



burkert
FLUID CONTROL SYSTEMS

DISTRIBUTOR NEWSLETTER

Q1 2022

[Celebrating the Winningest of the Winners of 2021 Distributors](#)

Recognizing partners that show-up, utilize resources available, partner on projects, and use technology to their advantage

[Socializing Doesn't Have to be In-Person using LinkedIn](#)

A social media package for you focused on our products & your target markets

[The Winningest Winners- Top Distribution Types from QDP!](#)

Our top 3 sellers in 2021 quantity sold by Distribution from the Quick Delivery Program & Short Form Catalog

HOW TO BE

THE

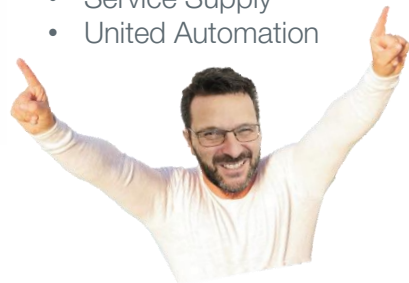
WINNINGEST



Quick Delivery Program – 2021 Winningest Product Types

2021 Winningest Winners in Sales of these Types:

- Rodem
- Service Supply
- United Automation



Control Head

8681

Universal attachment for hygienic process valves

- 3 switching points
- Color status display
- Manual override to be used with closed housing
- Communication interface AS-Interface (option)

CLICK ME
FOR DATA SHEET

Type 8681 Universal Control Head

- 30 Items in the Short Form Catalog
- 9 versions in Quick Delivery Program (QDP) ready to ship
- Special versions for Alfa Laval valves

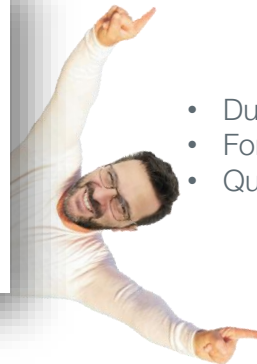
On-Off Pneumatically Operated 2/2-way Angle Valve for Liquids

2000

NPT 1/2" - NPT 2 1/2"

- Waterhammer-free
- High flow rates
- Self adjusting double packing
- Optical position indicator is standard
- Rotating power head to orient air control connections

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- Durable Controls, Inc.
- Forberg-Smith
- Quest Engineering

Type 2000 Angle-Seat Valve

- 117 Unique Item #s in the Short Form Catalog
- Sales US Assembled and inventoried non-ATEX versions skyrocketed in Q3 & Q4 as they were added to QDP

**Angle Seat Valve System for on/off Control and
Globe Valve System for on/off Control**

8801 / 2100 / 2101

- Long service life
- Easy integration of automation units with ELEMENT
- Stainless steel housing
- Suitable for 10 bar(g)/145 PSI steam

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- Agilix
- Durable Controls, Inc.
- Forberg-Smith

Type 8801: 2100/2101 Angle-Seat/Globe Valve Control Systems

- Complete assembled control valve packages swept the Type 8801 system category with enough QDP inventory to start a project and allows for set-up and testing for entire project

“Where do you see most opportunity?”

Applications, Burkert Products, Industries -*Chat Question from last call*

Food & Beverage Production

- [Accurately Dosing Food Oil \(FLOWave\)](#)
- [Brewery Process Control](#)
- [Brewery Quality Management Solutions](#)
- [Controlling Air Flows for Bulk Transport – Pneumatic Conveying](#)
- [Dosing processes in the food and beverage industry](#)
- [Flow Measurement to ensure correct protein content \(FLOWave\)](#)
- [Food & Beverage Brochure](#)
- [Process Control for Food Flyer](#)
- [Soft Drink Process Control Flyer](#)

Pharma

- [Chromatography Media Separation Flyer](#)
- [Continuous, precisely regulated nutrient supply in a bioreactor](#)
- [Controlling Sterile Processes Application Flyer](#)
- [Optimum flow measurements in ultrapure water and Clean in Place applications](#)
- [Pharmaceutical Project Planning Overview Brochure](#)
- [Valve clusters for a wide range of fluidic tasks in pharmaceutical grinding plants](#)
- [WFI circuit: Increasing security and saving operating costs with local control](#)

