DISTRIBUTOR NEWSLETTER

Q4 2020

Come On In! Visit Burkert USA
No face mask required for this Virtual visit to the Huntersville Campus of Burkert USA

Ball Valve Program & Configurator
A quick configuration tool to help you select your perfect Burkert ball valve solution – Now all part of the QDP!

Distributor Success Stories
Quick Product Selection & Sampling Success; “New” Product and Application Training Success; Growing Business Together with Strategic Planning and Compromise to Achieve Together
How do We Help Accelerate the Growth of Your Business?

Quick Delivery Program – What is this and what is included?
Type 2000s (US Assembled), ELEMENT tops, Controllers, MRO Diaphragms, Wheel Flow & other Sensors, Valve Banks, Forged Diaphragm Valves, Ball Valves

Highlighted in Green in the Short Form Catalog

ALL Ball Valves found in the Ball Valve Configurator
Ball Valve Program & **Configurator**

A quick configuration tool to help you select your perfect Burkert ball valve solution.

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**Ball Valve Program – Aggressively Competitive Pricing Structure**

- All Ball Valves in our configurator included in the QDP shipping in 5 days or less
- Evaluated against several competitors to provide optimal market-based list prices
- New lower list prices – Sell More!
- Same 50% distributor discount as before even on this lower price (we eat the difference).
- Compatible with Burkert actuators, controllers, positioners – Ball Valves are part of our greater process automation & control offering
- Updated pricing on the [website](#), in [configurator](#), & [price list](#) on 10/16

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**Ball Valve Configurator**

Quick checklist:
- Maximum temperature for your system
- Size (in inches)
- Type of End Connection
- Method of Actuation (if any)
- Position Control (if any)
- Limit Switch (if any)
- Pilot Type/Voltage (if any)

**Datasheets**
- Butt Weld, NPT, and Socket Weld
- Clamp and Tube End
- Flanged
Training plan Q4 - Enabling growth

**Distributor Toolbox Training**
- Basic tools: "I need a……"
- Quick Delivery Program (QDP)
- Product information
- Marketing requests

**ASM Customized Training**
- General Burkert product offerings
- Specific product training
- Application training
- Customer needs audit plan


As part of our ongoing commitment to making it easier to work with Burkert, we have assembled some of the most requested information and tools available for you in this toolbox.

**Quick Delivery Program**
Landing Page Here

**Configurators and Product Selection Tools**

**Ball Valve Configurator**

*I Need A* Sheets for the following products

- Solenoid valves
- Pneumatic manifolds
- Sensors
  - Conductivity
  - Flow
  - Level
  - Type 8519 Multichannel Controller
  - Type 8511 Universal Controller
- Type 8661 Control Heads
- Control valves: ELEMENT
- Ball valves
  - Pneumatic for position control
  - Electric for on/off or position control
  - Pneumatic for on/off control
- Schwarzer pumps
Newspaper – Digital Version LIVE
We want your feedback!!

2020 Short Form Catalog
Easily identifiable Quick Delivery Program
Items highlighted in Green

2020 Burkert Newspaper
Here Digitally

The 2020 Burkert Newspaper, was redesigned using feedback from our sales team and distribution partners to be easier to open and use, light enough to mail using basic USPS first class, and still free for our distribution partners – also using the same size labels for your rebranding purposes.

This digital literature piece is online, easily emailed and awaiting your feedback on how we can make it a better sales tool for your team before it goes to print.

Email us marketing-usa@burkert.com with your insights.

Our newest printed materials were created specifically for our distribution partners. Both the short form catalog and the upcoming Burkert Newspaper, were designed to be re-branded for distributors using a 2”x2” label to cover the direct Burkert contact information and provide your contact information in its place.

We can coordinate a design with your marketing personnel and will even pay for the production of these labels to help you rebrand our print materials as your own.
Product Selection Guides – “I Need A”

“I Need A” sheets are simplified online forms that gather ALL the necessary process information to quickly provide an accurate quote for the correct product.

“I Need A” Sheets for the following products
- Solenoid valves
- Pneumatic manifolds
- Sensors
  - Conductivity
  - Flow
  - Level
  - Type 8619 Multichannel Controller
  - Type 8611 Universal Controller
- Type 8681 Control Heads
- Control valves: ELEMENT
- Ball valves
  - Pneumatic for position control
  - Electric for on/off or position control
  - Pneumatic for on/off control
- Schwarzer pumps
- And more on the way...

