

## BESI Corporate Presentation



BESI Marine Systems  
GmbH & Co. KG  
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Bernhard S. Konken,  
Malte B.S. Konken



BESI was originally established in 1966 as Berg + Siebert Ingenieurbüro.

In 1978 the company began to develop and manufacture valve actuators, control valves and complete remote-control systems for ships as well as land-based industries. Through a change in ownership in 1997, the company is now known as BESI Marine Systems GmbH & Co. KG.

In the course of a planned ownership succession, Mr. Bernhard S. Konken and his son Malte B.S. Konken took control of the company in mid 2003, reassuring its wide customer base of the strong partnership that will continue in the generations to come.

Today BESI provides customised solutions for individual applications all over the world. Among its well-trained team of 50, some have been with the company for more than 35 years.

BESI products have proven their reliability in more than 4,500 ships, floating docks and offshore facilities, power stations, chemical plants and other land-based operations worldwide. The company's annual turnover currently exceeds Euro 12 million.



experienced  
since 1966





TECHNOLOGY AND QUALITY MANAGEMENT

## Individual solutions

BESI stands for individual engineering solutions, state-of-the-art production technology and quality management.

The products supplied by the company comply with the rules and requirements of all major standardisation or classification authorities.

Actuators, valves and control components are assembled in-house to complete units and systems. These are complemented by valves of renowned, first class manufacturers who guarantee the quality of their products as well as punctual delivery and proven after-sales service. All equipment supplied by BESI are carefully tested and covered by our warranty.



customized.  
**solutions**





PRODUCT LINES

## BESI Flow Management

BESI supplied valves can be actuated at customer's choice either hydraulically, pneumatically, electrically or electro-hydraulically. Remote Control Stations for valve systems comprise all relevant control elements such as solenoid valves, volume transmitters, hydraulic power packs, position response units and pressure switches. These components are supplied in compact control cabinets, ready assembled, wired and tested before delivery.

The mimic diagrams for all remote control functions and supervision are fitted to the same cabinet, or to a panel for installation into other specified areas. Controlling via computer stations or interfaces to the ships' automation systems installed by other manufacturers are further options.

The system can be complemented by some additional systems in the BESI supply range, such as:

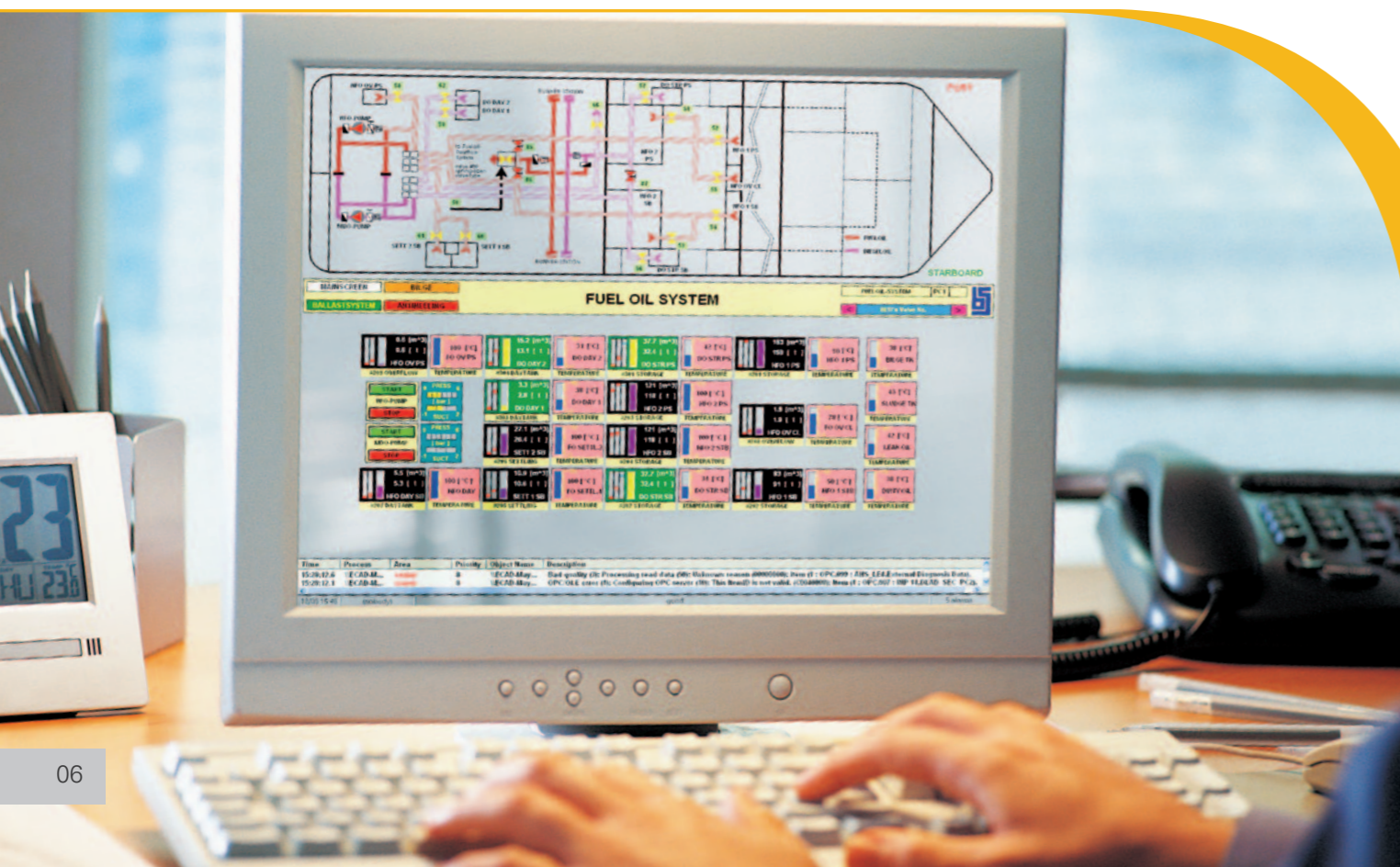
- Bilge-Automatic
- Tank Level Gauging
- Draught Measurement
- Tank Heating Control
- Tank Temperature Indication
- Anti-Heeling
- Stability Test Units
- Pump Start / Stop Control and Monitoring



