

# DISTRIBUTOR NEWSLETTER

Q3 2020

## [Quick Delivery Program - QDP](#)

Over 2500 of our top sellers, in-stock and ready to ship ASAP. Expedited order to departure times, no extra cost.

## [Ball Valve Program & Configurator](#)

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

## [Product Selection Guides](#)

Get expedited quotes with turn-around time faster than ever and the correct part# the very first time. Try “I Need A” sheets.



# Burkert Quick Delivery Program - QDP



Products featured in this program are kept in-stock in practical quantities, and ship out the door ASAP to arrive to you in 5 days or less. (Note: If a large order depletes our inventory, standard lead time will apply until we can restock.)



There is NO additional cost to order Quick Delivery Items.



To ensure quick delivery, simply mark "Quick Delivery" next to the item number on your order or PO, or mention to your inside sales representative.



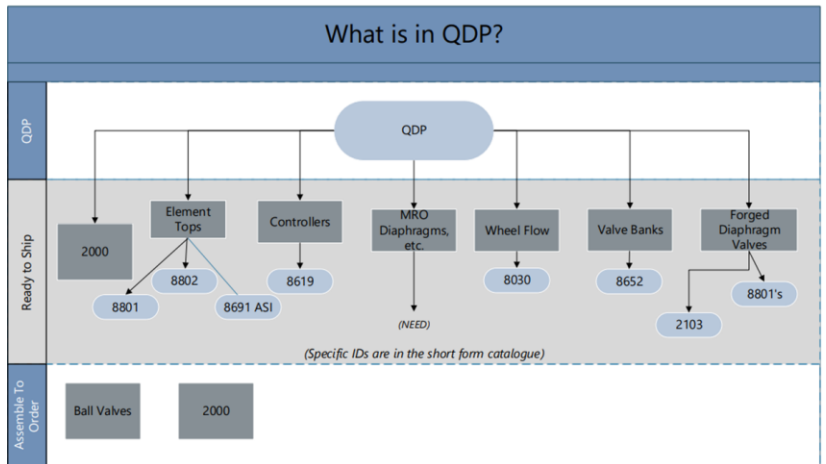
Part numbers included in this program are highlighted in this catalog for easy identification.

Over 2500 of our top sellers, in-stock and ready to ship ASAP. Call your inside sales rep to take advantage of this free upgrade on one of our 2500+ quick delivery Solenoid Valves, Process Valves & Controllers, Sensors and Meters, and Ball Valve offerings included in this program.

While this stocking program is not intended to “stock the shelves”, it is specifically targeted to assist our customers and partners with keeping their business up and running smoothly with these limited quantity of Order Ready inventory items.

Use our [short form catalog link](#) to reach this online catalog and look for the items highlighted in green. Please be sure to let your sales person know to include "Quick Delivery Service" at no additional charge for all of the items included in the QDP offering.

[https://www.burkert-usa.com/en/Company-Career/Whats-New/News/Quick-Delivery-Program-Burkert-USA?utm\\_source=Newsletter%20xx&utm\\_medium=Text-Link&utm\\_campaign=Not-Set&utm\\_content=DistNewsletterQDP](https://www.burkert-usa.com/en/Company-Career/Whats-New/News/Quick-Delivery-Program-Burkert-USA?utm_source=Newsletter%20xx&utm_medium=Text-Link&utm_campaign=Not-Set&utm_content=DistNewsletterQDP)



## Ball Valve Program & [Configurator](#)

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



### 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](#)



\*Please note that the image displayed on the product page is just a representative image of our process valve packages and will not look like the ball valve package that you have selected\* - we're working to fix this! :)

Please select the maximum temperature for your system-

- 375°F (905)
- 450°F (910)

Filter by Size [inches]

- 0.5" (226)
- 0.75" (226)
- 1.5" (227)
- 1" (228)
- 2.5" (227)
- 2" (227)
- 3" (227)
- 4" (227)

Please select the type of connection-

- 150lb Flange (295)
- Butt Weld (304)
- Clamp ASME BPE (304)
- NPT (304)
- Socket Weld (304)
- Tube ASME BPE (304)

Please select your form of actuation (if any)-

- Air Actuator (Spring Closed) (1349)
- Electric Actuator 120 ac (192)

## Burkert U.S.A. Type 2000 Local Assembly

We have an exciting announcement to share – Burkert USA is beginning to assemble our best-in-class Type 2000 angle seat valves right here in the United States.