Chemical Manufacturing

- [Chemicals for Textile Production & Finishing](#)
- [Process Valve Solutions in Chemical Production](#)

Semiconductor

- [Flow Control for CVD \(Chemical Vapor Deposition\) Coating](#)
- [Surface Treatment Flyer](#)
- [Temperature control solutions for CVD coating systems](#)

Automotive

- [Fluid control of die-casting temperature modular and reproducible](#)
- [Flow control for CVD coating: Precise measurement and control](#)
- [Perfect distribution of water and washing chemicals in vehicle cleaning](#)
- [Precise injection molding cooling with optimum die temperature control](#)
- [Space-saving and maintenance-free temperature control solutions for CVD coating systems](#)

Dairy

- [Critical pH monitoring for cultures](#)
- [Dairy Process Control Flyer](#)
- [Measuring Flows & Proteins in Dairy Applications](#)
- [Universal control heads in dairy plant applications for consistent quality cheese](#)

Laundry/Textiles

- [Chemicals for Textile Production & Finishing](#)
- [Electromagnetic Flowmeter Insertion Model for use in Laundry Applications](#)

Water/Wastewater

- [Analyzing water, time-saving and efficient](#)
- [Automate water treatment, save resources](#)
- [Blending water – systematically for constant process water quality](#)

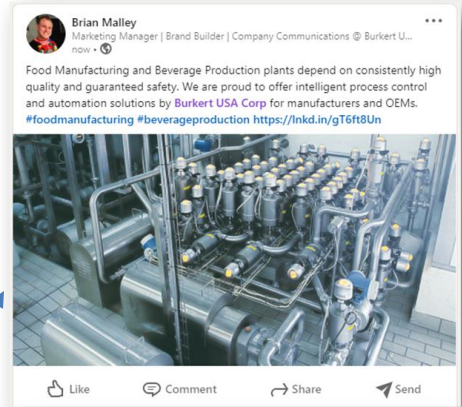
- *Please note that this is just a partial list of content and not a comprehensive listing of materials available for each target industry featured.*

Social Media Campaign Opportunities

After a successful Q3 & Q4 trial with Platinum Distribution Partner, Forberg Smith, we are pleased to share new content packages with the entire Distribution Partner Network.

Broken down into three subject categories: Product Related, Target Markets, and Video Content, the zip file contains a word document with text blocks and web URLs that redirect to the applicable article, as well as image folders that contain the images resized for upload to LinkedIn.

This zero cost campaign initiative helps build following, provides measurable engagement from users, and allows your team to pick and choose the products and target markets most relevant to growing your business.



Use this to create this

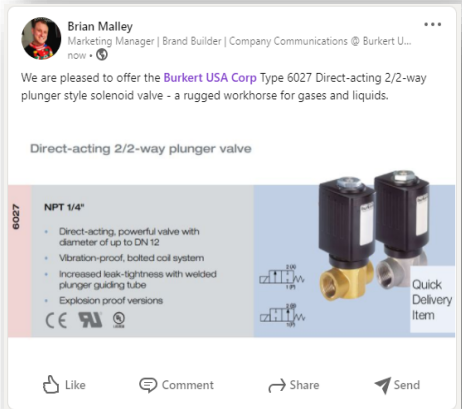
Food & Beverage

Quality & Safety in F&B Production



Image: F&B 8681 ControlTop 1200x627

Food Manufacturing and Beverage Production plants depend on consistently high quality and guaranteed safety. We are proud to offer intelligent process control and automation solutions by @Burkert USA Corp for manufacturers and OEMs. #foodmanufacturing #beverageproduction https://www.burkert-usa.com/en/Products-Applications/Customised-Solutions/Applications/Automation-and-control/Decentralized-automation?utm_source=Social&utm_medium=Banner&utm_campaign=FB%20Decentralized&utm_content=Distribution



To get a zip file of the 2022 Social Media content package please email us [here](#).

Want more content & followers???

[Follow Burkert USA Corp](#) & share our content to your page!