## BESI Regulating Valves

Straight and three-way valves are special highlights of our product range, and include controllers, sensors and actuators. Their design and performance in the control of cooling and heating circuits of ships' main engines are accepted by all major engine manufacturers. In addition our valves can be found in sewage plants, water conditioning lines, power stations, etc.

Three-way and straight or angle-type two-way valves are produced in sizes from DN 25 to DN 400. Their materials range from cast iron to marine bronze in accordance with their specific applications. Actuators, sensors, and controllers are available either in electric or pneumatic versions.





■ ■ ■ INNOVATIVE DESIGN AND ENGINEERING

## All your needs from one manufacturer!

Our company is committed to quality and customer wishes. BESI works closely with customers and approved suppliers to ensure the highest quality standards.

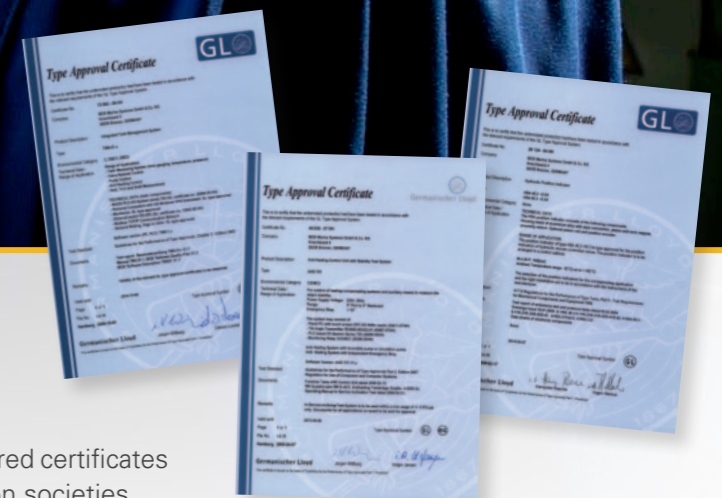
Our products have a long history of excellent reputation due the high level of R & D, design and engineering are supported by the application of latest software and with the latest know-how.

With their long experience, our highly qualified staff can customize products and systems according to customer requirements while ensuring that the high level of quality is not compromised.

quality  
standards

### CERTIFICATES

BESI provides the required certificates from major classification societies.