These locally assembled Type 2000's will be exactly the same valves you have been purchasing for years from Burkert – except they will just not have the European ATEX approval and sticker since they will be assembled here in the USA.

There are significant advantages for you to convert to the new part numbers:

- No Price Increase through end of 2021 – Guaranteed!
- Even Faster Delivery Times
- Creating more jobs for USA employees
- Ensuring an even Higher Level of Supply Chain Security

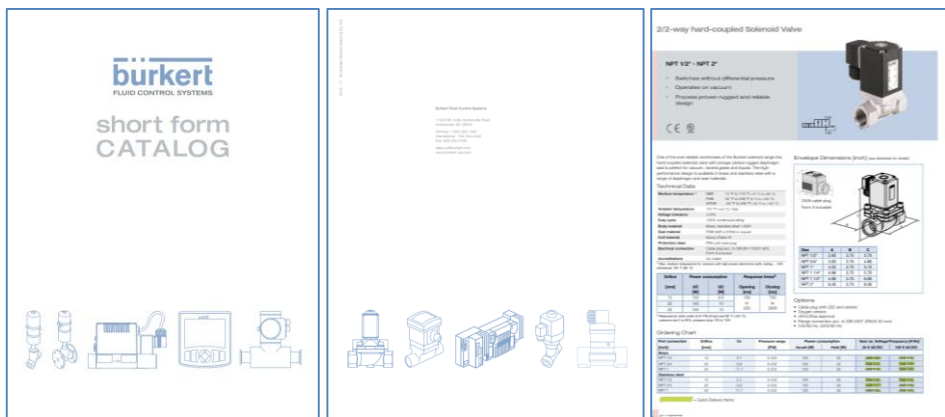
You will soon be receiving a crossover list that includes:

- Existing part numbers (these will continue to be available)
- New equivalent part numbers that are assembled here in the USA

Your local Burkert representative will assist you with any questions, but we ask you to transition over to these new “assembled in the USA” part numbers by the end of October this year.



# Short Form Catalog, Newspaper, Digital & Print Literature Offering – all free-of-charge



## 2020 Short Form Catalog

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.

<https://www.burkert-usa.com/en/content/download/276260/8030504/file/2019%20Burkert%20USA%20Short%20Form%20Catalog%20%28special%29.pdf?id=10>

## Additional Brochures & Flyers

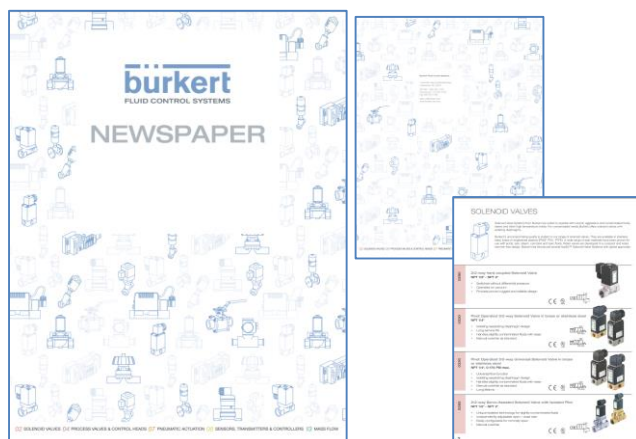
There are dozens of other Burkert brochures and flyers available digitally, and many in print. Your local ASM can assist your team and ours with making sure that you can get those most relevant for your sales initiatives at no cost to you.

