



**FABRINOX™**

# FABRINOX ROTARY INSTALLATION NEWSLETTER

Q3 & Q4  
**2022**



[www.fabrinnox.com](http://www.fabrinnox.com)



Your Complete Manufacturing Solution

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## LOOKING TO THE FUTURE

The past year has been both an exciting and challenging year for Fabrinox. At the end of 2021, we completed phase 2 of our development journey with the consolidation of our manufacturing divisions onto one site and the construction of additional roof space that increased our manufacturing capacity to address the growth in market demand. Phase 3 is also well on its way with additional land recently acquired for further expansion.

Although Fabrinox continued to experience challenges, due to the COVID-19 pandemic, in the past year, we are pleased to share we have managed and minimized the impact of these challenges on our operations. Our team has also done all we could to reduce the impact of any future obstacles, while in process of planning and finalizing our installation schedule for the remainder of the year and 2023.

Contact our Installations Account Manager, Gerrit Burger, at [gburger@fabrinox.com](mailto:gburger@fabrinox.com) to discuss how Fabrinox can assist with your future installation.



## THE WAR IN UKRAINE

Our thoughts and prayers go out to our colleagues and friends in Ukraine during these difficult times. As we are still committed to the installations scheduled in Ukraine for the remainder of the year, we are hopeful that we will see you again soon and will be able to continue working together. May you stay safe and in good health until such time.



