



bürkert
FLUID CONTROL SYSTEMS

DISTRIBUTOR NEWSLETTER

Q4 2020

[Come On In! Visit Burkert USA](#)

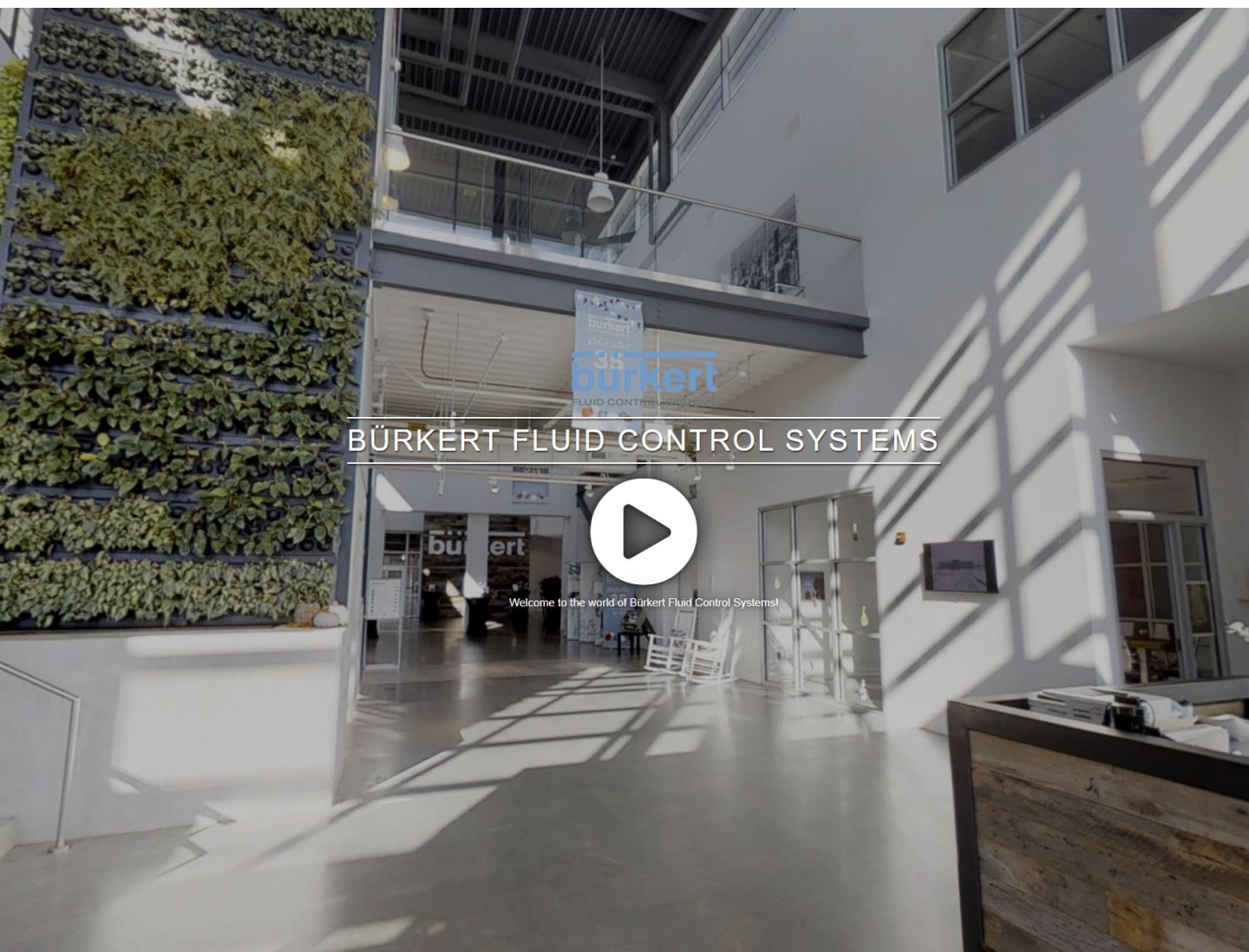
No face mask required for this Virtual visit to the Huntersville Campus of Burkert USA