<https://www.burkert-usa.com/en/Service-Support/Brochures-Flyers-and-Catalogues/Products>

## 2020 Burkert Newspaper (coming soon)

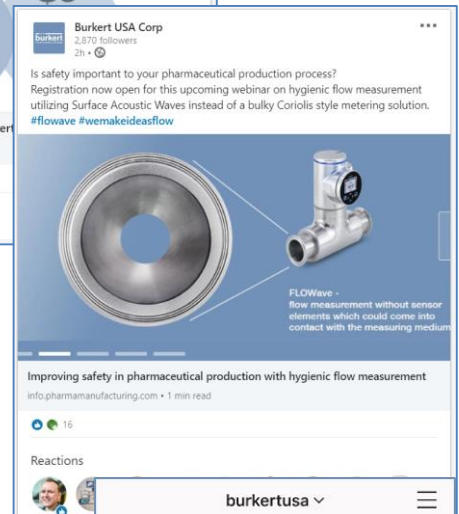
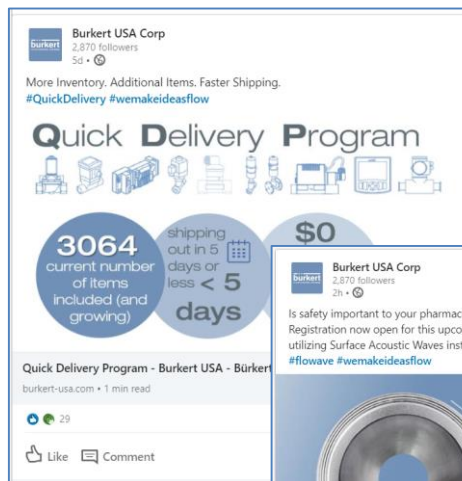
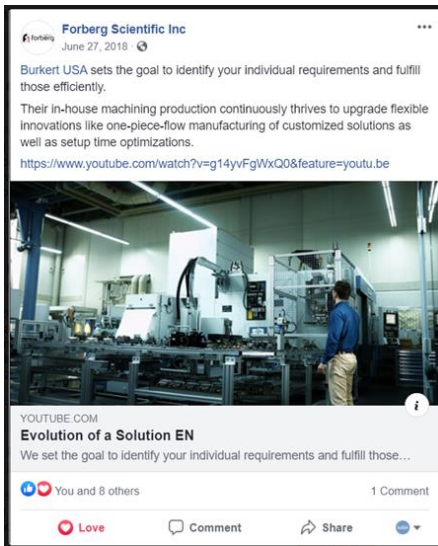
The 2020 Burkert Newspaper, was redesigned using feedback from our sales team and distribution partners to be easier to open and use, light enough to mail using basic USPS first class, and still free for our distribution partners – also using the same size labels for your rebranding purposes.

We estimate having this completed in late Q3 2020 and the design will be able to utilize the same custom labels as the Short Form catalog for purposes of rebranding for your organization.



## Social Media Exposure

Follow  
Burkert  
USA Corp.



[LinkedIn](#), [Facebook](#), [Instagram](#), [Twitter](#)

No matter which platform you are currently utilizing (or not utilizing) – we want to work more closely with your team in order to provide content and key visuals that will assist in your digital advertising and on social media platforms.

With the utilization of LinkedIn, we are developing brand and market awareness of Burkert expertise. We are also utilizing Sales Navigator with some of our Area Sales and Segment Managers in order to directly target prospective contacts and accounts, in addition to creating a reputation of industry expertise for some of these Burkert individuals in the marketplace. Your marketing lead is welcome to chat directly with us more about this if you think this could be a beneficial tool to look into at some point for your team.

Facebook allows us to stay connected on a more personal level and share a bit about what makes the brand relatable and approachable

Although our reach is lower on both platforms – twitter and Instagram allow for additional free exposure and appealing visuals that can be shared and/or repurposed for additional awareness efforts

Our local resources are here to assist in generating content that will assist with marketing your sales campaign objectives.



# In-Person and Incentive Programs

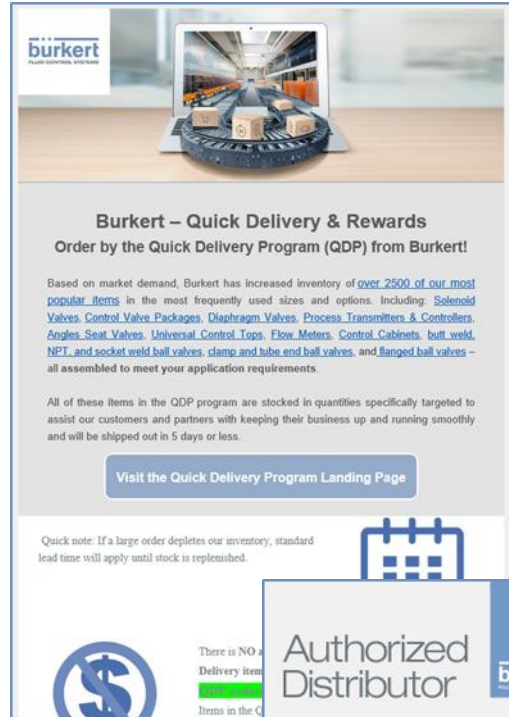
- Events (Vendor/Product Showcases)
- Trade Fairs
- Lunch & Learns
- Employee Incentive Programs