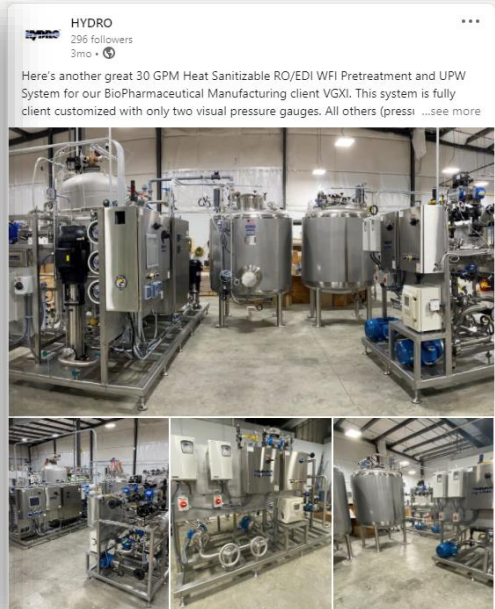
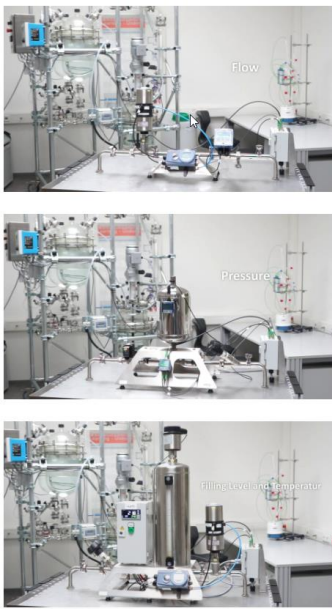




Burkert USA Corp
we make ideas flow
Industrial Automation · Huntersville, NC · **3,824 followers**

This ensures that the content you are sharing is relevant to your target markets, products that you are comfortable selling & supporting, and that you get to see who is engaging with your posts. A win-win all-around!

OK. But what about actual Application Examples?

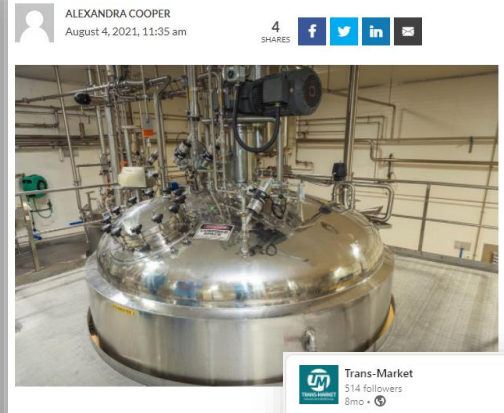


Water blending system solutions from Bürkert



Experts from Bürkert know how to integrate water blending systems into the production process.

Critical pH monitoring for cultures



Global manufacturer Bürkert has released its final pH monitoring solution. Fermentation is the nucleus of the production process in a controlled environment.

Click through the images for more details

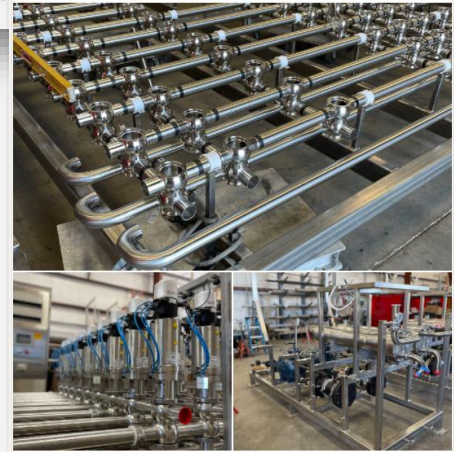
Pandemic Pivot: How Ford Swapped Vehicles for Making PPE in a Matter of Days

Here's how Ford used parts for F-150 seats to manufacture 10,000 respirators
 BY NEWSWEEK AMPLIFY ON 12/4/20 AT 5:50 AM EST



Trans-Market
 514 followers
 8mo · 🌐

We build our modular systems in-house to control quality, cost, and schedule!
 #WeKnowProcess #HardSeltzer