[Ball Valve Program & Configurator](#)

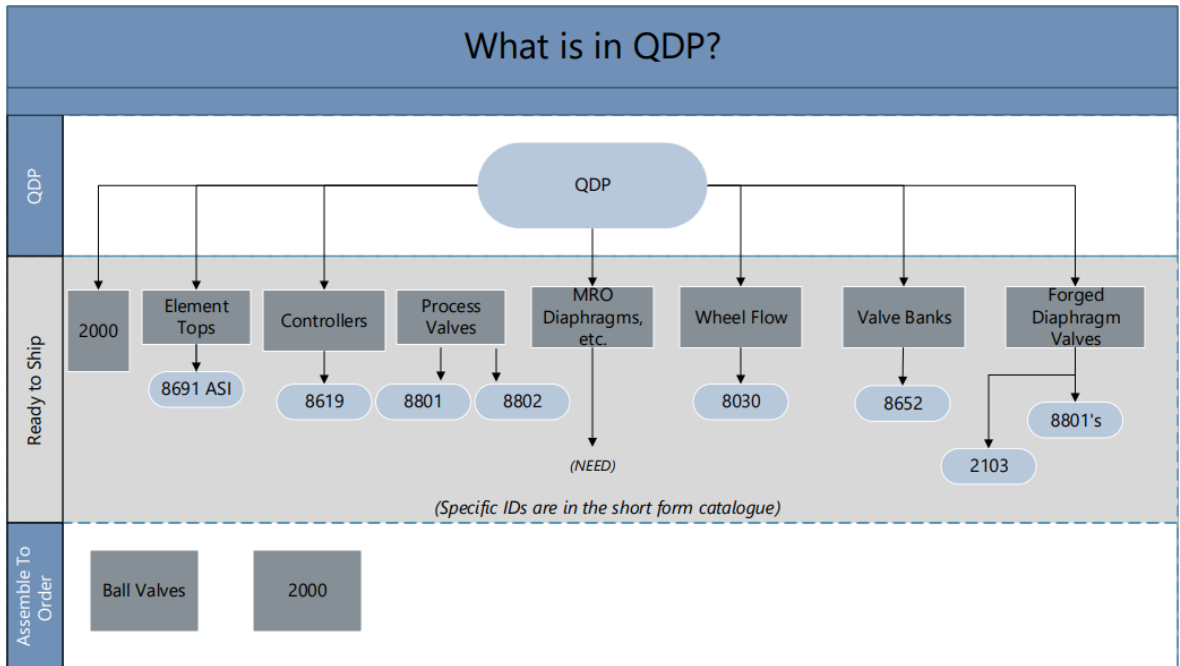
A quick configuration tool to help you select your perfect Burkert ball valve solution – Now all part of the QDP!

[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



Burkert Quick Delivery Program - QDP



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](#)

Dimensions [Inch] (see datasheet for more details)

2301 without and with TopControl Type 8692

Size	Actuator [mm]	OA	H	HS with 8692
1/2"	70	3.58	9.40	15.07
3/4"	70	3.58	9.64	15.31
1"	90	4.72	11.85	17.52
1 1/2"	130	6.26	15.19	20.86
2"	130	6.26	15.43	21.10
2 1/2"	130	6.26	17.55	23.22
3"	130	6.26	17.87	23.54
4"	130	6.26	18.26	23.93

2301 flanged body

Port size [tube] (inch)	Actuator size [mm]	ODF	LF	Actuator [mm]	AF	OD	DMF
3/4	70	3.89	7.24	2.75	0.50	0.61	0.81
1	70	4.25	7.24	3.11	0.55	0.61	1.05
1-1/2	90	5.00	8.74	3.88	0.68	0.61	1.05
2	130	5.96	10.00	4.75	0.75	0.75	2.07
2 1/2	130	7.00	10.86	5.50	0.87	0.75	2.48
3	130	7.48	11.73	6.00	0.94	0.75	3.07
4	130	9.01	13.85	7.50	0.94	0.75	4.01

