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Underfloorheating - Radiator Heating - Plumbing - Fittings
Potable Water Systems - A/C - Water - Sewage - Gas
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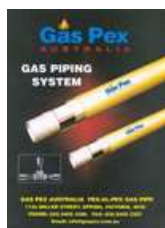
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Gas PEX Australia, the fastest starter of youn companies from 2004-2006



KWD-globalpipe, 2008-01-29, No.268. **Gas Pex Australia Pty Ltd, established in 2005,** was recently awarded the prestigious Fastest Growing Start Up Company in Australia by the Australian Magazine **Business Review Weekly**. This award was only achieved through the close partnership and co-operation that is shared between the **Gas Pex and Rifeng companies**.

Key factors that have set Gas Pex Australia apart from its competitors to make it the number 1 brand in Australia include: the **quality of product** that it receives from Rifeng and their ability to **readily gain national Standards approvals** the close cooperation that the companies have that allow Gas Pex to get product quickly to market to best service customers the ability to price the Gas Pex system as an attractive option to competing systems a national presence with representation in the key States of **Australia**.

Coming off a very low base, Gas Pex Australia, a supplier of flexible gas-piping systems to the plumbing industry, claimed the title of **fastest start-up** with a remarkable 13,453,8 percent increase from 5.721 \$ (revenue 2004-05) to 775.412 revenue 2005-06).

It was personal experience that drove Gas Pex director Gavin Shaw and his partners to establish the business.

As commercial plumbers, they were frustrated with the lack of alternatives to copper pipes on the market. A flexible plastic system was available, but supply issues made it difficult to obtain.

Gas Pex initially chased the Victorian and Tasmanian distribution rights for existing plastic system, but was knocked back. The **company then decided to find a competitive system and import it**.

It eventually **partnered with China's Rifeng**, one of the world's biggest manufacturers of multi-layer pipe.

"When we entered the market, we made sure that we could price our system so that material costs would be similar to, or slightly cheaper than, the copper system and plumbers would save by halving the installation time on each job", Shaw explains.

"Since our launch in early 2005, the price of copper has skyrocketed, providing an even more compelling reason for plumbers to change to our system. We have consciously **held our prices down during this period**".

Building awareness among potential customers was vital for Gas Pex. "We did this by running

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barbecues for plumbers, participating at trade shows and presenting to builders and plumbers. All the time, we were referring buyers back to the merchants who would then stock more of our products as demand grew.”

Although it is unlikely the company will have such a spectacular revenue rise again, the company is forecasting strong growth for the next few years at least.

“We believe the **Gas Pex phenomenon will, in many ways, mirror the water-pipe market**”, Shaw says.

Galvanised pipe was the mainstay in that market 20 years ago. Nowadays, there are not too many plumbers working with it because of the ease of using plastic systems.

Directors of Gas Pex Australia, Andrew Comans and Gavin Shaw, recently visited Foshan to attend the 102nd session of the Canton Fair and meet with key members of the overseas marketing team that actively support the Gas Pex business. Andrew Comans, Managing Director of Gas Pex Australia, thanked Justin Min, Karen Sui, Jane Tao, Louisa Zhou and Michelle Lv for their continuing support in actively assisting Gas Pex with its continued growth.

The two companies enjoy a very healthy working relationship and look forward to a long and prosperous future together. Source: BRW, June 2007.

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Rifeng Piping Systems: Brief Introduction: 250 Mio metres capacity/year

KWD-globalpipe, 2008-01-29, No.268. Rifeng is a leading company specializing in the development and manufacturing of advanced piping systems since 1996.

<p>47 lines a 0,7 mio m = 21 Mio m/month = 252 Mio m/year = 3,4 Mio m/ production line</p>
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Equipped with **47 production lines** and

two fittings factories, with a capacity for **700,000 meters of pipe** and **200,000 matched fittings per day**, Rifeng has become one of the world's top three piping manufacturers.



Rifeng pipes and fittings are manufactured from high quality raw material using some of the most advanced production lines in the world, according to the existing standards. With precise measuring instruments and **strict quality control systems**, each step in the production process is carefully inspected, insuring optimum quality and reliability. As China's **only piping manufacturer whose products are certified by many international authorities including DVGW and NSF International**, you can depend on Rifeng for quality piping solutions.