There is no silver bullet for sales and lead generation – so we too are focused on a mix of print, digital and in-person marketing and advertising activities to maximize the exposure and brand loyalty for Burkert and our distributors.

For in-person events like vendor showcases, trade fairs, and lunch & learns; we are pleased to provide display materials, samples/demonstration equipment and literature coordinated through your Burkert ASM.

Sponsorship funds are available directly from our marketing budget to help co-sponsor these events dependent upon your PY sales with Burkert.

We also want to offer our support with your own sales incentive program efforts in the form of Burkert swag, gift cards, or even restaurant delivery – we're looking forward to working more closely to build Burkert loyalty and awareness with your team.



**Burkert – Quick Delivery & Rewards**  
Order by the Quick Delivery Program (QDP) from Burkert!

Based on market demand, Burkert has increased inventory of over 2500 of our most popular items in the most frequently used sizes and options. Including: Solenoid Valves, Control Valve Packages, Diaphragm Valves, Process Transmitters & Controllers, Angles Seat Valves, Universal Control Tops, Flow Meters, Control Cabinets, butt weld, NPT, and socket weld ball valves, clamp and tube end ball valves, and flanged ball valves – all assembled to meet your application requirements.

All of these items in the QDP program are stocked in quantities specifically targeted to assist our customers and partners with keeping their business up and running smoothly and will be shipped out in 5 days or less.

[Visit the Quick Delivery Program Landing Page](#)

Quick note: If a large order depletes our inventory, standard lead time will apply until stock is replenished.

There is NO a Delivery Item Items in the Q

## Statco-DSI 2019 Sales Conference & EXPO in San Antonio TX



With over 100 Statco-DSI employees attending that cover the entire U.S. (9 offices as well as many remote Field Sales and remote Engineers) we are able to capitalize and reduce our yearly travel and expenses attending this one event. This was a fully packed four days and three nights of individual and group meetings whether for breakfasts, lunches, dinners as well as outside events. The Table Top at the EXPO was another success with Burkert products being displayed to help open the door for additional opportunities. FLOWave was a big topic of discussion with Burkert already quoting four units in the last week to Statco-DSI. 2019 has been a banner year for Statco-DSI and with next year not looking to slow down we'll hopefully continue the success with a 50% increase in sales for 2020.




**Authorized Distributor**

**burkert**  
Pneumatic Control Systems

# Product Training Boot Camp – Coming Soon

Additional Training Boot Camps – Format may be amended due to COVID-19 of course

The purpose of the two day boot camp is to immerse participants in intense product training.

The Level -1 will provide basic knowledge on several products that are most prevalent in our flow sensors and transmitters, pneumatics, solenoids, and process valves offerings.

Each of the four segments will take up three hours of training time that will include-

- Basic operating principles
- Unique selling points (USP)
- Hands on
- Knowledge check

## Module # 1

Topic: Flow Sensors

Products: 8045, FLOWave, Paddle Wheel Program 8619

Agenda: Theory, USP, Hands On  
Time for course: 3 hrs.

## Module # 4

Topic: Pneumatics & Communication

Products: 8640, 8647, 8652, EDIP  
Agenda: Theory, USP, Hands On  
Time for course: 3 hrs.

## Module # 2

Topic: Solenoids

Products: 330, 5282, 6014, 6213  
Agenda: Theory, USP, Hands On  
Time for course: 3 hrs.

## Module # 3

Topic: Process Valves

Products: 2000/2100, 2300, 2301, EVA  
Agenda: Theory, USP, Sizing, Hands On  
Time for course: 3 hrs.