Ordering charts

Angle Control Valve (2300 + 8692)

Size	Orifice [mm]	Cv	Pressure	NPT		Tube		Clamp	
				PTFE/St.st.	St.st./St.st.	PTFE/St.st.	St.st./St.st.	PTFE/St.st.	St.st./St.st.
1/2"	15	5.8	232	03064027	03073111	03065009	03073301	03073423	03064011
3/4"	20	11.6	232	03064041	03073772	03065111	03073305	03073441	03074201
1"	25	18.5	232	03064057	03073781	03065127	03074007	03073469	03064031
1 1/2"	40	41.6	232	03064061	03074071	03073118	03074008	03073476	03064041
2"	50	61.3	232	03064049	03074741	03073116	03064581	03030001	03064051
2 1/2"	65	104.1	232	03064008	03072877	03073115	03074127	03073751	03064017

Globe Control Valve (2301 + 8692)

Size	Orifice [mm]	Cv	Pressure	Flange		NPT	
				PTFE/St.st.	St.st./St.st.	PTFE/St.st.	St.st./St.st.
1/2"	15	5	232	03080371	03070205	03073047	03074001
3/4"	20	8.3	232	03080381	03070214	03073051	03074111
1"	25	13.9	232	03080391	03070316	03073061	03074124
1 1/2"	40	27.7	232	03080427	03070397	03080275	03074147
2"	50	43	232	03080421	03070722	03081247	03074161
2 1/2"	65	75.8	232	03080491	03090617	03082167	03074191
3"	80	116.3	145	03080701	03030001	-	-
4"	100	162.8	87	03080721	03070407	-	-

Size	Orifice [mm]	Cv	Pressure	Tube		Clamp	
				PTFE/St.st.	St.st./St.st.	PTFE/St.st.	St.st./St.st.
1/2"	10	3.1	232	03080201	03070110	-	-
3/4"	15	5	232	03080214	03070118	03082557	03030001
1"	20	8.3	232	03080209	03094707	03070201	03030141
1 1/2"	32	20.7	232	03080429	03064501	03070201	03082591
2"	40	27.7	232	03080527	03064716	03082551	03082531
2 1/2"	50	43	232	03080441	03062221	-	-
3"	65	75.8	232	03080461	03070007	-	-
4"	100	162.8	87	03080481	03063001	-	-

Ball Valve Program & [Configurator](#)

[A quick configuration tool to help you select your perfect Burkert ball valve solution.](#)



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

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

<https://www.burkert-usa.com/en/Service-Support/Support/Distributor-Toolbox>

Distributor Toolbox

Select Tools, Forms, Data, and News for our Exclusive Distribution Partner Network

Print [Share](#) [Twitter](#) [Facebook](#) [LinkedIn](#) [Email](#) [More](#)



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 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

Forms & Templates

[Distributor Personalization Label Request](#)

[USA Short Form Catalog](#)

[USA Newspaper](#)

Newsletters & Mailers

[US Distributor Newsletter - Q3 2020](#)

Videos & Training

[Burkert USA YouTube Page](#) (local content)

[Burkert USA Video Favorites](#) (from other Burkert offices around the world)

Webinars On-Demand

Hygienic: FLOWave - Improving Safety in Pharma Production with Hygienic Flow Measurement
 Micro: Sample Integrity and Waste Reduction
 Micro: Maximizing Yield, Minimizing Waste Through Precise Dosing Techniques

Newspaper – Digital Version LIVE

We want your feedback!!



[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.

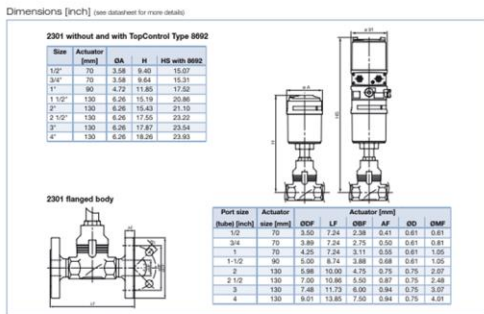
Email us marketing-usa@burkert.com with your insights.

