



Emerson Automation Solutions
Final Control Australia Pty Ltd
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March, 2018

Dear Sir / Madam:

RE: CHANGE IN SALES CHANNEL FOR NEW ZEALAND MARKET

Emerson Automation Solutions Final Control Australia Pty Limited – New Zealand Branch (“Emerson”) will be implementing a change on 3 April 2018 to support the New Zealand market with greater flexibility and agility.

Effective from this date and with the exception of Bailey branded products which will continue to be sold through MRC Global (New Zealand) Limited, all Emerson isolation valve, pressure relief valve and actuation products are to be purchased directly through Custom Controls Limited (“Custom Controls”). This adds to the current Emerson control valve and regulator portfolio of Custom Controls, creating an unrivalled range of final control products and solutions for customers in New Zealand.

A commitment to high-quality customer service and strong product knowledge will be assured through appropriate knowledge transfer from Emerson to Custom Controls. Business support will continue as it does today with direct access to Emerson factories and Subject Matter Experts.

As part of the business transition to Custom Controls, Emerson will no longer operate the current facility and workshop in Hamilton. We are mindful of the potential impacts of this decision on our customers, and will be working closely with them to provide support throughout the transition period. As part of these changes, the Sales & Service activities previously undertaken in Hamilton will transfer to Custom Controls in Auckland.

About Custom Controls Limited:

Custom Controls was established in 1981 as the Fisher Local Business Partner for New Zealand. Growing into one of New Zealand’s leading suppliers of process and automation solutions, Custom Controls represents best-in-class measurement, monitoring & control and valve & actuator companies from around the world including a number of Emerson divisions. With offices in Auckland and New Plymouth, Custom Controls product supply is supported by an experienced team of applications engineers, systems and field service technicians, a 24/7 support help line, qualified trainers and an extensive local warehouse carrying complete assemblies and spare parts.






We look forward to serving you in the future.

Yours faithfully,

Mark Wilkinson
Sales Manager | New Zealand
Emerson Automation Solutions | Final Control

John Sullivan
Managing Director
Custom Controls Limited





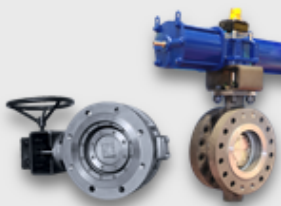
Flow Controls

	Sliding-Stem Valves	Rotary Valves	Engineered Products	Instrumentation	Fisher Digital Isolation	Nuclear Products
						
Description	Globe Angle Control	Ball Butterfly	Severe Service Valves	Digital Pneumatic Wireless	Automated Isolation HIPPS Packages	Control Valves Main Steam Valves Gate Valves Swing Check Valves Stop & Check Valves
Markets	Oil & Gas Power Chemical Process	Oil & Gas Power Chemical Process	Oil & Gas Power Chemical Process	Oil & Gas Power Chemical Process	Oil & Gas Power Chemical Process	Power
Key Plants	Marshalltown (US) Sherman (US) Wuqing (CN) Nilai (MY)	Marshalltown (US) Sherman (US) Wuqing (CN) Nilai (MY)	Marshalltown (US) Sherman (US) Wuqing (CN) Nilai (MY)	Marshalltown (US) Singapore (SG)	Marshalltown (US) Nilai (MY)	Marshalltown (US) Korschenbroich (DE) Breda (NL)
Brands	Fisher Baumann	Fisher	Fisher	Fisher	Fisher	Fisher Sempell






Pressure Management

	Direct Spring PRVs	High Pressure Pilot PRVs	Safety Selector Valves	Rupture Discs	Tank Protection	Regulators	Level & Flow
							