## Strategy and Capabilities lead to Major Success

We all love a good story, especially when it ends with a big sale! This story begins with the building of a massive dairy and a distribution partner who had the expertise and capabilities to support the entire project.

Burkert identifies the [dairy industry](#) (food and beverage) as a strategic market. We align our global product development, application development and marketing teams in order to provide the technical and value solution for the industry.

Construction of the new dairy was underway and Burkert components were specified throughout the plant on a majority of utility valves and [Type 8681](#) control tops. Our distribution partner was a key supplier based on their product offering, project management experience and their ability to build assemblies in-house.

Like all large capital projects, the schedule was intense. The key to success was strong project management led by our distributor partner in supply chain and assembly planning. Together we delivered the optimum application solutions, on time and complete. Resulting in over \$400,000 in sales on the total project. A win-win by all measures.



## Being in the Right Place at the Right Time

Distributor partners appreciate Burkert's focus and support in our strategic markets: [Food and Beverage](#), [Pharma](#), [Life Sciences](#), and [Industrial Gas Control](#). Even with the best strategy, sometimes hard work, a good technical solution, and a little luck is nice too!

Globally, Burkert has remained open as an essential business throughout COVID-19. We adjusted our schedules and workspaces in order to maintain employee safety and productivity. Demand for Burkert valves for ventilators, critical care devices, and biopharma products has been high.

One Friday in March, our Distributor Partner received a request for a large number of ball valves needed immediately to build a ventilator test stand. Monday morning, Burkert accompanied the Distributor to explain why an [angle seat valve](#) would be an optimum solution to the engineering company. By the end of the meeting, everyone agreed on the solution and delivery schedule.

Burkert immediately shipped half of the valves to the distributor, where they arranged oxygen cleaning through their local partner. Burkert delivered the balance of the valves oxygen cleaned from our factory. Within 2 weeks, all valves were delivered and two weeks later, we received pictures of the assembled test stands. The result was a \$100,000+ order and more importantly a contribution in the COVID fight.



## 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? \*

## New Products

### [Type 8652 AirLINE Updated](#)



	AirLINE
IP protection class	IP20
Flowrate (valve width)	Up to 310 l/min (11 mm)
Number of valve positions (max. valve functions)	4 (8), 8 (16), 12 (24), 16 (32), 20 (40), 24 (48)
Fieldbus protocols	PROFIBUS DP, PROFINET IO, EtherNet/IP, EtherCAT, Modbus TCP, CANopen, bÜS, CC-Link
Valve functions	5/2 monostable, 5/2 bistable, 5/3 NC, 2x3/2 NC/NC, 2x3/2 NO/NO
Manual operation	Spring return, latching, locked
Check valves	Yes (optional)
HotSwap function	Yes (optional)
AirLINE Quick	Yes, in Aluminium (integrated) in Stainless steel (optional)
Digital inputs	Yes (optional)
Safety shutdown	Yes, for single valves and for electrical valve modules (optional)
Pressure measurement module	Yes (optional)
Approvals	ATEX / IECEx Zone 2 EAC

### [Type 8653 AirLINE Field with IO-Link](#)



Simple transmission of parameter and diagnostic data - with Type 8653 AirLINE Field

Access device data at any time with our new valve island Type 8653 AirLINE Field and monitor the process status of your plant.

The variant now available with IO-Link enables both cyclic process data and acyclic parameter and diagnostic data to be transmitted between the valve island and superordinate automation systems, thus making it easier to monitor your plant.

Furthermore, the valve island Type 8653 is still available in a Bürkert system bus and CANopen variant and can, thanks to its degree of protection IP65/67, also be used outside the control cabinet.

- ✓ Flexible plant planning thanks to installation in close proximity to the valve
  - ✓ Simple transmission of parameter and diagnostic data
  - ✓ Maintenance intervals always under control
  - ✓ Fast device replacement for plant maintenance activities
  - ✓ Easy start-up and cabling
- Maintenance intervals always under control

Enhance system availability through predictive device maintenance. With the extended diagnostic functions of the valve island, such as the NAMUR status or a switching cycle counter for pilot valves / actuators, you always have the ideal maintenance intervals for your system components under control.