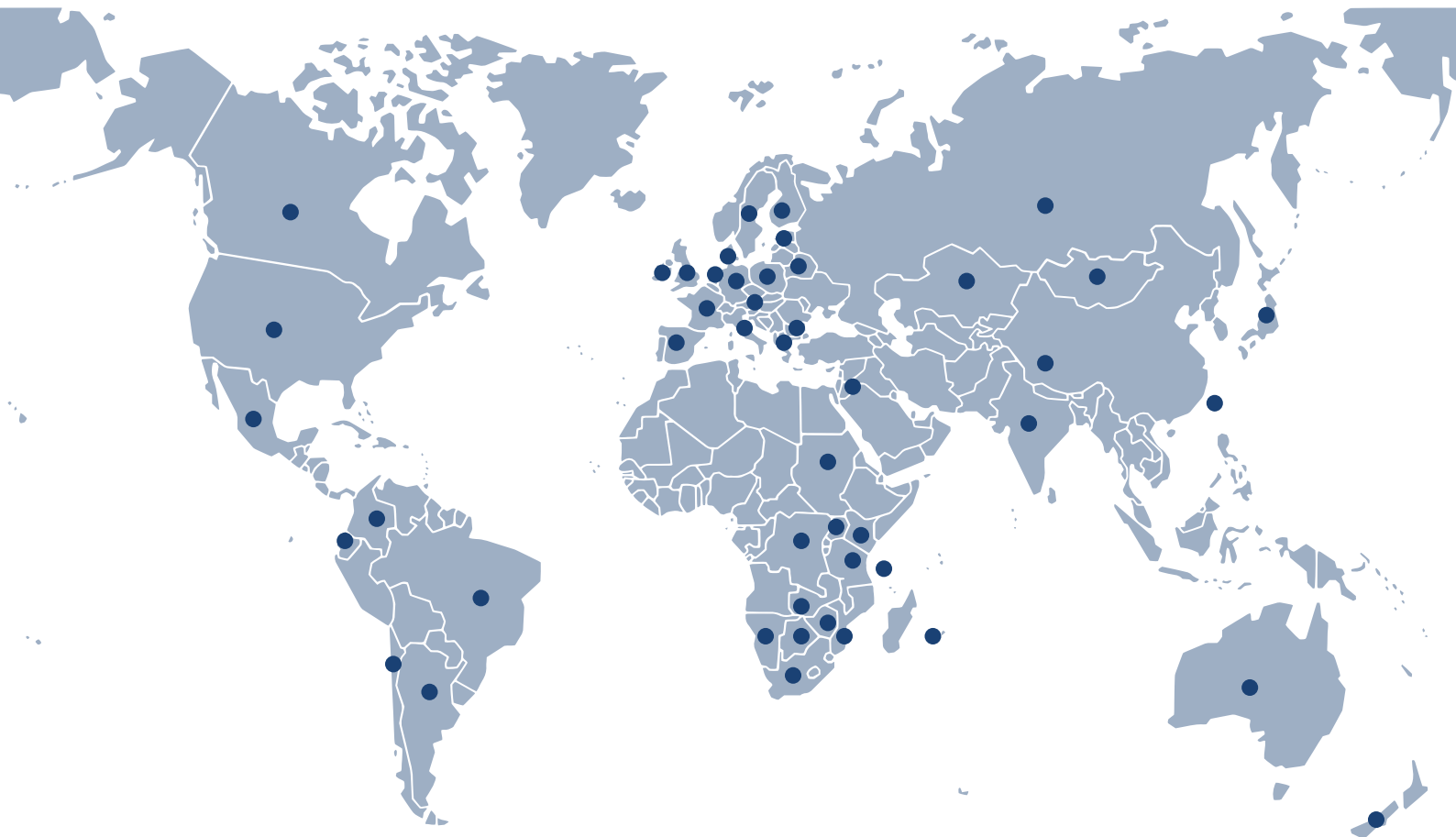
## LONG TERM VISA APPLICATIONS

Due to the travel limitations we experienced during the COVID pandemic lockdowns, Fabrinox is in the process of obtaining a long-term Canadian VISA, to limit any future disruptions to installations. We will also be applying for long-term American and Schengen Visas in the near future.



# FABRINOX FOOTPRINT & CAPABILITIES

The Fabrinnox team consists of dual-qualified lead installers and of over 20 experienced employees dedicated to installations. With our comfortable location and skilled experts, we are able to deliver services in the below countries for the installation of E100, E300, PR2100/PR2250/PR1100, PR3100, and HBR 2.0 AMR platforms.



**AFRICA:**

- South Africa
- Botswana
- DRC
- Jordan
- Kenya
- Mauritius
- Mozambique
- Namibia
- Sudan
- Tanzania
- Uganda
- Zambia
- Zanzibar
- Zimbabwe

**EUROPE:**

- Belarus
- Belgium
- Bulgaria
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Ireland
- Netherlands
- Poland
- Russia
- Spain
- Sweden
- UK
- Ukraine

**ASIA:**

- China
- Japan
- Mongolia
- Taiwan

**AUSTRALASIA:**

- Australia
- New Zealand

**MIDDLE EAST:**

- Cyprus
- India
- Iran
- Kazakhstan
- Turkey
- UAE

**AMERICAS:**

- Argentina
- Brazil
- Canada
- Chile
- Colombia
- Ecuador
- Mexico
- USA

**52**  
COUNTRIES  
AVAILABLE  
FOR SERVICE

Note:  
(Fabrinnox is not limited to the above list. List compiled from inquiries in DeLaval and other multinational organizations.)

# DELAVAL SCHEDULE REQUIREMENT

**T** TABLE 2: POTENTIAL INSTALLATIONS EARMARKED FOR FABRINOX TEAMS UNTIL Q4 - 2022:

COUNTRY	E100	E300	R3100	SUPERDEK	REPAIRS
SOUTH AFRICA	1				
JORDAN			1		
UKRAINE			2		
BRAZIL		1			
BELARUS		1			
ARGENTINA				1	
<b>TOTAL</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>1</b>	

(Note: Data collected from Control Tower Slot Schedule and Slot Requests)

**T** TABLE 3: FURTHER POTENTIAL INSTALLATIONS

Further potential/tentative installations identified by Fabrinox as an opportunity to assist or might possible be required to assist up to Q4 of 2022:

COUNTRY	PR3100	E100	E300	E500	HBR 2.0	REPAIRS
GERMANY	1					
CANANDA			1			
ITALY			3	1		
CHINA	58	1	10	2		
JAPAN	1					
FRANCE		1				
NEW ZEALAND		6				
AUSTRALIA		5				
CZECH REPUBLIC			3			
USA	10		1	13		
ESTONIA			1			
UK			7			
<b>TOTAL</b>	<b>70</b>	<b>13</b>	<b>26</b>	<b>16</b>		

(Note: Data collected from Control Tower Slot Schedule.)