CUSTOMER SERVICE

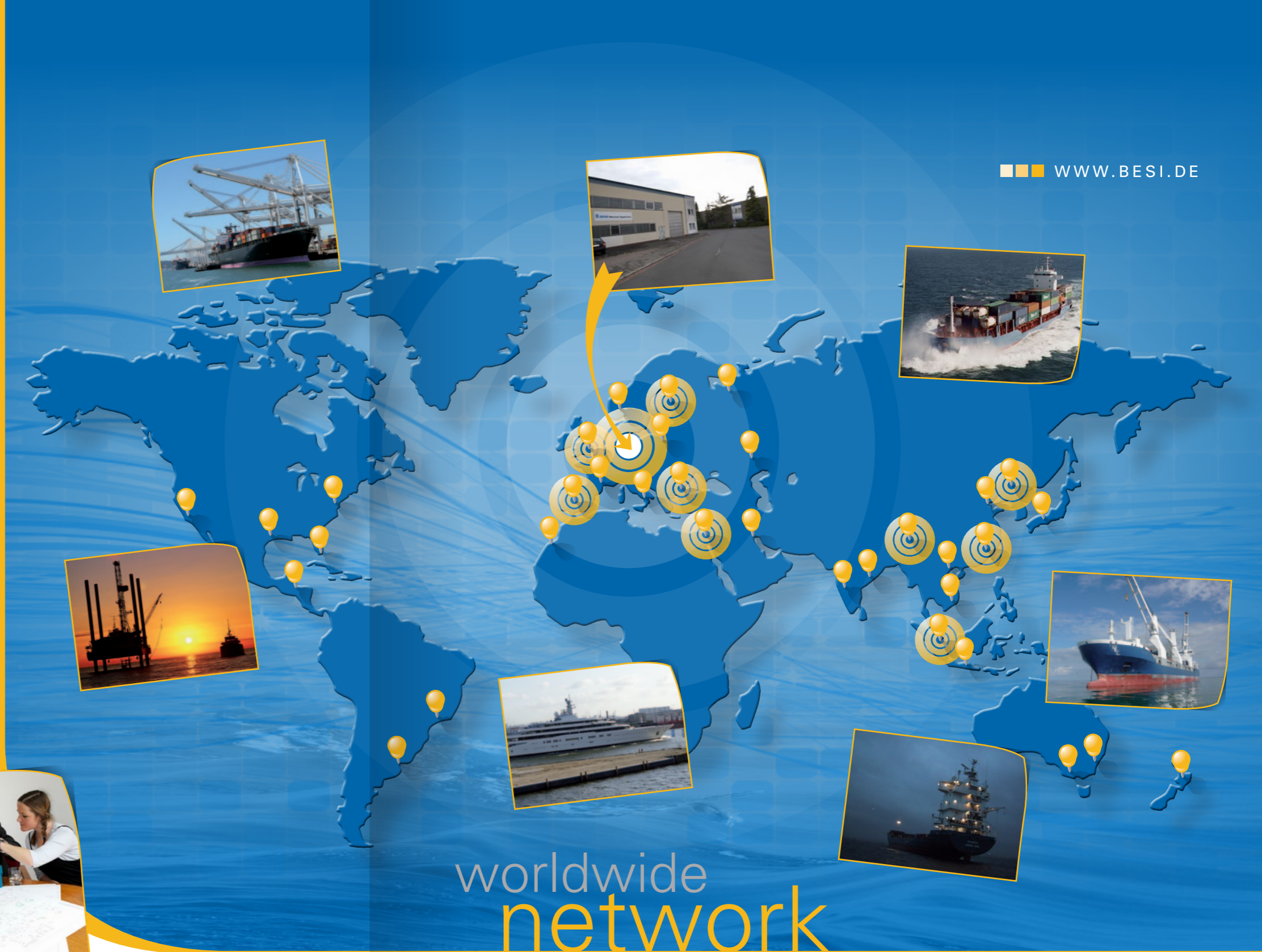
## BESI products used on a global scale

Customers' demands and expectations towards valves and their control systems have changed considerably in recent years. Previously, the main focus of ships' operators was on fast availability of replacement parts.

Today, the emphasis is on constant maintenance of product quality, with equal priority given to high system availability as well as reliable performance. To fulfill the new requirements, BESI has considerably increased the scope of its service by establishing an international sales and service network.

This has been achieved not only through the company's own service points but also by authorized agents who provide qualified service to customers worldwide. All service outlets are equipped with state-of-the-art repair facilities as well as adequate stocks of replacement parts. All the service engineers have undergone stringent training programs at BESI headquarters.

Our worldwide network of sales representatives are trained at regular intervals in the latest product developments. They are well qualified to support our customers with advice on the best possible solutions in both technical and economical terms to meet specific requirements.



WWW.BESI.DE