[2020 Short Form Catalog](#)

Easily identifiable Quick Delivery Program Items highlighted in Green

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 it's 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.



Ordering charts

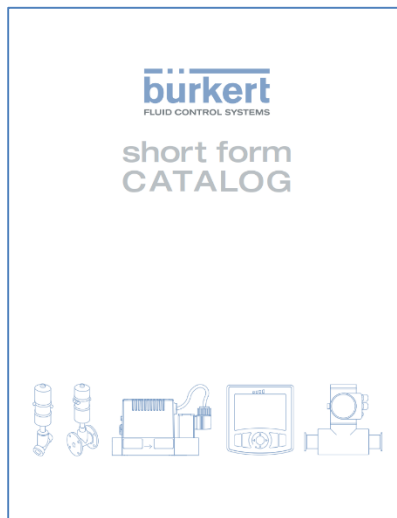
Angle Control Valve (2300 + 8692)

Size	Orifice	Cv	Pressure	NPT	Tube	Clamp
1/2"	15	5.8	252	308 0271	308 0272	308 0273
3/4"	20	11.6	252	308 0281	308 0282	308 0283
1"	25	15.5	252	308 0291	308 0292	308 0293
1 1/2"	40	41.8	252	308 0301	308 0302	308 0303
2"	50	61.3	252	308 0311	308 0312	308 0313
2 1/2"	65	104.1	252	308 0321	308 0322	308 0323

Globe Control Valve (2301 + 8692)

Size	Orifice	Cv	Pressure	Flange	NPT	Clamp
1/2"	15	5	252	308 0271	308 0272	308 0273
3/4"	20	8.3	252	308 0281	308 0282	308 0283
1"	25	13.9	252	308 0291	308 0292	308 0293
1 1/2"	40	27.7	252	308 0301	308 0302	308 0303
2"	50	43.7	252	308 0311	308 0312	308 0313
2 1/2"	65	75.6	252	308 0321	308 0322	308 0323
3"	80	116.3	145	308 0331	308 0332	308 0333
4"	100	182.8	87	308 0341	308 0342	308 0343

Size	Orifice	Cv	Pressure	NPT	Tube	Clamp
1/2"	15	3.1	252	308 0271	308 0272	308 0273
3/4"	15	5	252	308 0281	308 0282	308 0283
1"	20	8.3	252	308 0291	308 0292	308 0293
1 1/2"	30	13.9	252	308 0301	308 0302	308 0303
2"	40	27.7	252	308 0311	308 0312	308 0313
2 1/2"	50	43.7	252	308 0321	308 0322	308 0323
3"	65	75.6	252	308 0331	308 0332	308 0333
4"	100	182.8	87	308 0341	308 0342	308 0343



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...



I need a Conductivity Sensor

Please fill out the information below

* Required



I need a Control Ball Valve

Data sheets (scroll down for ball valves)- <https://www.burkert-usa.com/en/Company-Career/What-s-New/News/Quick-Delivery-Program-Burkert-USA>

* Required



Burkert 8681 Configuration For Quote

Reference- <https://www.burkert.com/en/Media/plm/DTS/DS/DS8681-Standard-EU-EN.pdf>

* 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

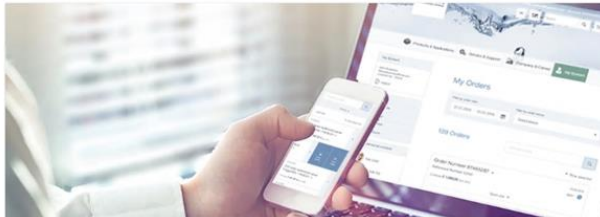
- [FLOWave: Improving Safety with Hygienic Flow Measurement \(Live Sept. 2020, now on-demand\)](#)
- Test, Validate & Calibrate MFCs (On Demand Oct. 2020)
- Valve Sizing Matters 101 (On Demand Nov. 2020)
- Angle Seat vs. Ball Valves: Which to choose & why?? (On Demand Nov. 2020)
- Valve Coil Basics (On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



