

The American dream

or the history of a company driven
by a farsighted philanthropist

COMPANIES OF THE HAMON USA GROUP: The Hamon USA Group now includes Hamon Research-Cottrell, Inc. (electrostatic precipitators and air pollution control), Hamon Custodis (industrial chimneys) and Thermal Transfer Corporation (heat exchange systems).

Research-Cottrell before it worked with Hamon

ALREADY ECOLOGICALLY MINDED

Right at the beginning of the 20th century, when air quality was not the issue it is today, one man was already concerned about the environment. He was Professor Frederick Cottrell, a professor of chemistry at the University of California at Berkeley. An inventor by nature, a philanthropist in his heart, he was far ahead of his time.

In 1907, Professor Cottrell put to practical use one of his numerous inventions for the first time. It was the industrial electrostatic precipitator, designed to control the emission of particles into the air. Five years later, he founded Research Corporation, a non-profit foundation that had as its mission the commercialization of his inventions in order to finance yet more research. Each and every one of these inventions was aimed at improving the quality of life of his fellow citizens, and the environment that surrounded them.

WE DO THE RESEARCH, YOU DO THE SELLING

In 1952, Research Corporation created the subsidiary Research-Cottrell. The idea was to exploit and promote the technologies developed over the previous 40 years, starting with the electrostatic precipitator. The new, for-profit company returned to its parent \$4.2 million in royalties and dividends in the first 10 years of operation.

A VOCATION THAT BECOMES CLEARER AND CLEARER

Research-Cottrell moved from strength to strength. It bought companies in this period, including Custodis, the chimney company, and several smaller entities related to industrial pollution control. Research-Cottrell developed a wide range of products, and gave itself room for substantial growth. Above all, it confirmed its position as the leading equipment provider in the air pollution management business.

BUSINESS EXPLODES

In the middle of the 1970s, Research-Cottrell made a considerable impact on the market. A number of factors led to this remarkable period: the spectacular growth of industry and its infrastructure, the arrival of nuclear power plants and the enactment of a new law known as 'the Clean Air Act' that monitors and limits toxic emissions. The order book was full. Its natural draft cooling towers were the reference in the industry and popped up everywhere. More than 60% of these towers were designed and built by Research-Cottrell, and most of them are still in use today. Further, Research-Cottrell was a major supplier of ESPs and FGDs to the burgeoning utilities industry.

A FOCUS ON RESEARCH AND ACQUISITIONS

Even though the sales turnover of Research-Cottrell climbed sharply - \$350 million in 1981 - the company knew that to succeed into the future it had to continue to innovate. This clarity and vision led Research-Cottrell to make a number of acquisitions and create companies in Europe. By the end of 1980, Research-Cottrell had under its wings a number of the big names in air pollution control. Under its wings all the big names in air pollution control. Ecodyne Cooling Tower Services and KVB are added to those of Flex-Kleen and Custodis.



