

We Want a Safe Cylinder World

It's autumn and the last third of 2023 is upon us. As usual, we've been working hard and have managed a lot of new projects and exciting events. We have opened a subsidiary in the USA - ATLANTA CYLINDERS, we have opened new premises for the inspection of pressure vessels by the acoustic emission method, we have visited important trade fairs and exhibitions and we are planning further business activities outside the EU.

We are focusing on the development of hydrogen transportation and storage technologies. We have already reached the mass production phase, where we are setting up systems for better productivity and production quality of these unique devices. We have ventured into the world of artificial intelligence - deploying these technologies not only in production processes but also in product applications for our customers.

However, the market development is also influenced by negative phenomena. These include the import of low-quality cylinders from China. It produces and imports about 1 million cylinders into the EU and another half a million semi-finished products that are declared under a different customs code. This would not be a problem if they were quality cylinders produced with high productivity. But here we are dealing with cylinders of disastrous quality and with a price for the finished

product, that is lower than the price for the input material. It is clear that these are subsidised products designed to destroy the European market.

The problem is all the more serious because this situation is on a dramatically increasing trend and has been going on for more than 20 years. It is clearly a political problem in the form of market distortion by a subsidised product. The solution must also be political. We need to protect the European market and start with strict controls on imports from outside the EU.

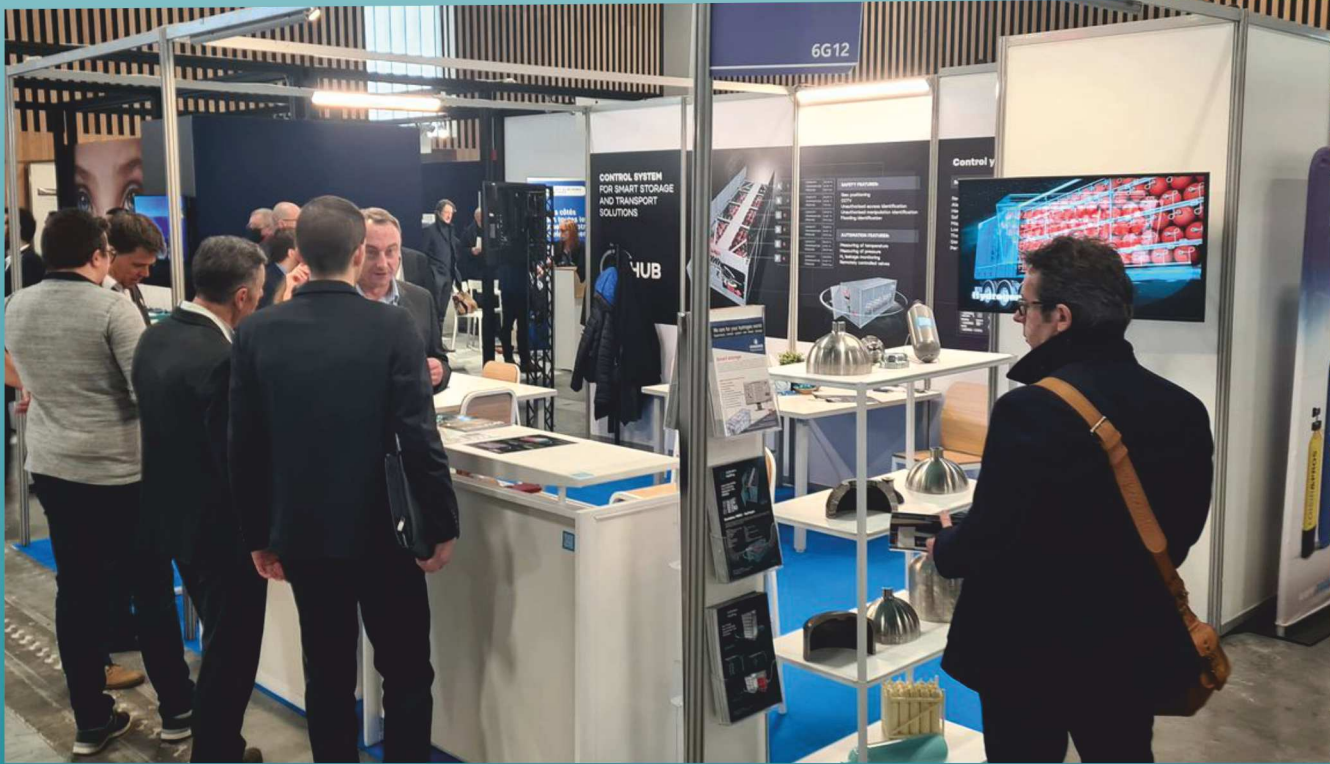
The current situation is all the more paradoxical because CYLINDERS HOLDING and other European manufacturers are successful exporters of cylinders to the whole world. However, only where buyers make proper technical standards and do not allow their country's market to be flooded with poor quality goods from producers of dubious quality, whose home state subsidises their products and encourages unfair competition - distorted by export subsidies.

