

A working day in the life of Petr Tlamicha, Industry Manager, Primary Metals, Minerals and Energy for EMEA at Air Products Plc

I'm based at Air Products' office in Děčín, Czech Republic where we employ 80 people and have a filling depot for our packaged gases business, but a lot of my time is spent visiting customers and prospects across Europe so most of my days start with a trip to the airport.

I see my role as creating a bridge between industry and research and development. The business area I'm responsible for is quite diverse and covers industries from metal production through to minerals, waste and energy, with 90 per cent of my work involving a form of combustion process such as melting, smelting, preheating or gasification. That means one day I could be visiting an aluminium recycling facility and the next a waste to energy plant.

My role is fairly multifunctional too. I manage a small team, working closely with our research and development experts, and providing support to our marketing and sales team as an industry expert. I see my main function as acting as a bridge between the industries I cover and our R&D team, and that's what makes it so interesting. When I'm out supporting our sales team in each country as a technology and process expert, I'm also gathering information on new industry and customer requirements. I then pass these to the research team to bring to life using computational fluid dynamics (CFD) modelling and tests in our combustion lab in Allentown, United States.

A 'typical' site visit starts with an informal catch-up with a local colleague, where we'll discuss a project's progress and what we can bring to the customer. Site visits are the most enjoyable part of my role, as it's where we have the opportunity to show how new technologies can bring real benefits to specific processes, and a chance to really get to know and understand our customers, working closely with them to find the right solutions.

After the visit I'll usually go into the local Air Products office. From there my time is typically spent with marketing and sales thinking about increasing local awareness of our technology for that country and getting it out to customers. At the airport and while travelling I focus on handling new enquiries and developing proposals and presentations for customers or prospects.

I've been in my role now for seven years and with the company for 17, but Air Products' history in the aluminium industry goes back over fifty. The company operates in 14 European countries and has hundreds of customers around the world, which means we have a lot of insight into industry trends. One of my major areas of focus at the moment



Relaxation comes in the form of sport for Petr Tlamicha

is developing our leading oxy-fuel melting technology, which combines a High Yield Burner and Advanced Low Emission Melting System for rotary furnaces. It's been well received since the launch in 2013, and it's currently being used in eight sites across Europe. We're now working on making the melting process more precise and extending the technology into melting and holding reverberatory furnaces.

During the periods when I'm not visiting customers, I'm checking the results of tests in our combustion lab. Either that or I'm reviewing operational data from customers where we've introduced new technology. No small task as we monitor that data 24 hours a day!

On the rare occasions I'm in my office, I'm often crunching numbers, but conference calls with colleagues across Europe are not uncommon. As my role covers Europe, keeping in constant communication with colleagues across the continent is challenging, but very rewarding. Some of this falls under what I call general administration, but we'll

also discuss marketing strategies, finding solutions for customer challenges, as well as new developments.

New technology is always the most exciting topic. One of our current research projects is focused on developing new ways to increase production in aluminium melting reverberatory furnaces. The technology will be easy to implement and there'll be no need to remove the customer's existing combustion system. It's one of a number of very promising new technologies we have in the pipeline.

At the end of the day, it's back home to my wife and two daughters, aged 13 and seven. Relaxation for me comes in the form of sport. I used to play in the national squash league, but it became too time consuming. I still get involved in local tournaments though, and cycle, ski and jog whenever I can.

And when the next working day arrives, it's being at the cutting edge and installing new systems that make a difference to customers and the environment that gets me up in the morning.

www.airproducts.nonferrous.com

For more information,
please contact us at:

Belgium

Air Products NV
J.F. Willemsstraat 100
1800 Vilvoorde
T +32 2 255 28 95
beinfo@airproducts.com
airproducts.be

Belgique

Air Products SA
J.F. Willemsstraat 100
1800 Vilvoorde
T +32 (0) 2 255 28 95
beinfo@airproducts.com
airproducts.be/fr

Czech Republic

AIR PRODUCTS spol. s r.o.
Ústecká 30
405 02 Děčín
T +420 800 100 700
infocz@airproducts.com
airproducts.cz

Germany

Air Products GmbH
Hüttenstraße 50
45527 Hattingen
T +49 2324 689300
F +49 2324 689100
apginfo@airproducts.com
airproducts.de

Spain

Carbueros Metálicos S.A.
c/ Aragón, 300
08009 Barcelona
T +34 902 13 02 02
oferta@carbueros.com
carbueros.com

France

Air Products SAS
45 avenue Victor Hugo
Bâtiment 270 Parc des Portes de Paris
93300 AUBERVILLIERS
T +33 1 85 07 97 93
frinfo@airproducts.com
airproducts.fr

Italy

SAPIO Produzione Idrogeno Ossigeno
S.r.l.
Via Silvio Pellico, 48
20900 MONZA
T +39 039 8398286
F +39 039 836068
gtm@sapio.it
grupposapio.it

Netherlands

Air Products Nederland BV
Klaprozenweg 101
1033 NN Amsterdam
T +31 20 4 35 35 35
ninfo@airproducts.com
airproducts.nl

Poland

Air Products Sp. z o.o.
ul. 17 Stycznia 48
02-146 Warszawa
T (BULK) +48 801 081 122
T (PG) +48 0801 100 801
infopl@airproducts.com
airproducts.com.pl

Portugal

GASIN – Grupo Air Products
Rua do Progresso, 53 – Perafita
Apartado 3051
4451-801 Leça da Palmeira
T +351 229 998 300
F +351 229 998 301
proposta@gasin.com
gasin.com

Russia

ООО «Эйр Продактс»
125047, Москва
1-я Тверская-Ямская ул., д.23, стр.1
подъезд 1, этаж 5
Тел.: +7 (495) 258-04-21
Факс: +7 (495) 258-04-22
Russia@airproducts.com
airproducts.ru

Slovakia

Air Products Slovakia, s.r.o.
Mlynské nivy 74
821 05 Bratislava
T +421 800 100 700
infosk@airproducts.com
airproducts.sk

United Kingdom

Air Products PLC
2 Millennium Gate
Westmere Drive
Crewe CW1 6AP
T +44 (0) 0800 389 0202
F +44 (0) 1270 612708
apukinfo@airproducts.com
airproducts.co.uk



tell me more
airproducts.com/nonferrous