Benefit from greater flexibility in your plant with the valve island Type 8653 AirLINE Field. [Discover more about the advantages of Type 8653.](#)

## Product Updates

IO-link Available Types [8694](#) & [8691](#)



The control head Type 8691 is designed for decentralized automation of ELEMENT Type 21xx pneumatic process valves. The registration of the valve position is done through a contact-free analogue sensor element, which automatically recognizes and saves the valve end position through the Teach function during start-up. The integrated pilot valve controls single or double-acting actuators. **As an option a communication interface, AS-Interface, DeviceNet, IO-Link or bÜS (based on CANopen) can be chosen.** The design of the control head and the actuator enables an internal control air routing without external tubing. Besides the electrical position feedback, the status of the device is shown directly on the control head itself through colored powerful LEDs, even in difficult ambient conditions. The housing is easy to clean and features proven IP protection and chemically resistant materials for use in hygienic processing in food, beverage and pharmaceutical industries. Focused on wash down applications, the IP protection of the housing is supported by a positive pressure inside the control head. Combined with Bürkert ELEMENT actuators, the pneumatic actuating system enables spring chamber aeration that avoids actuator chamber contamination from the environment.

The Type 8694 is a compact positioner for integrated mounting on pneumatically operated process valves. Remote set point adjustment via a 4 - 20 mA signal or through AS-Interface. A contact-free analogue position sensor measures the position of the valve spindle. Simple installation through automatic TUNE-function and setting through DIP-switch: Close tight function Characteristic curves selection Reversal of effective direction Switching manual /automatic operation Binary input Additional parametrization options are possible through DTM devices. A software interface can be used for, amongst others, linearization of the operation characteristics by using free programmable fixed points. The valve position indication is shown through LED components. As an option an analogue position feedback can be integrated.

Ethernet Now Available on Type [8692](#)



The compact positioner Type 8692 is optimized for integrated mounting on the pneumatic actuators in the process valve series Type 23xx/2103 and is specially designed for the requirements of a hygienic process environment. Now available in PROFIBUS DP-V1, DeviceNet, Ethernet/IP, PROFINET, Modbus TCP or bÜS (Bürkert System Bus). The control air channel is integrated in the actuator without external tubing. The easy handling and the selection of additional software functions are done either on a big graphic display with backlight and keypad or over COMMUNICATOR. The positioner registers the valve position without deterioration through a contact-free, analog position sensor. The control of single or double-acting actuators is done without internal air consumption. With integrated diagnostic functions operation conditions of the control valve can be monitored. Through status signals, valve diagnostic messages are transmitted according to NAMUR NE107 and recorded as history entries. The housing is easy to clean and features proven IP protection and chemically resistant materials for use in hygienic processing, in food, beverage and pharmaceutical industries. Combined with Bürkert ELEMENT actuators the unique pilot valve system enables a compressed air recycling that avoids actuator chambers contamination from the environment.

# Product Change Management

Cable plug type 2508 replaced by [Type 2518](#)

This year the cable plug Type 2508 will be replaced with Type 2518.

With the introduction of the new cable plug Type 2518, we also meet the strict requirements of UL Standard 2238 with regard to contacting safety and fire protection.

The new cable plug can be ordered now. Standard products where the plug is part of the delivery will also be converted during the course of the year.

Data sheets can be found as usual on our website.  
[https://www.burkert-usa.com/en/sitesearch?search\\_term=2518](https://www.burkert-usa.com/en/sitesearch?search_term=2518)  
 (or enter in search field: 2518)

Please get in touch with your Bürkert contact if you have any questions about the conversion.



OLD Solenoid timers Types 1078 & 1077 no longer available

Our solenoid timers types 1078 & 1077 are no longer available. They have been replaced with our new [Type 1087](#). Better features and less expensive to our customers. below is a brief overview of the new items.