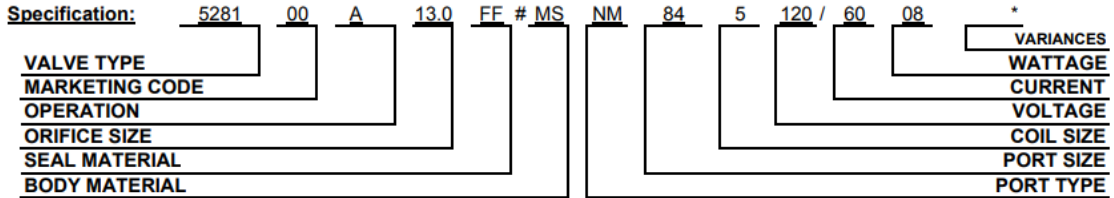


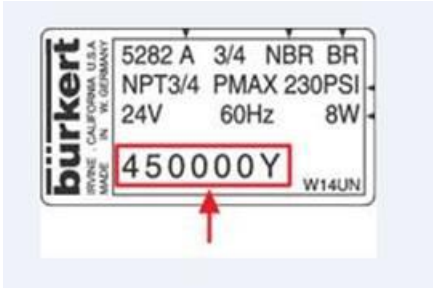
Tips & Tricks to Identify the Item# & Specifications

You may have seen something like this and wonder – what on earth?? 6013-A02,0FFMSGM81-6-024/DC-10 *

Below you will find one of the most basic “cheat sheets” that might help you decode the specification of our most popular valve types.

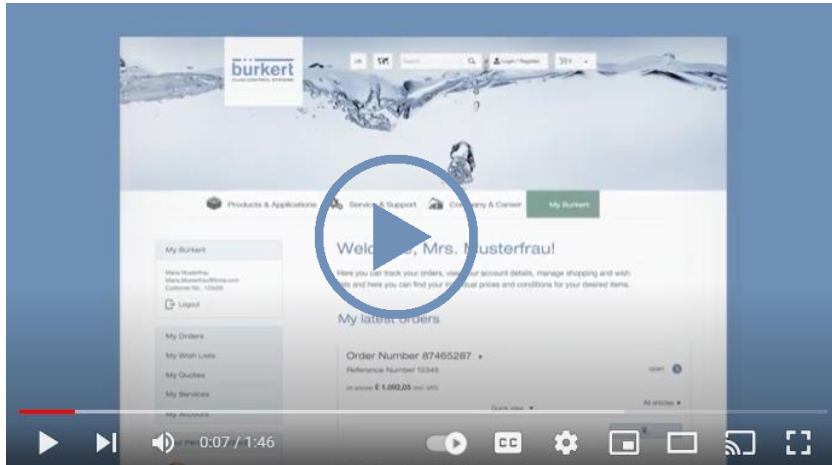
Basic Valve Number System



VALVE TYPE: As selected from guide	PORT SIZE: 81 = 1/8" 86 = 1" 82 = 1/4" 87 = 1 1/4" 83 = 3/8" 88 = 1 1/2" 84 = 1/2" 89 = 2" 85 = 3/4" 90 = 2 1/2"
VALVE OPERATION: A - 2 Way Normally Closed B - 2 Way Normally Open C - 3 Way Normally Closed D - 3 Way Normally Open E - 3 Way Universal F - 3 Way Diverting G - 4 Way (Common Exhaust) H - 4 Way (Separate Exhaust)	VOLTAGE: 12, 24, 120, 240 (Standard)
ORIFICE SIZE: Orifice Diameter in Millimeters	CURRENT: DC, 50, 60, UC (Universal Current 50 or 60 HZ)
SEAL MATERIAL AA - EPDM - Ethylene Propylene BB - NBR - Buna "N" Rubber CC - Simriz EA - Teflon/EPDM EF - Teflon/FPM EG - teflon/Graphite FF - FPM - Fluorine Rubber (VITON)	WATTAGE: 0.5 through 16 Watt
BODY MATERIAL: MS = Brass PA = Polyamid Plastic PD = PVDF PP = Polypropylene PV = PVC TE = Teflon PK = PEEK VA = Stainless Steel	VARIANCES: JC09+JW04 Wire Leads (300 mm) JF01 F-Plug included HA17 Manual Override PD02 UL Recognized/CSA PD19 USA Version PD24 UL Listed/CSA/FM Class 1 Div 2
THREADS: NM = NPT GM = G Thread (BSP) FK01, FB01, FB02, FB03 = Manifold MM - M5 (5mm) UNFA = 10.32UNF UNFB = UNF 1/4-28	<p>Looking for the Item # on the Burkert Label??</p>  <p>Don't worry if it's missing a letter at the end. We don't need them.</p>