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*I need a Conductivity Sensor*

Please fill out the information below

* Required

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*I need a Control Ball Valve*


* Required

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**Burkert 8681 Configuration For Quote**


* Required

Email address *

Your email

First and Last Name *

Your answer

Company Name *

Your answer

Phone Number *

Your answer

Who is the Burkert contact that provided this survey link? *

Your answer

Number of valves? *
Webinar Series – LIVE and On-Demand Versions

Past & Upcoming Webinar Topics
- **FLOWave: Improving Safety with Hygienic Flow Measurement** (Live Sept. 2020, now on-demand)
- Test, Validate & Calibrate MFCs (On Demand Oct. 2020)
- Valve Sizing Matters 101 (On Demand Nov. 2020)
- Angle Seat vs. Ball Valves: Which to choose & why?? (On Demand Nov. 2020)
- Valve Coil Basics (On Demand Nov. 2020)
- Decentralized Process Automation (Live Dec. 2020)
- Distributed Plant Automation (Live Feb. 2021)

Where to Find New Releases in Webinar Series

- **LinkedIn**
- **Facebook**
- **Website Posts**
- **Distributor Toolbox**
Quick Product Selection & Sampling Success

- Project identified late August by Oliver M. Dean
- First considered pneumatic actuated ball valves then pivoted based on customer needs to electric actuation
- Transitioned from electromotor valves to electrically operated ball valves (cost sensitive)
- Items required were selected from the Burkert QDP program
- Now testing 7 items => leading to an order of 37 more ball valves estimated before year end
- Total project projection $42,000

“New” Product and Application Training Success

- Durable has been an Authorized Distribution Partner for 30+ years
- Most of the sales force knows Burkert products very well
- During quarterly business review, Randy identified Burkert MFC’s as a product recognized but sales team was not familiar with MFC’s
- As part of the Joint Business Plan – training schedule was updated to include MFC training (done in September)
- Resulted in two opportunities currently active:
  - Air flow meters to replace VA Meters on test stands
  - Natural Gas / Propane flow meters used on a test stand for gas dryers
Growing Business Together with Strategic Plans

By 2017, realized business was stagnate – not meeting anyone’s expectations

- Began product and application training together with key customer visits
- Led with control tops and reinforced Burkert broad product offering

- 2020 – Rodem and Burkert Sales Managers discussed future commitments
- Authorized Distribution Agreement discussed, including key terms and stocking strategic inventory
- Burkert Area Sales Manager worked closely with Rodem Sales Team to select the right products based on industry applications and Burkert’s value in the market

Burkert U.S.A. Type 2000 Local Assembly

U.S.A. Type 2000 Assembly – Going and Growing

- “Assembled in the USA”
- Quicker Delivery Times – most in QDP
- Create more American Jobs
- Higher Security Level of Supply Chain
- No Price Increase on new Part Numbers through end of 2021
- Cross reference list ready this week

Type 2000 Angle-Seat Valve – 1”

Features
- Angle Seat, Single Stem design
- Pneum Actuator, 1.5-in Piston Seal for long life
- Double loaded packing, O-ring wiper ring, Teflon Teflon
- Seal, Wiper Ring
- Low internal Volume
- Accessory: Stroke Limiter, Visual Feed-back, Optical Indication
- 1” or 2.5” brass and stainless steel
- NPT, OD bore, OD valve, Tri-clamp ends
- Air, gas, water, oil, glycol, thermal fluids
- Q5 & 4.5 to 160
- Seal material, PTFE or Viton
- No threaded nut on the stem in the flow path
- Pilot valves and Control suits readily mounted
- Fieldbus compatible with control head
- Actuator PA 1500 – 140/°F, PTFE 1500 – 260/°F
- Wiper reduces service life of packing gland
- Actuator is 360° adjustable around stem
- Cavity filler for four air consumption
- Internally safe limit switches
- Rentable and plug same as body material

Benefits
- No breakaway torque required
- Long Life – 5 million cycles
- Single stem design eliminates potential leakage
- Reduced Air Consumption
- Flexible diagnostics
- Flexible integration
Product Updates

New communication interface for control head Type 8681

Due to the increasing digitization of production processes, the demands placed on digital data exchange between process valves and the programmable logic controller (PLC) are growing all the time. Ever larger volumes of process, device and diagnostic data need to be transmitted to the superordinate controller.

To meet these requirements, our valve control head Type 8681 is now also available with the communication interface IO-Link or the Bürkert system bus (büS)/CANopen in addition to the variants with AS-i & DeviceNet.

Control heads are the links between the process valves at field level and the system control. As part of decentralized automation concepts, they handle all pneumatic control, feedback and diagnostic functions all the way to bus communication.

Your advantages thanks to our universal control head Type 8681:
✓ Compatible with the majority of hygienic process valves
✓ Quick and easy configuration and connection of the device saves time
✓ Integrated diagnostic functions enable cost-efficient maintenance intervals
✓ Fast device replacement for service and plant maintenance activities
✓ Easy start-up and cabling
✓ Compatible with many standard valve types

The control head Type 8681 is universally adaptable and can be combined with most standard valve types for hygiene-critical areas, e.g. butterfly valves, ball valves as well as single-seated and double-seated valves.

