2-Filling station
LO2	LN2 Applications
LH2	Helium TLs
CO2	Valve Boxes
LKr	Feed- & End Caps
LXe	Closed loop systems for LH2 & LHe
	Cryostats
	Vacuum Technology

Demaco at a glance (2017)

- HQ in the north of the Netherlands
- Turnover approx. 12 million €'s
- ~ 100 employees
- ISO 9001 (Quality)
- PED H & H1 (Pressure Directive)
- EN-CODE/ ASME /TRCU
- VCA** (Safety)
- ISO 3834 (Welding)



Big Science Projects



XMTS Magnet Test Facility, 2K Helium



Project scope included thermal design, engineering, manufacturing, onsite installation and site acceptance testing of cryostat for testing of X-FEL magnets.

Big Science Projects



X-FEL Helium transfer lines / Feed Caps/
End Caps/ String Connection Boxes, Germany



Project scope included thermal design, engineering, manufacturing, onsite installation and site acceptance testing of X-FEL feed caps, end caps, string connection boxes and transfer lines.

Big Science Projects



LCLS II SLAC Feed Caps/ Tunnel TLs/ Surface TLs



Project scope included thermal design, engineering, manufacturing, and supply of feed caps, tunnel transfer lines and surface transfer lines for the LCLS II project.

Big Science Projects



Neutrino Platform Proximity Cryogenics



Project scope included thermal design, engineering, manufacturing, supply and installation of thirty-eight (38) CVBs and ninety-two (92) N2/Ar TLs project.



Experiences with tendering Big Science projects



- Bureaucratic
- Sometimes too detailed in describing the solutions rather than specifying just the functional requirements
- Each institute has its own rules and e-tendering procedures
- It's only about price!
- Effective way to increase your knowledge of procedures and technology
- Project references recognized worldwide



Role of ILO-Net



- The eyes and ears of Dutch Industry
- Support in promotion (Holland @ CERN, IBF and BSBF2018)
- Alert of potential interesting CFT
- It's organized around volunteers and people who have a special binding with Big Science



Negative experiences or missed chances

- No level playing field;
- We have tried to use Dutch government in several occasions but as a SME enterprise, it's almost undoable !
- The Institutes are asking for very unfavourable payment terms (100% after delivery).

How to improve ?

Support from Dutch Government, ILO-Net etc.?



Lessons learned



- ❑ You need a long breath to get familiar with the tender procedures and how to deal with it
- ❑ A proper understanding of ALL the specifications, legal, commercial and technical is mandatory





Thank you for
your attention!