

K-TEK Level Measurement in Solar Power Plants

K-TEK offers high quality products for the thermal oil and water level applications at a solar power plant located in Sevilla, Spain. Currently, more than 20 solar power plants are being built in Spain, and this presents a unique opportunity for K-TEK to sell level instruments. Typical level measurement in these solar power plants includes water in heaters (continuous and intermittent purge tanks and storage vessels) with pressures up to 551 psi and temperatures up to 502°F, and thermal oil (HTF) in storage and expansion tanks with pressures up to 174 psi and 752°F.



The customer wanted to purchase a strong, high quality magnetic level gauge because of the process conditions and the special thermal oil (HTF), which is a dangerous fluid. The customer needed two MS30 magnetically actuated switches in each magnetic level indicator for high and low alarm, and purchased 27 KM26Ss, 48 MS30/IHs and 12 MagWaves through local rep Schubert & Salzer. Initially, the customer wanted to install a guided wave radar in an external chamber or inside the tank in a stilling well and one magnetic level gauge, but Schubert & Salzer proposed to the customer a MagWave Dual Chamber with GWR in the second chamber. The main chamber has the level indication, and with this solution the customer saves money on installation. According to the customer, K-TEK won this order over three other competitors because of the following reasons:

• MagWave Dual Chamber solution
 • High quality Magnetic Level Gauge
 • Strong design of extruded process connections
 • High accuracy because of the float design



Restructuring of K-TEK International Sales Organization

K-TEK is very excited to announce the restructuring of our international sales organization to enhance global coverage and customer service. This is intended to leverage our global manufacturing facilities, customer base and capitalize on future sales opportunities internationally. In addition, this focus is designed to strengthen and expand our geographical reach to new and existing markets with our complete product line.

Carl Kull will continue as VP Sales Asia with territory and customer focus to China, Asia Pacific, India, & the Middle East regions. Carl has done an impressive job in building our international foundation and growing our global sales over the last fourteen years. This growth has brought us to a new place of needing additional sales support in order to provide enhanced customer service.

Stefan Backeljauw is promoted to VP Sales Europe with territory and customer focus to Europe, Russia and the Africa regions. Stefan has done a great job as well in the European and Russian markets. Stefan is fluent in multiple languages such as English, German, French and Dutch etc., which will be an asset in covering these new areas.

Stefan Backeljauw
 VP Europe Sales
Europe, Russia & Africa

Carl Kull
 VP Asia Sales
China, Asia Pacific, India & Middle East



Pavel Petruk
 RSM Russia



Leon Botha
 RSM Africa



Celia Wang
 RSM China



Albert Saw
 RSM Asia Pacific



Subhendu Roy
 RSM India / Middle East



Zoheb Savanur
 RSM Middle East