Simple planning of maintenance intervals

The programmable diagnostic functions allow maintenance requirements, such as limit values for the number of switching cycles or operating hours, to be defined specifically for the automated process valve and managed by the control head. As such, the maintenance intervals of your valves can be optimized and unplanned system downtime avoided.

Easy to integrate into existing fieldbus and automation systems

Thanks to the new interface, Type 8681 can be easily integrated into all common automation and fieldbus systems. Standard cables and M12 push-in connectors are used for cabling, thereby making the control heads quick and easy to install - without the risk of wiring errors.

Product Updates

Type 8742 & Type 8746: Mass Flow Controllers & Mass Flow Meters with an analog interface or PROFIBUS DP

The Mass Flow Controllers and Mass Flow Meters Type 8742 and Type 8746 are now also available with standard signal interfaces or PROFIBUS DP in addition to the already existing büS/CANopen variant. This gives you more choice and flexibility when planning your plant.

Measurement directly in the gas flow

The sensor of the MFCs and MFMs is located directly in the gas flow and thus calibrated with real gas. This results in very high dynamics and measuring accuracy as well as the fastest response and setting times.

Robust field devices

Thanks to their IP65 and IP67 degree of protection, the new robust variants of Type 8742 and Type 8746 can be used directly in the field – without a control cabinet. In addition, the devices are also optionally available with conformity for ATEX / IECEx Zone 2 Cat. 3 G/D.

Your advantages at a glance

✓ Highest measuring accuracy thanks to the sensor located directly in the gas flow with real gas calibration
✓ Suitable for field use thanks to IP65 and IP67 degree of protection
✓ Low maintenance due to long-term stable flow calibration and no moving parts in the medium
✓ Simple integration into existing plants

Discover more about our MFCs & MFMs with PROFIBUS DP:

Type 8742
Type 8746

Learn more about our MFCs & MFMs with an analogue interface:

Type 8742
Type 8746

Burkert Virtual Exhibition Participation

No need to get your badge swiped here - come as you are when it’s convenient for you!

Burkert Website Virtual Booth

Can’t do LIVE Shows?? PIVOT!

North American Die Casting Association

Rockwell Automation Fair

Clinical Lab Expo
Need assistance making a selection on the Website??
Sometimes selecting the valve that perfectly fits your requirements is not so easy.

The Bürkert Type 330 solenoid valve, for example, can be perfectly adapted to any requirement with a wide variety of body materials, ports and sealants.

But how do you quickly find the right valve?
✓ This part actually is quite easy - first use our extensive product filter and then compare the selection list with the help of our clear product comparison. The following video describes the selection step by step:
Burkert Facility Virtual Tour

No face mask required for this visit to the Huntersville Campus of Burkert USA. Come and visit our Burkert USA facility from the comfort of your own device. Virtual tours of the Huntersville campus are just a click away with a respect for maintaining social distance – at least for now.

The 173,000 square-foot U.S. Headquarters currently accommodates over 120 employees who utilize the campus which boasts floor to ceiling windows throughout the entire office space, a fitness center with an indoor half basketball court, and two-story atrium that runs the length of the building.

A 43.7kW solar farm comprised of 366 panels on the roof supplies power directly to the facility and transfers power back to the grid during low usage. To reduce lighting needs, four separate bays of skylights plus 14 Solatubes provide natural daylight to our employees in the climate controlled production and warehouse area. The manufacturing area includes two separate CNC (Computer Numerical Control) machine shops to produce manifolds designed by our engineers. Valve systems are assembled and tested in our class 10,000 Clean Room.
Your Burkert Contacts

Distribution Segment Manager

Jeff Brule
jeff.brule@burkert.com
+17044015678

Local Area Sales Managers

Al Bednarski
al.bednarski@burkert.com
+12165714100

Ebert Bautista
ebert.bautista@burkert.com
+17146183549

Dario Cintron
dario.cintron@burkert.com
+17046080274

Brendan Cook
brendan.cook@burkert.com
+17792219788

Larry Kubacki
larry.kubacki@burkert.com
+13129724914

Earl Lanier
earl.lanier@burkert.com
+12147556256

Paul McGighe
paul.mctighe@burkert.com
+18103489362

Jon Mello
jon.mello@burkert.com
+15593179966

Brandon Mickelson
brandon.mickelson@burkert.com
+19202793806

Tom Perkins
tom.perkins@burkert.com
+13145689865

Marcus Traber
marcus.traber@burkert.com
+12624029900

Inside Sales Support

Jennifer Glas – Inside Sales Manager
jennifer.glas@burkert.com
+17405044444

Shannon Passmore - East
shannon.passmore@burkert.com
+17045044695

Audra Chini - West
Audra.chini@burkert.com
+17044015628

Marketing & Literature Fulfillment

Ursula Johns
marketing-usa@burkert.com
+19492233102

Brian Malley
marketing-usa@burkert.com
+19492233177

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