It is clear that this will be a long run for Europe. However, we should realise that poor quality cylinders do not only have an economic impact on the European market. At the same time, they also pose a huge safety problem. Here, the inspection authorities must be absolutely clear in the interests of the safety of all EU citizens.



CEO





Our Hydrogen Solutions Made an Impression at HyVolution and Hannover Messe

HyVolution was held in Paris early February. This was the first trade fair where we presented our unique hydrogen bundle. Later in the year in April, we attended the major industrial trade fair Hannover Messe in Germany. The aim of our presentation at both fairs was to show all of our solutions for Hydrogen storage and transport to all interested parties. At CYLINDERS HOLDING, we take the topic of Hydrogen very seriously. It is therefore pleasing for us to see that many people and companies see the future of Hydrogen as promising as we do. All our new innovative solutions have been very positively received by our customers. We look forward to working more closely in this area with our existing, new and potential clients. We are ready to provide full support to all interested parties to deploy Hydrogen technology as quickly and, most importantly, as widely as possible.

One of the main innovations we want to support are start-ups in the Hydrogen market. Therefore, we lease our innovative products for Hydrogen products for one or more years. This gives the customer fully functional, serviced and new products that they can continue to use without using their investment resources. This is a way for us to help the growth of Hydrogen technology in Europe and on other continents as much as possible. The main product that will be offered in this way is our MEGC container, and other smart container solutions that we already have available. Some clients may also be interested in our new Hydrogen transport solutions in the form of a half-ton capacity Hydrogen trailer. Our reliable production and quality control guarantees 100% safety and functionality with regular inspections, audits or insurance provided by us.



HANNOVER
MESSE

Weight Matters!

The main goal of CYLINDERS HOLDING is to supply safe seamless cylinders to customers and to continuously innovate. Nowadays, it is increasingly important to use all the resources we have as efficiently as possible. This applies both to us as a manufacturer and to our customers. Thanks to the possibilities of today's modern technology, we have been able to develop completely new and lightweight cylinders for all technical gases. For some of them we have been able to reduce their weight by more than 20%. For our customers, this has a positive effect on both the quantity of gas transported and the price of the cylinders. We want to meet as much as possible all our customers' requirements for lightweighting type 1 cylinders. They all feature the highest quality workmanship with unbeatable delivery times. As an example, our two new cylinders are probably the most sought after on the market. We were able to lighten our 50 litre hydrogen cylinder to a weight of only 76 kg and were able to reach a weight of 10.5 kg for the most common being 10 litres. If the customer uses these types for gas transport, for example, our cylinders will allow them a much faster return on investment by saving a lot on the total cost of the cylinders and the volume transported. We will continue to present all new and innovative products - at trade fairs next year and on our social networks. Feel free to follow us to find out more!



We Opened a New Branch ATLANTA CYLINDERS, INC.

CYLINDERS HOLDING delivers its leading-edge products to more than 100 countries around the world. We have been operating in the US market for over 25 years. Due to our growing share and great potential, the decision was made in November 2022 to open our own branch in the USA. The aim is to gradually expanding into a production facility over time. Thanks to the new Czech ambassador in Washington, Miroslav Stašek, and the honorary consul in Atlanta, Monika Vintrlíková, we have decided to do so. Atlanta & Georgia have become another important location for **CYLINDERS HOLDING**.

ATLANTA CYLINDERS, INC. was founded in February 2023. The grand opening took place on the 18th of April with the participation of prominent personalities including the Czech Ambassador to the United States M. Stašek and Honorary Consul M. Vintrlíková, Georgia State Senator Shelly Echos and the head of the local Chamber of Commerce Tim Evans and many others. Vladislav Smrž, head of Business Development at **CYLINDERS HOLDING**, is responsible for the new branch.



