

**Fimali
Ltd**

**Pumps, Valves
& Instruments**

FIMALI LIMITED

PO Box 2048, Madang 511

Papua New Guinea

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COMPANY PROFILE

FIMALI IN BRIEF			
Name	Fimali Limited		
Postal Address	PO Box 2048 Madang 511 Madang Province, PNG		
	Phone	422 3658	Fax 422 3609
	Email	sales@fimali.com.pg	Web site www.fimali.com.pg
IPA Registration	1-36875	Date of Formation	January, 2000
Ownership	Majority PNG Ownership		
Directors	Mrs Maureen Mathers		
	Mr Harry Mathers		
Operation			
Business Activities	Consultation, Sales, Installation, Repair and Rebuilds		
Specialisation	Industrial Process Control (Pumps, Rotating Equipment, Valves, Industrial Instruments)		
Personnel (Core Staff)			
Manager	Mr Harry Mathers		
Sales/Aftermarket Manager	-		
Workshop Manager	Mr Benbert Toa		
Accounts/ Office Manager	Mr Harry Mathers		
Sales Engineers	Gene Drekeke, Stanis Bom, Bob Yamang, Gideon Zaccob		
Personnel Employed	32		
Capabilities/Facilities			
Company Premises	2,500 m² – Office, Workshop and Warehouse		
Machinery	Lathes, Millers, Borers, Drills, Fork-lift trucks, Welders, Sandblast & Paint, Pressure Testing, Clean Room Purpose Built for Mechanical Seal works.		
Overseas Manufacturer & Support Services	ITT – PRO Services		
	TRACE – Accredited Member, www.TRACEInternational.org		
Customer Base			
Mining and Petroleum	OK Tedi, Lihir, Ramu Nickel, Porgera, Tolukuma, Oil Search, Puma Energy, InterOil, Hidden Valley (MMJV), Exxon, Mobil, St. Barbara-Simberi, CJJV-LNG, TOTAL, Orica, Origen Energy, Marengo, Niugini Oil, Bige, Fuel Suppliers, Karbine, Pacific Energy Aviation, Heritage Oil.		
Municipal	PNG Power; PNG Water Board; Eda Ranu, Prov Gov'ts, Manus Is Centre.		
Food Processing	Tuna (RD, SST, IFC, Frabelle, Majestic), Ramu Agri Ind's, Globe, Coca Cola, Lae Biscuit, Paradise Foods, Laga, GF, Nestle, SP Brewery, Trukai, Zenag, Tablebirds, PI, Hugo Canning, Evercrisp, Coconut & Palm Oil Producers		
Others	Atlas Steel, Cold Process Tyres, BAT, Amalpak, BOC, KKK, Dunlop, Colgate, PNG Cement, PNG Balsa, Cloudy Bay, Santi Forr'y, VFP, Amri Transport, Sigma Construction, Territory Pack'g, Dulux, Avenell, PNG Forest Products, Pac Foam, PNG Harbours, CAA, Colorpak, NCI, Hospitals, Construction Contractors, Hotels.		

BACKGROUND

Fimali Ltd started out in 2000 as a supplier of pumps, valves & industrial instruments especially to major mining companies in PNG. This was initiated by Mr. Harry Mathers because of his experience and connections in the extractive fluid industry.

In the initial years of the operations, Fimali focused mainly on the sales and installation of engineered specialized pumps and valves including a range industrial control instruments. The company aligned itself with several prominent manufacturers around the world and acted as a distribution agent for these large manufacturing corporations within PNG. *The object of this was to ensure that the commissions from the sales of these products were kept in the country to stimulate economic growth within PNG.*

Now, there are 32 staff within the operations of Fimali in Madang. There is a fully equipped office and workshop with adequate & secure space for storage of spare parts and other items.

Fimali expanded into repairs and rebuilds in addition to the sales and installation. It has a fully operational machine workshop and Clean Room which can facilitate a wide range of repair work. On site repair and maintenance can be carried out by the qualified and trained staff of Fimali.

KEY PERSONNEL

Mr Harry Mathers – Manager

Mr Mathers has been managing Fimali since its inception. Prior to this he was employed in the capacity of Senior Sales Engineer with a Brisbane based pump & valve company and was with them for 5 years. In this capacity he was responsible for all sales to PNG and most of the major projects emanating from the major Engineering houses (Kvaerner, Fluor, Clough, etc) in Brisbane. Much of his efforts were directed towards PNG, where he now resides.

Prior to that, he was employed in various engineering and construction activities within the on-shore Oil & Gas industry (Santos/Delhi) in Australia for 13 years.

He has a Degree in Mechanical Engineering (QIT), a trade (Fitting & Turning) and a Post Graduate Diploma in Control Engineering (QIT).

Mr Garry Hull – Sales and Aftermarket Equipment Rebuild Manager

Mr Hull specialises in Sales and Maintenance, Manufacturing and Reliability improvement for capital-intensive organisations, typically in mining, oil and gas, general engineering, defence, lean manufacturing and utilities (water and sewerage) etc.