MyBurkert – the Online Customer Portal

The refreshed My Bürkert, our exclusive area for our customers, is online: Create quotes by yourself, check all orders and reports, track deliveries and much more: take advantage of the numerous benefits of My Bürkert and register today!



Feeling Fancy?? You're in luck! Check out this introductory video highlighting the capabilities and resources available by registering and logging-in to the MyBurkert portal.

Please note – in order to register with your company account, please reach out to your inside sales rep to ensure that you have the correct account # or invoice that will assist in synchronizing your registration to your company's existing account.

Additional MyBurkert tutorial resources offered on the Distributor Toolbox Page:

Using the Burkert E-Shop/My Burkert (formerly E-Motion)
[Using the Burkert E-Shop/My Burkert \(landing page\)](#)
[My Burkert - Customer Portal: My Services \(video\)](#)
[My Burkert - Customer Portal: My Quotes \(video\)](#)
[My Burkert - Customer Portal: My Orders \(video\)](#)
[My Burkert - Customer Portal Overview \(video\)](#)

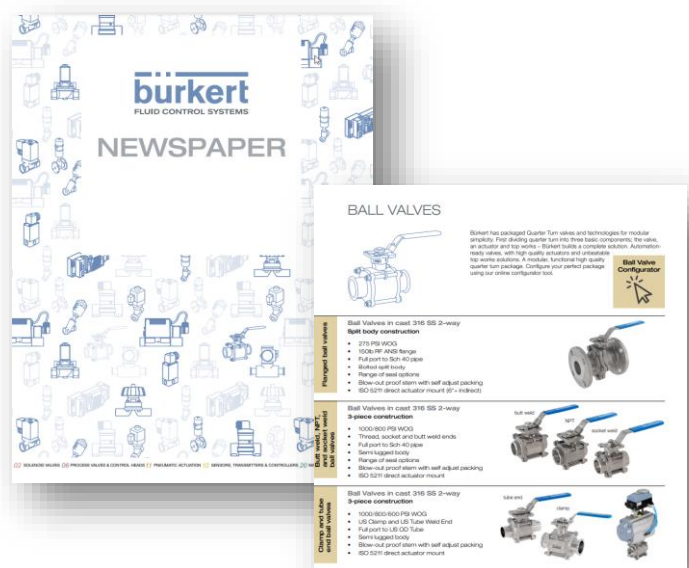


While I did not narrate these videos, I can indeed understand the confusion... By chance do you have a few minutes to discuss insurance?

Refreshed [Burkert Newspaper](#) (Product Overview)

With some of the recent portfolio changes and additions to the Burkert Short Form Catalog – we have also refreshed the digital version of the Newspaper. This flyer is far shorter than the catalog and provides a high-level view of the core product portfolio.






If you are looking for something to send to a customer via email that doesn't go so far down into the details of a specific product, but provides a glimpse at what types of solenoid valves, process valves & control heads, pneumatic actuation packages, sensors, transmitters & controllers, and mass flow offering that Burkert has to offer – this is the one!



Looking for some Rockwell AOPs/AOIs??

Just looking at the image on the right is probably enough to make you want to close this screen right now! But don't do it – there is great news to share... that block highlighted yellow is now available for the following Burkert Types: [8692](#) & [8693](#) top controllers and [8792](#) & [8793](#) side controllers. This Add On Profile (AOP) allows for quick set-up and seamless integration with Rockwell PLCs. These product types are also – non-coincidentally – part of the Quick Delivery Program. So check out the new AOP on the QDP.