We as **CYLINDERS HOLDING**, are the world market leader in seamless steel cylinders and we are very ambitious regarding the growth of the US market. Now we will be positioned closer to our existing and new customers to assist them with our product offering, with our new lightweight cylinders, hydrogen storage and transport solutions to this market.

According to Czech Ambassador to the USA Miroslav Stasek, "The Czech company's entry into the US market is positive news. ATLANTA CYLINDERS represents sophisticated products with Czech know-how based on its own research and development, which is extremely valuable."

"The production of the newly opened company clearly follows the trend of developing clean, circular solutions to help the development of new technologies in the USA, including hydrogen. I am therefore confident that ATLANTA CYLINDERS will be well received" said Monika Vintrlíková. We wish ATLANTA CYLINDERS many new and satisfied customers!

ATLANTA CYLINDERS Exhibited at AICD Expo in USA

On 21st - 23rd May 2023, Marek Krygel, representative of ATLANTA CYLINDERS, and Petr Hofřík, Technical Director of VÍTKOVICE CYLINDERS, exhibited at the AICD (American Independent Compressor Distributors) Expo in Dallas, Texas. The trade show, which featured more than 60 speakers from around the world, focused primarily on compressors and compressor technology.



ATLANTA CYLINDERS brought our 12 x 50L 200 BAR bundle to showcase one of the most advanced industrial gas storage solutions to attendees. ATLANTA CYLINDERS shared a booth with ALKIN Compressors and showed attendees that there is a comprehensive solution on the market that can meet the highest safety and quality standards.

New Premises for VÍTKOVICE FZ-LLC

VÍTKOVICE FZ-LLC recently inaugurated a new acoustic emission (AE) testing centre for high-pressure cylinders in Dubai, United Arab Emirates. This unique non-destructive technology enables the fast-growing UAE market to recertify all high-pressure cylinders, bundles and smart containers for transporting industrial gases in the safest way. The so-called acoustic emission testing is based on our know-how, which we have developed and put into practice over the last ten years with the VÍTKOVICE TESTING CENTER and technical universities.



At the same time, VÍTKOVICE FZ-LLC presented a completely new container for the transport of industrial gases, CNG and hydrogen. The special ten-foot container enables the transport of up to 2,000 m³ of gas in a relatively small footprint, meaning a very high transport capacity, under the safest possible conditions. The use of the container allows transportation for rare gases such as Helium.

As a result, CYLINDERS HOLDING can meet the increasingly demanding storage and supply needs of a wide variety of gases and clean technologies. As the market for industrial gases and services continues to grow in regions such as the Middle East, so does the need for expanded distribution channels and, above all, safe operations. All of this requires the know-how that CYLINDERS HOLDING has.

The centre in Dubai will serve not only those customers who purchase high pressure cylinders, bundles and vessels from CYLINDERS HOLDING, but all users of any gas cylinder or vessel. The centre is able to overhaul, refurbish and return to safe operation, with all necessary documentation for customers. The gas industry, regardless of its origin, has one common goal and that is safety!

The New CEO of VÍTKOVICE CYLINDERS Vladimír Šiška:

‘We are striving to make the cylinder business synonymous with safety’



Vladimír Šiška was primarily a process manager with experience in business, managing teams in the private corporate sector and in public administration. He started in 1990 with a business of 100 employees, later he managed production with an average of 500 employees. Afterwards he worked on other projects in process and crisis management. In July 2023 Vladimír Šiška became the new CEO of VÍTKOVICE CYLINDERS. However, he is no newcomer to the CYLINDERS HOLDING Group.

What have you done in the past in the group?

I have been selling CYLINDERS HOLDING products abroad for ten years. My responsibility was mainly sales in the CIS countries, i.e. in the areas of the former Soviet Union. It was not only the sale of high-pressure cylinders themselves, but also the implementation of projects in the field of CNG, industrial gases and firefighting technology. I also managed our subsidiary CYLINDERS ENGINEERING SERVICES, Inc., which focuses on the retail market in Central Europe.

What is the challenge for you in your new position?

