

# Fluenta and Vanko Announce New VAR Sales and Service Partnership

Submitted by: XL Communications

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Fluenta (<http://www.fluenta.com/>), a global leader in the ultrasonic measurement of flare gas, has signed a Value Added Reseller agreement with Canadian process and analytical instrumentation supplier Vanko Analytical & Instrumentation Specialist (<http://www.vanko.net/>). The agreement covers the full Fluenta product range including its key product for flare gas measurement, the FGM-160 (<http://www.fluenta.com/products/>). All products and services will be sold and implemented by Vanko into operators in Western Canada.

Fluenta was selected based on its technical expertise, commitment to excellence, and product accuracy.

The Fluenta product set provides Vanko with a solution to support operators in the Oil & Gas and chemical market in meeting and exceeding regulatory requirements, ensuring safety and management of emissions.

Tom Pugliese, Vice President Americas at Fluenta, commented; "The new partnership with Vanko is an excellent opportunity for Fluenta as we further extend our customer base in Canada. Vanko's focus on both Sales and Service is a great match for Fluenta and will allow us to better serve the Canadian market. We look forward to adding new value to Vanko's existing offerings."

## A challenging environment

The extraction of highly flammable liquids and gases from the earth is a precise and potentially dangerous operation. It involves precise technology combined with experience and expertise developed over decades.

Burning excess gas by flare is a critical part of the safety regime. Flare stacks are often used for burning off flammable gas released by pressure relief valves during unplanned over-pressuring of plant equipment. This often takes place during start-ups and shutdowns in production when the volume of gas being extracted can be uncertain. In this respect flare stacks provide a critical means by which to ensure safety – the alternative to allowing the gas to escape would be a significant build-up of pressure and the risk of explosion.

The accurate measurement of the gas flared is important for a number of reasons. First, in many regions of the world the flaring of gas is subject to taxation and accurate measurement ensures that the correct taxation is being paid. The second reason is to provide intelligence to the industry on the volume of gas flared. Natural gas is a limited and valuable resource – ideally no gas would ever be lost. Accurate measurement of gas flaring means the industry can plan better ways to reduce the loss and create best practice in the future.

## About Fluenta

Founded in 1985 Fluenta is the global leader in flow monitoring, measurement and sensing using ultrasonic technology. Currently the company primarily serves the Oil & Gas market where it is the leader in European off shore flare gas monitoring. The company also provides flow monitoring and measurement services to the chemical and other industries. Fluenta was established in Haugesund, Norway and is

headquartered in Cambridge (UK), with offices around the world.

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#### About Vanko

About VankoVanko Analytics Ltd., a leading supplier of process and analytical instrumentation, has been serving industrial markets since 1988. With offices in Edmonton, Winnipeg, Calgary, and Vancouver, the focus of the business is to provide complete analytical and process solutions, ranging from the simplest to the most complex applications. Vanko prides itself on offering a full range of services including systems integration/design, project commissioning, training, repair, and sales.

For more information, please visit [www.vanko.net](http://www.vanko.net) or contact:

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