He is best known for taking a strategic view of asset management, and my ability to develop and implement pragmatic improvement programs.

He has qualifications in Engineering and in consulting and experience in line management roles in these fields for 25+ years across various organisations with assets up into the multi millions.

His key skills include listening and understanding the big picture of asset management and the building blocks needed to develop a successful asset management organisation.

By providing a clear logical vision based on a deep understanding of good asset management practices, and being able to communicate effectively from the workshop to the boardroom, he ensures organisations appreciate that:

1. Balancing asset management and operations is critical to maximising profitability
2. Improvement requires engagement across the entire organisation
3. Simple processes, clear accountabilities and well understood measures are key to improvement and making change stick

The ultimate result is the ability to do more with less – higher availability means more production or fewer assets, while improved productivity means more work or fewer people. Either way, it translates to additional value.

His greatest satisfaction comes from helping people to join the dots on what it takes to be great at asset management, and then helping them to realise that vision.

Mr Hull looks forward to assisting you and your team. So if you have ever any queries, Please do not hesitate in contacting him. He can make himself available for a meet and greet or job opportunity etc. whenever you have some spare time.

Mr Benbert Toa - Workshop Manager

Mr Toa manages the day to day functions and QA of the workshops in Madang and supervises the onsite works for which Fimali is engaged.

He brings to Fimali close to 20 years of Maintenance Supervisory & Management experience working with a major Timber & Woodchip Mill as their Maintenance Supervisor.

A Mechanical Engineer by Profession, he has many years of experience in Machine & Equipment maintenance,

He has safely and effectively managed a large machine shop, welding shop and fitting shop with specific focus on materials handling equipment, process pumps and valves, hydraulic systems and chemical treatment plant.

Mr Toa possesses Project Management skills including budgeting, personnel supervision and resources planning (personnel, equipment & materials) to ensure your projects are started and completed in a timely and cost controlled manner to the required safety, QA/QC and Engineering standards.

OPERATIONS

Fimali is an agency style of company representing overseas manufacturers in PNG combined with in country Manufacturing and Aftermarket Service capability to compliment the overseas imported component.

Until Fimali was created, PNG had no manufacturing capability for the type of industrial process control equipment that is required by many companies and operators within PNG. These operators were thus forced to purchase their needs from overseas manufacturers. Generally this is achieved by purchasing through an Agent. The Manufacturer pays a commission of sale to this agent in whichever country the agent is based in.

Fimali was specifically created to retain these types of commissions as in-country profits to be taxed and used for local economic stimulation. The local operating company pays the same for the goods whether they pay an overseas agent, then import, or pay a PNG agent who has already imported the goods for them. Thus by having a PNG based agent, the local operating company pays the same price for the goods needed; they have the advantage of a geographically close agent to provide technical, commercial and aftermarket service; and they directly contribute to improve the PNG economy by promoting internal economic activities and creating high level (Engineering) employment within PNG.

CONSTRUCTION & SPECIAL PROJECTS

Due to the ongoing demand of Construction and Installation of Fimali Products, We have a value added part of Fimali Ltd Business to assist in [Construction and Special Projects](#), Fimali is able to succeed in this area through our huge data base of Labour for hire of Engineers and Tradesman (PNG Nationals and Expats). We also have a very strong understanding of working with PNG landowners all throughout PNG and Fimali is a PNG Company. With our data base of valuable men we are able to provide Technical Services, Maintenance and Support to Supply-Install-Commission-Maintain to completion major projects. This part of Fimali Adds Value to our Customer Service and Customers requests. We have the experience behind us to deliver the customers need in [Construction and Special Projects](#)

TRANSPARANCY & ACCOUNTABILITY

Since 2009 Fimali has been an accredited member of the 'TRACE International Inc' organisation. TRACE is a non-profit membership association that pools resources to provide practical and cost effective anti-bribery compliance solutions for multinational companies and their commercial intermediaries, TRACE specialises in anti-bribery Due Diligence reviews and compliance training for commercial intermediaries (Sales agents, representatives, consultants, distributors, suppliers etc) and company employees based around the world. For further details – refer: www.TRACEInternational.org

SPECIALIZATION/COMPETENCIES

Fimali has focused on 3 main areas of equipment supply, installation and repair expertise:

- Rotating Equipment (pumps/compressors/turbines)
- Valving
- Instrumentation

Several prominent manufacturers from each category have been selected by Fimali as our core 'Agency Lines' for sales and installations.

1. Pumps & Compressors

For pumps, Fimali supply and install a range of pumps including:

Xylem – Flygt, Godwin & Lowara Pumps (www.flygt.com), (www.godwinpumps.com) and (www.lowara.com). Xylem Flygt also manufactures underground pump stations.

Mono Pumps (www.mono-pumps.com).

WCIS Mechanical Seals (www.wcis.com.au)

For compressors, Fimali sells the **FS Curtis & Airmac** (www.glencomfg.com.au) range of units.