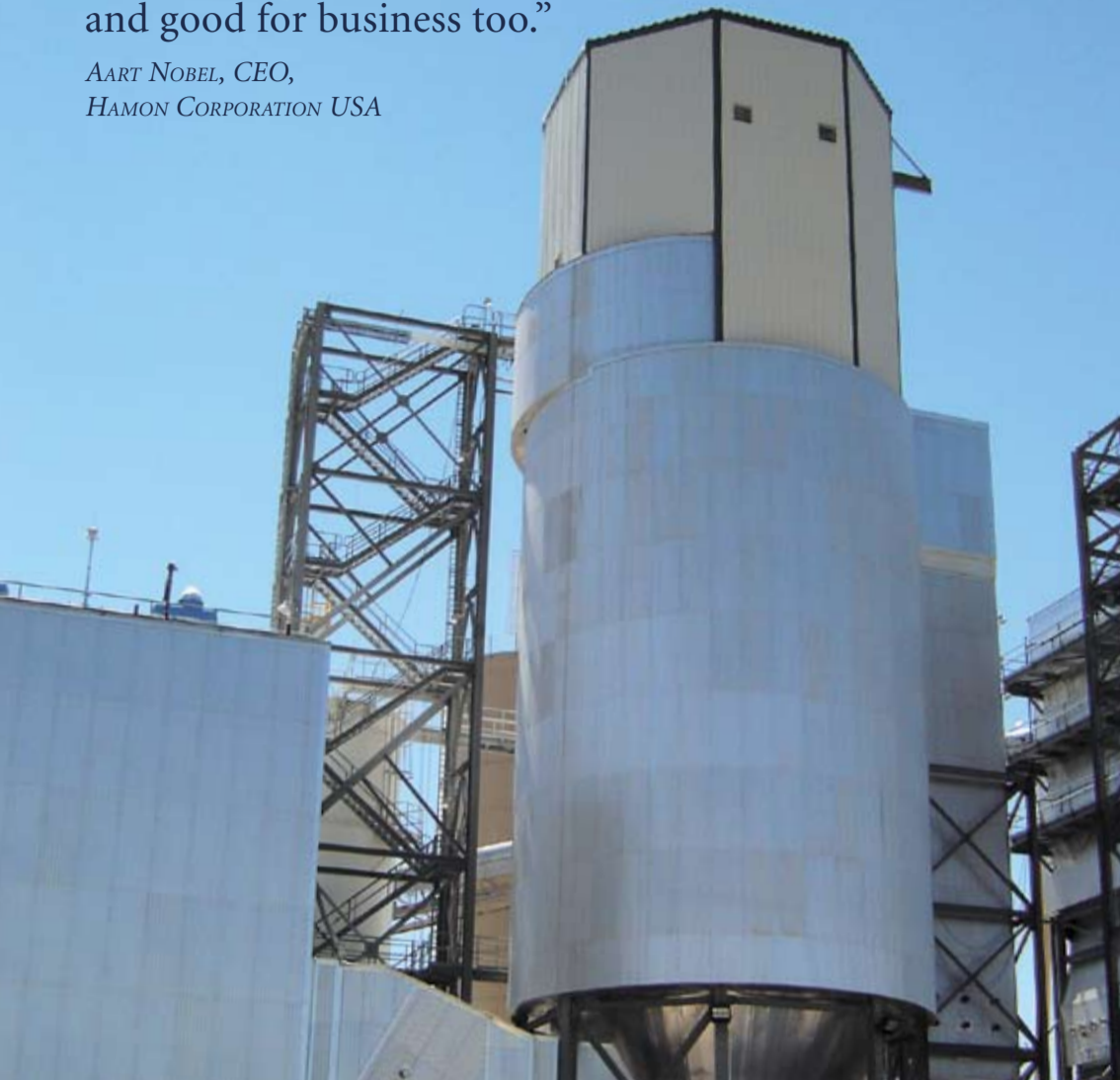
Today, in many countries, the term 'a Cottrell' is still used when one is describing an ESP system

Located in Tucson, Arizona, Research Corporation continues the original ecological mission set out by Frederick Cottrell.

“Both internally and in partnership with others, we are increasing our programs of research and development in order to bring the best solutions to our clients.

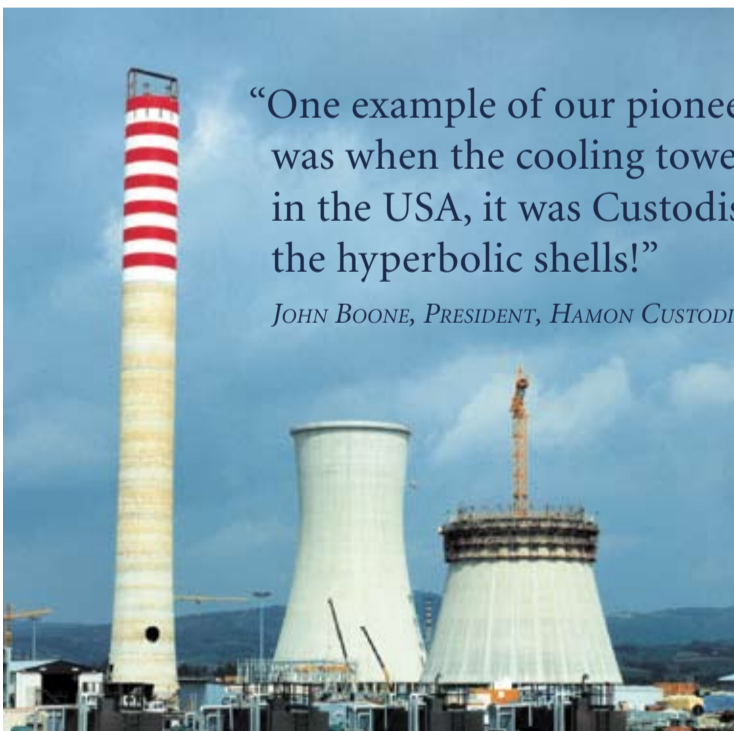
This is good for our reputation and good for business too.”