Where to Find New Releases in Webinar Series

Distributor Toolbox

Select Tools, Forms, Data, and News for our Exclusive Distribution Partner Network



- [LinkedIn](#)
- [Facebook](#)
- [Website Posts](#)
- [Distributor Toolbox](#)

Efficient and reliable solutions for pharmaceutical production processes

Webinar On-Demand:
Flow measurement in pharmaceutical applications such as WFI (water for injection) or CIP (clean in place)... meet with our experts in a webinar. Practical examples will show how the SAW technology can be used to gain filling time, improve quality and reduce maintenance efforts.
Topic: Improving safety in pharmaceutical production with hygienic flow measurement
<https://info.pharmamanufacturing.com/webinars-2020-improving-safety-in-pharmaceutical-production-with-hygienic-flow-measurement>

Burkert USA Corp
3,019 followers
2mo •

Join Burkert and Pharmaceutical Manufacturing Magazine for this application focused webinar on safety, September 10th, 2020 #wemakeideasflow #pharmaceuticalmanufacturing

Webinar - Improving Safety in Pharma Applications - Bürkert Fluid Control Systems
burkert-usa.com

40

Burkert USA
August 11 •

This informative webinar focuses on applications within the pharmaceutical industry such as WFI (water for injection) and CIP (clean in place) processes. Register today!

Webinar - Improving Safety in Pharma Applications - Bürkert Fluid Control Systems Sign Up

7,985 People Reached 132 Engagements

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

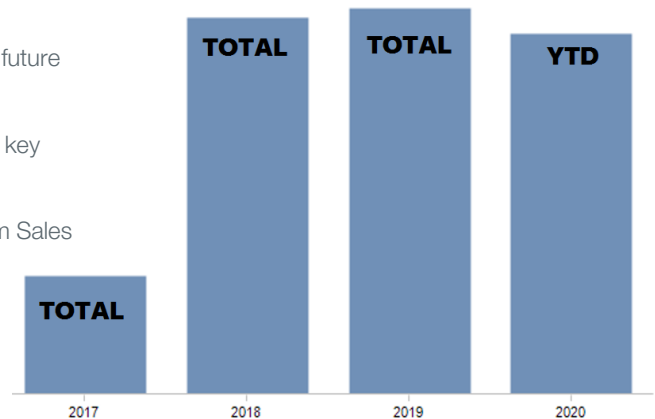


- Durable has been an Authorized Distribution Partner for 30+ years
- Most of the sales force knows Burkert products very well
- During quarterly business review, Randy identified Burkert MFC's as a product recognized but sales team was not familiar with MFC's
- As part of the Joint Business Plan – training 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



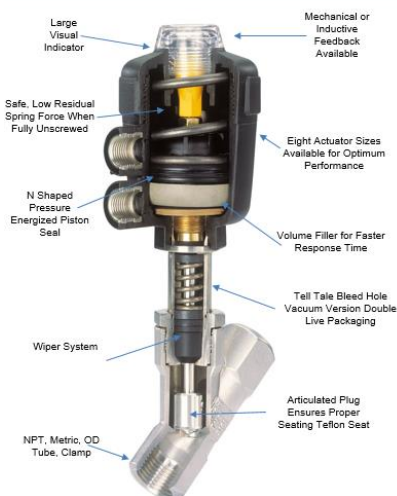
Burkert U.S.A. Type 2000 Local Assembly

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”

burkert
FLUID CONTROL SYSTEMS



Features

- Angle Seat, Single Stem design
- Piston Actuator - N-ring Piston Seal for long life
- Double loaded packing, Oscillating Stem, Z piston Seal, Wiper Ring
- Low internal Volume
- Accessories: Stroke Limiter, Visual Feed-back, Optical Indication
- ½" to 2½" brass and stainless steel
- NPT, G thread, OD tube, Triclamp ends
- Air, gas, water, steam, glycol, thermal fluids
- Cv = 4.9 to 105
- Seat material Teflon or Viton
- No threaded nut on the stem in the flow path
- Pilot valves and Control units readily mount
- FieldBus compatible with control head
- Actuator: PA Tmax = 140°F, PPS Tmax = 266°F
- Wiper increases service life of packing gland
- Actuator is 360° adjustable around stem
- Cavity filter for low air consumption
- Intrinsically safe limit switches
- Bonnet and plug same as body material