I consider the most challenging discipline of the business to be continuous production at a top level. We have excellent products and a global commercial reach, which is a wonderful position to be in. However, in order to be successful, we have to constantly evolve, innovate our products and cylinders with our own know-how, as well as, empowering our team to shift into "higher gear" to succeed not only in the competition, but in an overall changing world.

Where do you see the future of the cylinders business?

We are developing cylinders for new media, pressures and safety standards. We are a leader in pushing new quality benchmarks for high-pressure steel cylinder safety. We are currently striving to make the cylinder business synonymous with reliability, to teach the world that a high-pressure cylinder cannot be a "cheap pipe" with no warranties, no service, no safety guarantees. At the same time we are opening up more and more pathways to circular operation and hydrogen technologies. I see a great future in being able to solve all the technological challenges.

Introduction of CYLINDERS UK

Allow me to introduce myself, I'm Bethany Entwistle, CEO of Cylinders UK.

I have extensive work experience in customer service, management, human resources and business development. I joined CYLINDERS HOLDING in May 2023. Building relationships and communicating effectively is something I pride myself on, working together is so important to ensure we run smoothly and provide an excellent service to our clients.



Here in the UK, my colleague Sandra Kwiatkowska works alongside me in our Bolton, Greater Manchester office. She has an extensive background in both customer service, manufacturing and logistics. Sandra specialises in the logistics side of the business, efficiently transporting our orders to our clients, making this aspect of their business much easier. Since the Brexit, this has been very well received by our clients and relieved the added pressure from them.

As General Manager of the UK branch, I am passionate about collaborating and building great relationships with existing & future clients, understanding their business requirements to ensure we support them as much as possible in their future development. My colleagues at CYLINDERS HOLDING and I look forward to growing the UK market together with our clients too. As the UK moves towards renewable energy work, my aim is to support our clients and ensure that we work together to build a better future.

Thank you very much,
Bethany

VÍTKOVICE MILMET Left a Lasting Impression at the Trade Fair in Warsaw.



At the PETROL STATION international trade fair in Warsaw, VÍTKOVICE MILMET S.A. presented a wide range of CNG, hydrogen and LPG products for the gas and related industries. It used this opportunity to exchange information, knowledge and experience, to establish direct business contacts and to present the latest solutions for the whole sector.

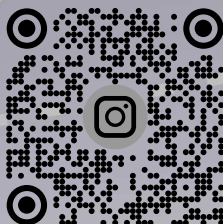
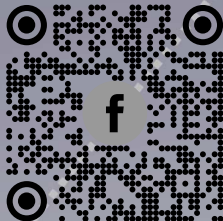
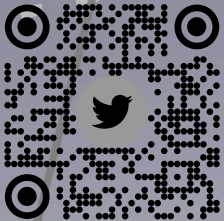
During the exhibition, Milmet representatives met with existing and potential customers from the domestic market and from the Czech Republic, Croatia, Slovenia and Lithuania. Among LPG customers, the most popular were cylinders for forklift trucks and hobby cylinders. In the field of high-pressure gases, the solutions designed for Hydrogen storage and transport, which follow current trends and respond to the expectations of EU trading partners, attracted the most interest.

The exhibition was also accompanied by the GasTechExpo zone, of which VÍTKOVICE MILMET was an active participant. It was attended by all companies related to the broadly defined gas industry (LPG, CNG, LNG, hydrogen). The Warsaw fair was definitely a success for VÍTKOVICE MILMET and the entire CYLINDERS HOLDING Group.

Practise Safe Sips!

CO₂ in steel cylinders is used to dispense various carbonated beverages. However, not all cylinders used for carbonation across the market are made for this purpose. We have found, that of them many are replacing the correct cylinders designed for carbonation, or for the food industry with types of cylinders that were made for completely different purposes, such as fire extinguishers. Replacing cylinders is definitely not a good solution, as the food industry has very strict and different requirements.

This isn't a good practise. In some cases, the cylinder markings are restamped, which is not allowed. However, it does happen and a non-compliant container becomes a 'food cylinder'. It is then filled with a gas other than that for which it was intended. If beer or other beverages are filled from such illegally relabelled non-compliant cylinders, not only is the quality of the beverage reduced, but in a worse case, there may also be adverse effects on human health. It is therefore extremely important to pay attention to the quality and designation of the cylinders used in your catering establishments, or at various events, to avoid problems that can translate into health problems for consumers.



...be up to date