# OUR CONTRACT LIST

We have two agreements in place and a new supplier agreement that is pending final approval.

- ✓ Master Installation Agreement, Signed 6 November 2012.
- ✓ Master Installation Agreement, PR3100 HD Rotary Platforms, Signed 25 November 2013.
- ✓ Included in these contracts there are undersigned confidentiality agreements, which includes quoting & manufacturing of milking parlour stalling components – which information may include certain data, samples and/or documents related to products, technologies, product know-how, trade secrets, business and product development & marketing activities.

# TRAINING SCHEDULE

REQUIREMENT	START DATE	ACTION PLAN	ACHIEVED APRIL '21	TARGET DATE	RESPONSIBLE
3 x PR3100 Teams	10 JUL'14		3 X PR3100 Lead Installers	Achieved & continuous training on going.	FABRINOX & DELAVAL
PR2100/PR2250/ PR1100 Being phased out	1 NOV'14		Currently: 3 x PR2100/PR2250/PR 110 Lead Installers	Even though this rotary series is being phased out, the knowledge gained through years of installing is critical when it comes to repairing of these rotary systems	FABRINOX & DELAVAL
2 x HBR2.0 Teams	2 JUN'14	Complete HBR2.0 installations	Currently: 2 Lead Installers	Achieved & continuous training on going.	FABRINOX & DELAVAL
3x E100 Teams	APRIL '20	Continues training to be provided & potential E100 Lead installers to be trained by shadowing with 2x current E100 lead installers.	3 X E100 Lead Installers Currently: 2 x E100 Lead Installers	DEC '22 Continuous training on going.	FABRINOX & DELAVAL
3X E300 Teams	APRIL '21	On-line workshop was provided, whereafter one off E300 lead installer(s) install E300 rotary. Continues training to be provided and potential E300 lead installer to be trained by shadowing with current E300 lead installers.	3 X E300 Lead Installers Currently: 1 x E300 Lead Installers	DEC '22 Continuous training ongoing and more lead installers to be trained	FABRINOX & DELAVAL
3X E500 Teams	TBC	On-line workshop to be provided with memo, whereafter potential E500 lead installer(s) install E500 rotaries.	3 X E500 Lead Installers Currently: None	TBC	FABRINOX & DELAVAL
20 experienced team members including welders, artisans and assistants.	ACHIEVED	Rotate skilled workers in teams and introduce more skilled workers to installations	We currently have 20 team members with exposure to more than 3 Installations	CONTINUOUS	FABRINOX

## FABRINOX RESPONSIBILITIES

- Ensure available artisans do peer-to-peer training and attend DeLaval's scheduled training.
- Fabrinox to host continuous in-house training and discussion sessions.
- Fabrinox's training facility can accommodate training sessions for all installation contractors.
- After every installation, feedback is given to the project manager regarding positive and negative issues and if necessary, communicated to DeLaval.

## SUPPORT REQUIRED FROM DELAVAL

- Assist by making projects available and supplying annual training.
- Annual workshops & training on product improvements.
- Training for E-series model rotaries, especially in the E500 series space as Fabrinox see themselves well equipped with the necessary knowledge to handle these heavy-duty models.

## CURRENT CHALLENGES

- Obtaining travel documents and arrangements due to the challenges imposed by the COVID pandemic with country accessibility.
- Quality tools and jigs - good quality tools and jigs ensure a good quality product.
- Site drawings - sometimes site drawings and installation drawings differ, thus it is recommended to send the site drawings prior to installation to the installer.
- Site readiness - it is advised to send a photo of site to the installer, prior to installation, to ensure the site is ready for the installation team.