AART NOBEL, CEO,
HAMON CORPORATION USA



THERE IS ALWAYS A SOLUTION!

Towards the middle of the 1990s, following an unfortunate period in the hands of private investors, Research-Cottrell fell on more difficult times. Quick to seize the initiative though, the company initiated an appropriate strategy: develop service activities, notably for the control and monitoring of existing pollution control equipment. This timing was perfect. These activities offered better margins, were less risky than the installation of new equipment, and kept the company ready for the next cycle of capital investments by its clients.



“One example of our pioneering spirit was when the cooling towers arrived in the USA, it was Custodis who built the hyperbolic shells!”

JOHN BOONE, PRESIDENT, HAMON CUSTODIS INC.



CUSTODIS, 100 YEARS YOUNG!

Alphons Custodis, the technical inventor of an innovative new process to build industrial chimneys created the ‘Alphons Custodis Chimneys Construction Company’ at the beginning of the 20th century. In 1968, Research-Cottrell bought the company, believing in its reputation for innovation and seeing the complementarity of their businesses.

Hamon and Research-Cottrell after their union



The Detroit Edison Monroe Reactor.

OLD FRIENDS

The relationship between Hamon and Research-Cottrell started during the 1960s when Maurice Hamon opted to enter the US market. With no bank guarantees available however, and the need to build the cooling towers in America, he sold the license to Research-Cottrell. The fact that Hamon would buy its American partner 40 years later to create the Hamon Group US was surely far from his mind at the time. In 1998, however, as surprising as it might have been to Maurice Hamon, Hamon purchased essentially all of the business assets of Research-Cottrell, giving birth to the present-day Hamon USA. Hamon USA has continued in the footsteps of Research-Cottrell, by assuming a place of leadership and continuing a tradition of innovation in the fields of air pollution control, chimneys and heat exchange systems.

THEIR COMPLEMENTARITY MAKES THEM STRONG

Today, the Hamon Group in the USA has three main areas of activity. Taken together they cover all the fundamental needs of the market, giving remarkable strength to the group: Hamon Research-Cottrell, still loyal to its original mission as a 'depolluter'; Hamon Custodis, the reference in the market in terms of chimneys and silos; and Hamon Thermal Transfer, a leader when it comes to exotic heat exchange systems.



Rocky Mountain Power, baghouse and scrubber.

“We have attained a level of stability, maturity and growing confidence that could not have been anticipated only a few years ago.” *AART NOBEL*

TIGHTER LEGISLATION, HIGHER PROFITS

The fact that the legislation has tightened for matters relating to the environment, associated with the fact that much industrial equipment is getting older, has given the group a golden opportunity to increase its order book, whether it be for system controls or actual installations.

TOGETHER MEANS MORE INNOVATIONS

As with a number of other industrial companies, Hamon US is more and more open to the partnership model, understanding as it does that there is greater potential for innovations this way. The Group has notably worked together with ExxonMobil, combining their unique knowledge of processes with the expert know-how of Hamon's technical engineers.

BENEFICIAL CHANGES

In 2003, Hamon Europe was confronted with a serious crisis. But the company was able to emerge stronger and sharper following a reengineering process that covers the whole Group. Apart from an immediate cure, this change program also has long-term benefits. For example, Hamon US now has shorter delivery to market times and the lowest error rate in the entire industry for equipment that sets the performance standard for the industry.



Dominion Power-Chesterfield, Seal welding inside units and floors.