Description	Process Portable Boiler Safety Nuclear Utility	Pilot Operated	Safety Selector	Rupture Discs	Vents / Hatches Flame Arrestors Tank Blanketing	Pressure Regulators Pressure Build Valves Back Pressure Valves Economizers Cryogenic Press Build	Boiler Level Trim Level Indication Magnetic Gauges Sight Flow Indicators Jets / Eductors
Markets	Oil & Gas Process Power	Oil & Gas Process Power	Oil & Gas Process Power	Oil & Gas Process	Oil & Gas Process	Oil & Gas Process Power	Process Power
Key Plants	Stafford (US) Black Mountain (US) Mansfield (US) Manchester (UK) Shanghai (CN) Armentieres (FR) Korschenbroich (DE) Viralimalai (IN) *JV	Stafford (US) Mansfield (US) Manchester (UK) Shanghai (CN) Armentieres (FR) Korschenbroich (DE) Viralimalai (IN) *JV	Stafford (US) Armentieres (FR)	Manchester (UK)	Stafford (US) Manchester (UK)	Black Mountain (US) Manchester (UK)	Harlingen (US) Black Mountain (US) Manchester (UK)
Brands	Anderson Greenwood Crosby Cash Birkett Sempell	Anderson Greenwood	Anderson Greenwood	Marvac	Enardo Varec Amal Fisher Jeon	Fisher Francel Tartarini Jeon	Yarway Penberthy

Isolation Valves

	Ball Valves	Butterfly Valves	Gate, Globe, & Check Valves	Knife Gate & Slurry Valves	Triple Offset Valves
					
Description	Floating Trunnion Mounted Threaded Cast Forged	Resilient Seated High Performance Double Flanged Sampling Systems Lined Slurry	Forged Cast Bolted Bonnet Pressure Seal Bonnet Boiler Trim Valves Backflow Prevention	Knife Gate Slide Gate Hopper Angle Bayonet Tank	Basic Cryogenic High Temperature All metal construction Stellite® grade 21 seat overlays Resilient metal seat ring
Markets	Oil & Gas Chemical Petrochemical Process	Oil & Gas Chemical Petrochemical Mining Water & Wastewater Process	Power Oil & Gas Process	Mining Power Chemical Petrochemical Pulp & Paper Water & Wastewater	Oil & Gas Chemical Petrochemical Process Water & Wastewater Power
Key Plants	Brisbane (AU) Taichung (TW) Chengdu (CN) Pune (IN) Kobe (JP) Saint-Juéry (FR) Rescaldina (IT) Magnago (IT)	Brisbane (AU) Perth (AU) QingPu (CN) Pune (IN)	Rescaldina (IT) Breda (NL) Korschenbroich (DE) Guadalajara (MX)	Brisbane (AU) QingPu (CN) Reno (US) Pasadena (US)	Lugagnano (IT)
Brands	KTM FCT Virgo	Keystone Neotech	Sempell Fasani Raimondi Dewrance Hancock	Clarkson Keystone Lunkenheimer	Vanessa

Actuation Technologies

	Pneumatic	Hydraulic	Electric	Gears	Controllers & Instruments
					
Description	Scotch Yoke Rack & Pinion Linear	Electro-Hydraulic Helical Spine Gas-Hydraulic Rotary Vane Gas Over Oil	Quarter Turn Multi Turn Linear Fail-Safe Multiport	Quarter Turn Worm Multi Turn Bevel Linear Gear Operators Manual Overrides	Network Control Airsets & Switching Valves Controllers Positioners Transducers Switches & Sensors
Markets	Oil & Gas Chemical	Subsea Marine	Power Marine Water & Wastewater Pipeline	Oil & Gas Chemical Mining Water & Wastewater HVAC	Oil & Gas Power Process
Key Plants	Houston (US) Fiorenzuola (IT)	Houston (US) Fiorenzuola (IT)	Houston (US) Fiorenzuola (IT)	Houston (US)	Houston (US)
Brands	Bettis Biffi El-O-Matic Hytork Keystone	Bettis Damcos Danotorque Shafer	Bettis EIM Biffi	AMEYA	Topworx

**Custom Controls Limited
Contact Details**

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Emergency 24/7 Service

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www.customcontrols.co.nz