



The Nichada Thani



The Sedona Villas



The Grove Villas



## Thailand

### A promising market

Changing markets demand new and flexible strategies. With Pimatec Co., Ltd in Bangkok, MULTITUBO systems found a partner of competence in Thailand.

With a simple comparison to traditional installation systems, MULTITUBO systems products proved an economical workflow and high safety. Due to that splendid introduction the products found their way into numerous projects.

Klaus Bauer of Pimatec is convinced of the concept he offers in Thailand: "To introduce a new product, it is necessary to accompany the first steps very carefully. Every project can rely on our technical support and training. Besides that, we offer a 10 years warranty for all products. That's why all participants of a project benefit from our concept."



# Quality of an international standard

Sometimes the mistakes others do, can be helpful to achieve one's aims. In this case traditional pipe installations, carried out in welded PP-pipes, have shown leakages. Leakages, which didn't occur from a faulty material. The reason was a poor interest to fulfill all the technical demands during installation. This made the installation become a big safety risk. Not to be taken by the builder, who had to invest in a brand new house to repair brand new pipeworks. To grab the chance, Pimatec, sales partner for Thailand, made the suggestion to carry out a comparative installation, one with traditionally welded pipes and with MULTITUBO systems multilayered pipes. This test should be an evidence of the advantages, promised by Klaus Bauer, CEO of Pimatec, Bangkok. As there is a significantly smaller amount of fittings, the expected higher costs of the multilayer pipe system could not be proofed. Easy bendability, fewer fittings and faster work showed to

be much more efficient than the traditional welded installation. Beside that, the builder benefits from the whole range of safety features, the MULTITUBO systems products have.

The installation as a striking sample of technical and practical competence which could be shown by the experienced staff of Pimatec. "This is our special strength in this field: We do not only offer sales and sales support, but also outstanding technical support, training on the job and, as well full turn-key installations. This makes us a competent and reliable partner for all builders and building companies.", Klaus Bauer explains his aim.

The 10 year warranty which is given to all MULTITUBO systems products is the cherry on the cake. Today's investors recognized that less trouble like leakages and less risks help to build up lasting advantages for the reputation.



Compared to traditional welding systems the use of MULTITUBO systems multilayer pipes is much faster and offers a significant saving of fittings. The consequent next step is a concentrated training on the job to carry out high quality installations.



Changing the leaking installation of a nearly ready house by "surgical interventions". The flexible multilayer pipe of MULTITUBO systems minimized the damage for the owner considerably.