Benefits

- No break-away torque required
- Long Life - 5 million+ cycles
- Single stem design eliminates potential leakage
- Reduced Air Consumption
- Flexible diagnostic
- Flexible integration



Product Updates

New communication interface for control head Type 8681

In addition to [AS-Interface](#) & DeviceNet, our control head Type 8681 is now available with the Bürkert system bus (bÜS) / CANopen communication interface.



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.

<https://www.burkert-usa.com/en/Company-Career/What-s-New/News/New-communication-interface-for-control-head-Type-8681>

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 bus/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](#)

<https://www.burkert-usa.com/en/Company-Career/What-s-New/News/Type-8742-Type-8746-Mass-Flow-Controllers-Mass-Flow-Meters-with-an-analogue-interface-or-PROFIBUS-DP>

Burkert Virtual Exhibition Participation

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

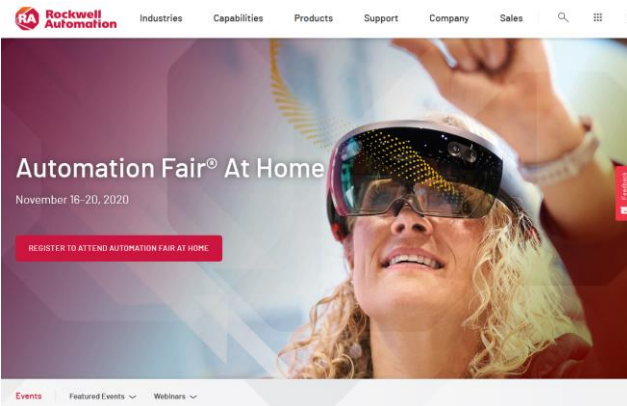


[Burkert Website Virtual Booth](#)

Can't do LIVE Shows?? PIVOT!



[Rockwell Automation Fair](#)



North American Die Casting Association

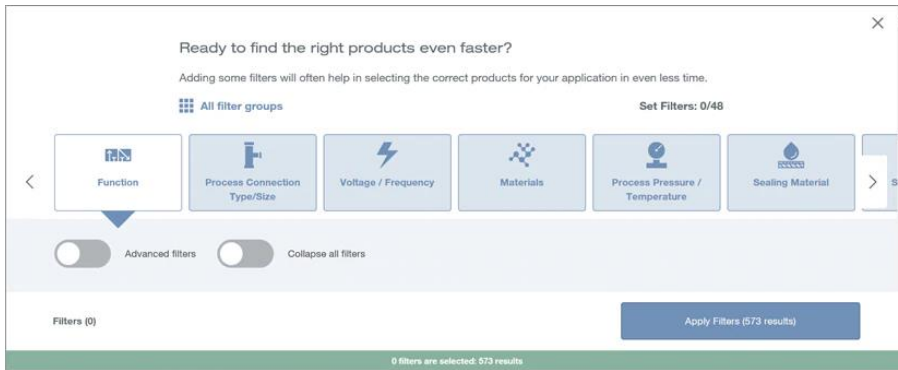


Clinical Lab Expo



Need assistance making a selection on the Website??

