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iNPIPE Plugging System A Great Success

When iNPIPE Products were approached by National Grid they were challenged to find the safest and most time efficient manner to change a valve on an LNG storage tank situated at Partington. Safety was stressed as being of paramount importance as the LNG tanks held temperatures of minus 160°C.

iNPIPE responded to National Grid's request by designing a Plugging System (patent pending) consisting of an MP Pipe Plug and Stuffing Box. The concept meant that the MP Plug would be inserted through the valve to isolate the line and provide a safe working environment so that the old valve could be replaced safely.

Following a site survey by iNPIPE, a Plugging System for this particular application was manufactured, pre-tested, and underwent a Factory Approval Test at iNPIPE's headquarters in Yorkshire

On the 16th June 2009 the valve change out took place. The Plugging System was connected to the existing valve and the gas pressure and pipeline temperature continually

monitored. Heaters were installed to keep the pipeline at ambient temperature. Once National Grid were satisfied that the gas pressure and temperature were stable iNPIPE were able to open the valve and insert the plug to a pre-determined position located beyond the valve.



Installing iNPIPE's Plugging System

The plug was then inflated and an inter-cavity pressure applied using nitrogen gas to prove that the MP Pipe Plug had sealed. With the plug now in place the stuffing box was removed leaving the plug inside the pipe. Once the valve had been replaced the stuffing box was reconnected to the valve and then

the plug. With the introduction of gas pressurised to 1.7 bar the new gasket and valve underwent a low pressure test. Before the inter cavity was depressurised safety checks were made and the tyres deflated, one tyre had frozen due to the pipe centre's temperature dropping to below zero. To resolve this matter iNPIPE and the heating contractors advised National Grid to increase the heaters positioned around the pipe to thaw the plug. After a few hours the tyre thawed and iNPIPE were able to deflate, the MP plug was then retracted through the new valve and back into the stuffing box. The valve was then closed and the plugging system depressurised and then removed.

Despite the unexpected freezing from inside the pipe the job was executed to plan and to the complete satisfaction of all parties.

Robin Arnold Hire Manager at iNPIPE stated " We work closely with our clients to design and create innovative solutions to their problems. iNPIPE's Plugging System was a great success and is evidence of the capabilities of our design and engineering departments"

"iNPIPE's Order Book Remains Healthy"

Despite the world's economic woes, iNPIPE's order book remains healthy, in keeping with the success of recent years.

We have gained a substantial number of new customers in 2009, which bodes well for our future.

With the appointment of Simon Bell, we intend to open up the Central & South American market in the near future, thus further strengthening iNPIPE's global presence.

Our Staff Race Evening at Catterick Racecourse in August proved a great success yet again, with some winners and some losers, but more importantly a good time had by all. Perhaps next year we can persuade one of our ladies to enter the "Best Dressed Lady" competition!



Ray Schofield: General Manager

Monitoring China's Success

iNPIPE Products has been actively selling in China since 2005. Due to the dedication and commitment of our Agent we have seen a fantastic increase in orders.

Already in 2009 iNPIPE has received nearly as many orders from China as we did in previous years put together and the total order value is already exceeding previous years.

Colin Gallafant, Far-East account manager stated "our success in China is a combination of a dedicated agent, our high level of customer service and most importantly quality products like our Monitor Pig Passage Signaller Range"

iNPIPE's MKIII pig signaller range was designed and built to overcome the limitations found in earlier types of signalling equipment.

Materials, design and manufacturing standards have produced a pig signaller that is maintenance free, easy to install and suitable for every pipeline.



iNPIPE's MKIII MW

The MKIII model has an omni-directional trigger which works with both foam and poly pigs. Its welding boss can be positioned at any orientation with its indicator flag rotatable in 90 degree increments to maximise visibility.

The MKIII pig signallers are available in over 70 variations ranging from boss, flange or valve mounted units all available with either mechanical flags or electrical signalling.

If you would like further information with regards to our Signaller Range please contact our technical sales department at expsales@inpipeproducts.co.uk.

Or visit our website www.inpipeproducts.com

"This is testament to the high quality products we provide and the standard of service we deliver"

25 Years and proud of the companies achievements

iNPIPE set to go Hire & Hire!

2008 saw iNPIPE achieve its best order figures to date. The iNPIPE Hire division was a major contributor to the company's success.

Robin Arnold, iNPIPE Products' Hire Manager, states "in the last year we have seen a great improvement in orders within iNPIPE Hire. We have had many new customers, in many new countries and the orders we are receiving are getting bigger. This is testament to the high quality products we provide and the standard of service we deliver. We look forward to 2009 being even more successful"

Historically iNPIPE Hire and iNPIPE Products have always worked as one entity. However, due to the recent expansion of the hire department activities it seemed appropriate for the hire team to be let loose with their own marketing materials with which to continue the growth and business development around the world.

It seems fitting that for iNPIPE Products' 25th anniversary, iNPIPE Hire is launching a new brochure and a new website. With more interactive features available on the website, it has never been easier to find out more about the

products which we have to offer. Products specifications are available on the new website as well as 3D presentations which demonstrate the products. A new brochure for iNPIPE Hire is also accessible from the website, or can be sent in a hard copy format. This gives an insight into the systems used to design the products and the most effective way for them to be used.