Rifeng Certifications in Australia and Approvals in Process

KWD-globalpipe, 2008-01-29, No.268. Rifeng only produces top-quality products, and there is no doubt from its clients. For Rifeng is able to continuously demonstrate the product's quality by high standard inspection organizations certified. Recently, Rifeng intends to apply for the **SKZ certification with Rifeng PPR Piping System**, and we will get the approval **by the end of 2008** hopefully.

Whereas the amazing salability of **Rifeng Multilayer Gas Pipe (PEX/AL/PEX Composite Pipe)**, Rifeng are applying for the **Gastec** (now KIWA) to help the gas pipe market deployment.

In **Australia** is Rifeng partner from **Gas Pex Australia** (see article) Here we found the following certifications:

Australian Standards Mark, Licence Holder: Foshan Rifeng (PE-Xb/AL/PE-Xb)

AS 4176: 1994 Polyethylene/aluminium and cross-linked polyethylene/aluminium macro-composite pipe systems for pressure applications

Model Identification	Model Name	Brand Name	Product Description	Product Type	Product Application
Nominal Size (DN)	Pressure Classification (PN)	Gas Classification	End Connection Designation	Material Designation	Colour Date Endorsed

B1-1216 RIFENG PEX/Al/PEX Pipe 16 x 2 PEXb/Al/PEXb Pipe Water 16 14 N/a N/a PEXb/Al/PEXb White 26 Apr 2007

B1-1216 RIFENG PEX/Al/PEX Pipe 16 x 2 PEXb/Al/PEXb Pipe Water 16 14 N/a N/a PEXb/Al/PEXb White/Orange 26 Apr 2007

B1-1620 RIFENG PEX/Al/PEX Pipe 20 x 2 PEXb/Al/PEXb Pipe Water 20 14 N/a N/a PEXb/Al/PEXb White/Orange 26 Apr 2007

B1-1620 RIFENG PEX/Al/PEX Pipe 20 x 2 PEXb/Al/PEXb Pipe Water 20 14 N/a N/a PEXb/Al/PEXb White 26 Apr 2007

B1-2025 RIFENG PEX/Al/PEX Pipe 25 x 2.5 PEXb/Al/PEXb Pipe Water 25 14 N/a N/a PEXb/Al/PEXb White/Orange 26 Apr 2007

B1-2025 RIFENG PEX/Al/PEX Pipe 25 x 2.5 PEXb/Al/PEXb Pipe Water 25 14 N/a N/a PEXb/Al/PEXb White 26 Apr 2007

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Rifeng Fitting Output Exceeded 1.5 Million in August 2007

KWD-globalpipe, 2008-01-29, No.268. In August 2007, Rifeng history has been made when **our new fitting factory churned out 1.5 million sets of brass fittings**, a new record for the company. From initial 300,000 pieces to 1.5 million now, Rifeng has undergone it in a remarkably short period. The ever-increasing demand in pipes as well as compatible fittings means by 2008, the **output for fittings compatible with Rifeng multilayer pipes would be doubled**.

Growing for Market Demand

Over the years Rifeng has been growing at a fast and steady pace, its success in providing high-quality piping systems has provide Rifeng with opportunities to further expand its core competitive business. Basic infrastructure has already been laid down to **accommodate future expansion**.

The above **recordbreaking new plant of 13000 sqm** is one of Rifeng's newly opened operational units for fittings and hardware. It is equipped with more than **160 units of**



digitally controlled machines and hydraulic machines. **Over 500 jobs were created** for the community, and at the same time, production capacity has been greatly enhanced.

Market demand has always been the driving force behind Rifeng's constant innovation and product development. **From F1 Brass Compression Fitting to F9 TH profile Brass Press Fitting**, Rifeng endeavors to provide its customers with diversity in choices and satisfaction in quality. The patented and best-selling F5 U profile brass press fittings for multilayer pipes were independently designed and developed by Rifeng's R & D department.

Future Expansion

Increasing fitting production capacity will benefit both Rifeng's customers and its **long-term strategic expansion**. By integrating Rifeng's excellent **R & D capability** and production scale, it is able to provide a range of services from **OEM to tailor-made services for niche markets**.

Over 90 percent of what Rifeng produces in its new fitting factory **is already being exported to over 30 countries** and areas around the world. Additional capacities to produce coupling, nuts and end caps are also fully utilized. An even larger location is also under consideration for Rifeng's new integrated production base in Foshan.

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