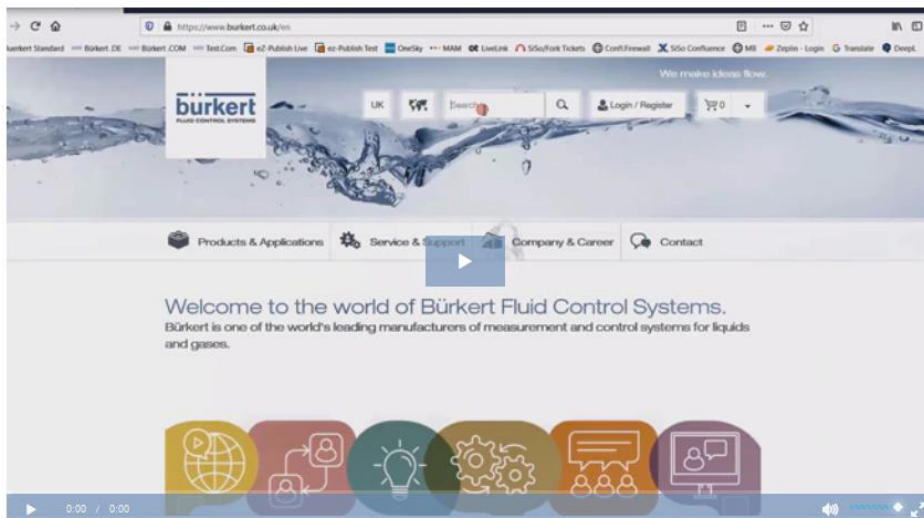
Sometimes selecting the valve that perfectly fits your requirements is not so easy.



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.

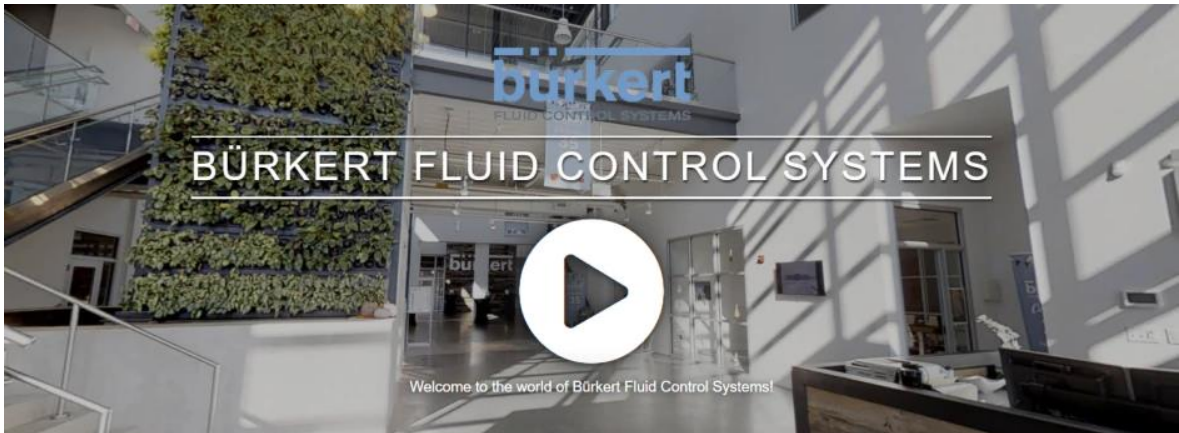
But how do you quickly find the right valve?

✓ 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:



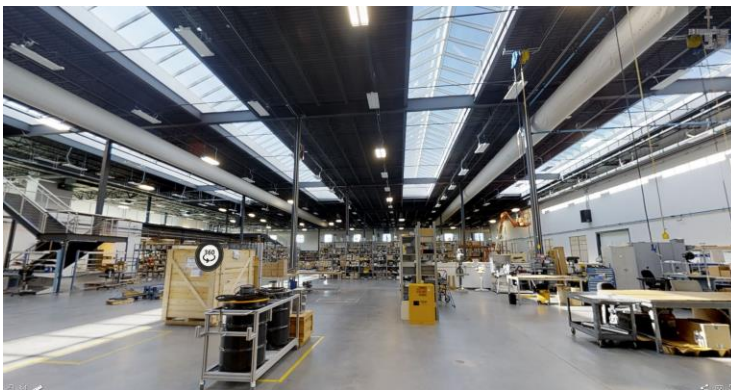
Burkert Facility Virtual Tour

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

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Want to help us make this newsletter more relevant for you?

Email feedback on what you would like to see included in upcoming issues to us at marketing-usa@burkert.com.