2. Valves

Fimali is aligned with leading manufacturers such as:

Caldera (www.calderaengineering.com),

Severn Glocon Severe Service Control Valves (www.severnglocon.com)

Dresser (Masoneilan) (www.masoneilan.com), **Consolidated** (www.dresser.com),

Cameron Valves (www.c-a-m.com),

HIT Valves Italy (Approved by all Major O & G & Eng'g Companies) (www.hitvalve.com)

Rotork Actuators (Electric, Hydraulic, Pneumatic) (www.rotork.com)

Valvtechnologies Valves (www.valv.com),

Wey Valves (www.weyvalves.com)

Tomoe (www.tomoe.co.jp),

Lincoln Lube (www.lincolnlube.com)

Singer Valve (www.singervalve.com).

Fimali also stocks & supplies a variety of std valves such as gate, globe, butterfly, check and control valves.

3. Instruments

The range of instruments Fimali supply is diverse and includes:

Royce (www.royceinst.com),

SMC Pneumatics (www.smcaus.com.au),

Ashcroft (www.ashcroft.com),

Flow Meters

Stanhope – Seta Petroleum Laboratory (www.stanhope-seta.co.uk)

Utility Systems Pre-paid Water Metering (www.utiliy-systems.com.sa)

Moore Industries (www.miinet.com).

Industrial Fittings Sales- SS, Ti, Steel, Brass (www.unilok.com)

Pepperl+Fuchs (www.pepperl-fuchs.com)

4. Water & Wastewater Systems

Water and waste-water treatment systems are available which includes the following leading providers; (www.xylemwatersolutions.com/au)

Xylem – Wedeco (UV Disinfection & Ozone Systems) (www.wedeco.com)

Xylem – Leopold (Flocculation/ Flotation, Membrane Filtration, Chlorination, Monitoring/ Control Instrumentation & Reverse Osmosis Membrane Systems) (www.fbleopold.com)

Xylem – Sanitaire (Aeration and Ozone Dissolution Systems) (www.xylemwatersolutions.com/scs/sanitaire)

Xylem - Multitrode (Pump station monitoring systems & probes) (www.multitrode.com)

5. Other Products

Apart from the above, there are other products we are agents for and involved with. These include:

General Electric (GE) – Transformers, Transformer Monitoring Equipment

(www.gedigitalenergy.com/md.htm ; www.gedigitalenergy.com/Transformers.htm)

WCIS Gaskets (www.wcis.com.au)

NSK, FAG & Timken Bearings (www.bsc.com.au)

Dayco Industrial V Belts & Timing Belts (www.ptaustralia.com.au)

Armstrong Steam and Engineering (www.armstrongsteam.com.au)

Sandvik Coromant Cutting Tools (www.coromant.sandvik.com)

6. After Sales Service

Fimali is genuinely concerned about its customers and so it emphasises on after sales service. Fimali aims to provide quality and reliable after sales service to ensure its customers know that Fimali is a reliable company to do business with.

Fimali offers repair and maintenance of all types of rotating equipment, valves, engineering upgrades and contract maintenance.

Through our Alignment with Severn Glocon Control Valves, we carry out valve rebuilds according to the procedures and QA established by the Severn Glocon Parent company in the UK.

In the process of rebuilding Mechanical Seals, each is inspected to generate Failure Analysis Reports – the purpose of which is to identify the mode of failure and potential methods and procedures that will increase the MTBF in the future – and of course to create a plant wide data base of seal usage, failures and solutions.

In Madang, we have full workshop capability including turning to 2.3m diam, boring, milling, sandblasting/painting etc. – as required to completely rebuild to as new condition equipment such as : pumps, turbines, compressors, engines, Babbitt & other bearings, centrifuges, fans, gearboxes and any size valve presently in PNG.

One of our notable strengths is on-site inspections and repair. Fimali have carried out a number of onsite inspections and repairs effectively for many customers within PNG to date. We also conduct on site quotations.

FACILITIES / CAPABILITIES

Fimali is located in a 2,500 m² building area which houses the company's Workshop, Warehouse and office. This facility is located on Komoklon Cres in the New Town Industrial Area in Madang.

The machines that are in operation in our workshop include:

- Forklift Trucks
- Lathes, Drills
- Milling Machines
- Horizontal Borers
- Welding Reclamation
- Sandblast, Spray Paint

With the above machineries and the qualified and experience personnel attached with Fimali, we are capable of repairing, rebuilding & testing pumps, turbines, compressors, engines, Babbitt & other bearings, centrifuges, fans, gearboxes and any size valve presently in PNG to as new condition.

We have a large air conditioned Clean room fully kitted out with Special Lapping Equipment to enable complete rebuild & test service for all mechanical seals – even up to the very large Agitator Seals on the Autoclaves at Ramu Nickel, Lihir and Porgera.

CUSTOMER BASE

Fimali has significant sales and/or repair orders and contracts with most Operating companies and Government Bodies within PNG. (List on page 1 of this Profile)

Date Updated: 18th August, 2016.