Approval:  
 – cURus

Variants:  
 – Digital  
 – Analog

## 5.3. Ordering chart

Timer	Approval	Product code	Voltage range	Article no.
Analogue		1087-A-BCH-UC-28	10...30 V AC/DC	348828 ʘ
Analogue		1087-A-BDK-UC-28	24...240 V AC/DC	348829 ʘ
Digital		1087-A-BFW-UC-29	10...48 V AC/DC	348830 ʘ
Digital		1087-A-BDX-UC-29	110...240 V AC/DC	348831 ʘ
Analogue	cURus	1087-A-BCH-UC-28	10...30 V AC/DC	348906 ʘ
Analogue	cURus	1087-A-BDK-UC-28	24...240 V AC/DC	348907 ʘ
Digital	cURus	1087-A-BFW-UC-29	10...48 V AC/DC	348908 ʘ
Digital	cURus	1087-A-BDX-UC-29	110...240 V AC/DC	348909 ʘ

## Burkert Virtual Exhibition

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



Visit the Bürkert virtual exhibition from your desk

Whilst we are still very much committed to supporting selected trade show events, we wanted to offer an alternative experience that can appeal to a wider audience beyond the confines of an exhibition center. So we devised a time-saving solution that entails zero cost, travel or effort for our customers to attend.

### **A virtual tour of our products and services**

As a technologically advanced, forward-thinking organization, Bürkert is continually looking for ways to innovate. While that regularly results in developing pioneering new products, it also extends to how we communicate these breakthroughs.

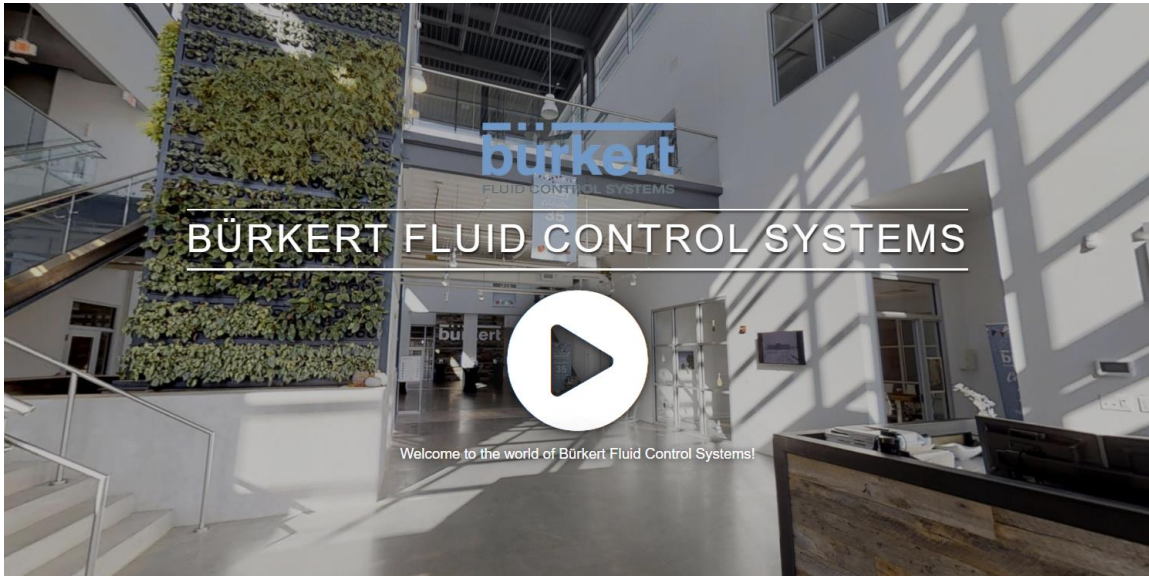
As such, Bürkert created a digital trade stand that provides a virtual tour of our latest products. The realistic 3D-rendered exhibition stand is divided into eight sections, covering our four main product areas – water, gas, hygienic and micro – as well as new products, our eShop, the FLOWave flowmeter, and systems.

Clicking on any one of these eight sections of the stand reveals a table laden with relevant products. Not only can you click on the product for a description of its specifications and the relevant datasheet, but you can also view demonstration videos and download product brochures.



# Burkert Huntersville Facility [Virtual Tour](#)

[Come on in!](#) No mask required for this visit to the Burkert USA Flagship Facility in North Carolina



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 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.

[Come on in](#) and take a look at our home away from home here at Burkert USA!



# Your Burkert Contacts

## Distribution Segment Manager



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## Local Area Sales Managers



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Email feedback on what you would like to see included in upcoming issues to us at [marketing-usa@burkert.com](mailto:marketing-usa@burkert.com).