# FABRINOX TEAM CAPABILITIES & FORECAST

**T** TABLE 5: TEAM CAPABILITIES

FABRINOX CAPACITY	E100	E300	E500	PR1100/PR2100/PR2250		PR3100		HBR2.0 AMR	REPAIRS
				STEEL / SUPERDEK	CONCRETE	BRICK	CONCRETE	STEEL	
1. Lead installer: Marius Nel	CURRENT	CURRENT	AWAITING TRAINING	CURRENT	CURRENT	CURRENT	CURRENT		CURRENT
2. Lead Installer: Donovan Daniels	CURRENT	IN PROCESS	AWAITING TRAINING	CURRENT	CURRENT	CURRENT	CURRENT	CURRENT	CURRENT
3. Lead Installer: Owen Timmy	IN PROCESS	IN PROCESS	AWAITING TRAINING			CURRENT	CURRENT	CURRENT	
4. Lead Installer: Leroy Walburgh	IN PROCESS	IN PROCESS	AWAITING TRAINING		CURRENT	CURRENT	CURRENT		CURRENT

## HEAVY MAINTENANCE

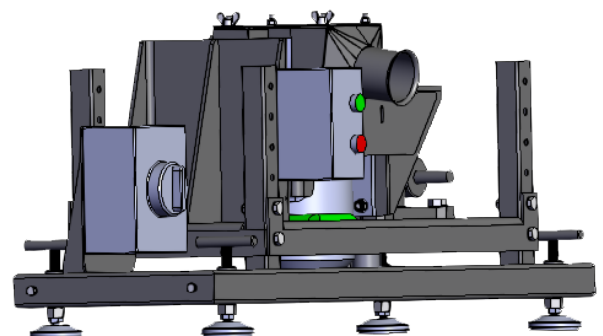
Fabrinox remains committed to our heavy maintenance plan, which is dedicated to prolonging rotary lifespan, and is still being applied continuously. When visiting a specific area for an installation, our lead installer will also, when possible, visit old rotaries in the area. The most recent repairs, which were done in South Africa, include the replacing of I-beams, PDS and rollers for 2-off PR2100, 60PT rotaries. Fabrinox also manufactured and supplied all the required parts for these repairs.



## INTRODUCING: FABRINOX'S TRACK GRINDER

We recently developed a machine that can assist with the heavy maintenance process and possibly prolong the wearstrip and roller lifespan of the PR2100, PR2250 & E100P type rotaries.

The machine is based on the principle of a railway grinding machine, where the machine is fixed on top of the pit wall and the rotary is slowly turned in its set direction, whilst a stone cup skims off material from the wearstrip face. This will then take out any unevenness, warping and pit marks on the wearstrip face, which in turn, allows for a smoother surface onto the rollers, prolonging both wearstrip and rollers.





Fabrinox always strives to provide high precision and prompt services through our commitment to superior quality work standards and ethics upheld by our expert group of experienced and skilled team members.



## COMPONENTS

We provide precision sheet metal and tube laser cutting, bending & surface finishing. Through our 28-year manufacturing experience & long-term partnerships, we are able to offer strategic outsourcing services coupled with superior products, performance, and service. We can assist with the manufacturing of repair parts including boss, cabinet flanges, rollers, and beams for repairs, as well as parts used on PR rotary installations such as bail dividers and cabinet flanges. In conjunction with DeLaval, we can transport these parts to any country.

## SUB-ASSEMBLIES

We assist with the assembling, installation, testing, and integration of critical assemblies with additional value-adding services including precision welding, coating, bead blasting, and tumbling.



## GLOBAL INSTALLATIONS

Our 8 installation teams, trained by our Multi-Nationals, travel the world to install our customers manufactured equipment & under-licensed equipment manufactured by Fabrinnox. All installations are managed on site with the highest compliance to Health and Safety requirements.

## PROJECTS

Our dedicated team of experts can help you bring your concept to life by assisting with under-license manufacturing, project management, procurement, commissioning, and spare parts. Our drawing office can also assist from the concept stage to complete manufacturing drawings for production.





## GET IN TOUCH

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