If you would like any further information, please, contact our hire team at hire@inpipeproducts.co.uk



iNPIPE Celebrates 25 years!



iNPIPE was established in 1984 as a result of a lifelong devotion to the industry by its founder Ken Hemingway. The expertise and experience within the company has grown to create industry leading quality in all of our products and services.

Innovation and new product development is at the heart of the company's operations. It is this forward thinking which has been responsible for iNPIPE's accomplishments, and above all,

has created custom-made quality products for clients which are now patented and used all over the world in many industries.

Over the last 25 years, iNPIPE has developed a well known reputation within numerous markets. Predominantly working in the oil and gas industries, iNPIPE is also successfully operating within the water, petrochemical, pharmaceutical and food industries.

This year sees the celebration of iNPIPE's 25th anniversary. Everyone at the company is proud of the achievements of iNPIPE which include substantial growth, patents of many products and very strong relationships throughout 5 continents via our network of agents.

Development work within the company will see iNPIPE break into new markets and develop further products. iNPIPE is looking forward to this continuing success

INTRODUCING Simon Bell



**Simon Bell -
New iNPIPE Sales Manager**

Name: Simon Bell

Position: Account Manager

Responsible for : South and Central America

INTRODUCTION

Simon joins iNPIPE from an expansive background with experience in product development, production, project management, estimating, business development and sales.

With over 23 years experience in the oil and gas industry, Simon has worked with an impressive range of engineering companies and brings a wealth of experience particularly in composite technologies and business development.

Statement from Simon

"In the first phase of our new market development I am looking forward

to developing the necessary strategies, products and information with which to penetrate the South American markets. My previous experience and contacts in SE Asia will also be extremely helpful to us as a number of old friends such as HHI and CPECC are also active in this area. I shall be taking the opportunity to re-establishing contact with them to enlist their help.

Contact Details

Should you wish to contact Simon his email address is simon.bell@inpipeproducts.co.uk

"I'm ready to hit the ground running and looking forward to my new role at iNPIPE and the challenges that working in a sales environment will bring"

Technical Sale Support Engineer

iNPIPE Products is pleased to announce that as from the 1st September 2009, Chris Stirling has taken the position of iNPIPE's new Technical Sales Support Engineer.

Based within the Sales Office Chris will provide technical support to the Account Managers, thus enabling them to spend more time with their Agents and Customers, generating additional business for the Company.



**Chris Stirling
Technical Sales Support Engineer**

Chris already has 2 years' experience at iNPIPE, and this will stand him in very good stead in carrying out the Support Engineer duties.

Speaking with Chris he said " I'm ready to hit the ground running and looking forward to my new role at iNPIPE and the challenges that working in a sale environment will bring"

We wish Chris the best luck in his new role. He has everyone's full support and backing.



PIPELINE PIGGING AND MAINTENANCE EQUIPMENT

FOR INFORMATION PLEASE CONTACT US VIA:

EMAIL: general@inpipeproducts.co.uk

TELEPHONE: +44 (0)1748 834 577



Success at Offshore Europe



2009 saw the Offshore Europe Exhibition in Aberdeen continue its growth with over 300 new exhibitors and over 45,000 visitors. This exhibition is proving more and more popular each year and is certainly one of the worlds foremost networking opportunities for the Oil and Gas Industry.

It was also a good opportunity for our sales team to meet industry colleagues from across the globe. On the stand at various times were:- Gavin Newall and Maureen Thornton-Dunning the Middle East Sales Team, Paul Robinson and Jackie Barker the UK and Europe Sales Team, Colin Gallafant— Far East Account Manager, Simon Bell— Central and South America Account Manger and also Robin Arnold and Caroline Fennell from the Hire Division of the company, iNPIPE Hire.

Marketing Adventures

This year proved a great success for iNPIPE Products as OE saw the launch



Portable Temporary Pig Launcher

of our new product brochures and some new and exciting marketing ventures such as our airport advertising campaign and our new publicity medium "iNPIPE Asks".

"iNPIPE Asks" saw members of our marketing team ask both exhibitors and visitors at OE what quality meant to them. Quality is a corner stone of iNPIPE Products and what better way to understand what our customers think about quality than to ask them.

New Product Launch!

Although iNPIPE have presented the Portable Temporary Pig Launcher (PTPL) at events such as the PPSA seminar, this year at OE we exhibited a full working model of this patented product which received a great deal of interest.

This working model came equipped with a working closure door, MKIII MW Monitor Pig Passage Indicator and working inflatable tyres which could be inflated by visitors with a simple hand pump to prove the ease of operation.

Also supplied was a section of pipe to which the PTPL could be fitted and once installed the strength of the positive tyre technology could be put to the test as visitors tried to pull out the pipe section ... to no success.

All in all this was another successful year for iNPIPE at OE and ideas and preparations for 2011 will surely start soon!

Feedback Prize Draw Winners Announcement !

For the completion of this quarters feedback questionnaires all respondents were entered into a prize draw and we are please to announce that the winner drawn on the 21st September is.....

Ian Briggs
of National Grid



"From the initial contact to the completion of the operation INPIPE (Robin Arnold) understood and provided NGRID the exacting technical and operational requirements we required"

Of the 164 customers asked

86% of respondents were

More than Very

satisfied with the customer service
provided by iNPIPE