Software

Description	Filesize	Language / Country
 Add-On-Profile AOP A.01	246 MB	ML
 Burkert Communicator 5.3.0	527 MB	ML
 Device Description Files A.14	4 MB	ML
 PACTware + DTM Collection 5.0.4	121 MB	ML
 Positioner DTM Collection 1.0	14 MB	ML

And the AOIs – Add-On Instructions – those are here for many of the types we previously announced as well, including [Type 8653 - AirLINE Valve Manifold Island](#), [Type 8691 – Limit switch](#), [Type 8695 – Limit switch](#), [Type 8694 – Modulating positioner](#), [Type 8696 Modulating positioner](#), & [Type 8681 Universal Control Head](#)

Still in the works are the [FLOWave](#) & [Type 8652](#) AOPs – both of which are getting some firmware updates that will end up being integrated into the final AOPs and are the reason they have not yet been released.

Software

Description
 Add-On-Instructions AOI A.01
 Burkert Communicator 5.3.0
 Initiation Files EDS IODD A.04
 PC-Programm Typ 8681 2.19

Type 8692 - Digital electro-pneumatic positioner for integrated mounting on process control valves

print share



Buy now

Type Description

The compact positioner device key 8692 is optimized for integrated mounting on the pneumatic actuators in the process valve series Type 2300/2100 and is specially designed for the requirements of a hygienic process environment. The pilot air duct is integrated into the actuator without external piping. The easy operation and the selection of additional software functions are carried out either on a big graphic display with backlight and keypad or via the COMMUNICATOR. The positioner regulates the valve position without deterioration via a contact-free, analog position sensor. The integrated diagnostic function are used to monitor control valve operating conditions. Valve diagnostic messages via status signals are issued in accordance with HART (HART) and recorded as historical entries. The housing is easy to clean and features proven IP protection and chemically resistant materials for use in hygienic processing in the food, beverage and pharmaceutical industries. Combined with Burkert ELEMENT actuators, the pneumatic actuating system enables spring chamber sensors that avoids actuator chamber contamination from the environment.

- Compact and robust stainless steel design
- Easy start-up with automatic X-Tune function
- Contact-free position sensor
- Integrated pilot air duct with spring chamber sanitation
- Diagnostics: PROFIBET, Modbus TCP, PROFIBUS DP-V1 or Discrete system bus (BUS)

Can be combined with

Applications & Tools

 Type 2301 Pneumatically operated 2 way Globe Control Valve
 Type 2300 Pneumatically operated 2 way angle seat...
 Type 2100 2/2-way diaphragm valve with pneumatic...

 CAD Model	 Fluid Calculator
 ChemRes - Chemical Resistance App	

Downloads

All languages






Data Sheets

Description	Filesize	Language / Country
 Type 8692 data sheet digital electro-pneumatic positioner	2 MB	En / EU
 Type 8692 data sheet adaptivkits for hygienic process valves	8 MB	En / EU
 Fiche de données Type 8692 Positionneur digital electro-pneumatic	3 MB	Fr / BR
 Tipo 8692 hoja de datos regulador de posición electro-pneumatico digital	2 MB	ES / ES
 Typ 8692 Datenblatt digitaler elektro-pneumatischer Stellungsregler	2 MB	DE / DE

User Manuals

Description	Filesize	Language / Country
 Additional manual Type 8691 8696 8793 USB interface for serial communication	2 MB	En/FR/DE / EU
 Additional manual Type 8690 8696 8793 Control units with ATEX approval	1 MB	En / EU
 Additional manual Type 8691 8696 8793 Replace part	701 kB	En/FR/DE / EU
 Additional manual Type 8690 8696 ELECTRICAL CONNECTION	803 kB	En/FR/DE / EU
 Cabling Guide for BUS/ETP	367 kB	En / EU

Software

Description	Filesize	Language / Country
 Add-On-Profile AOP A.01	246 MB	ML
 Burkert Communicator 5.3.0	527 MB	ML
 Device Description Files A.14	4 MB	ML
 PACTware + DTM Collection 5.0.4	121 MB	ML
 Positioner DTM Collection 1.0	14 MB	ML

2021 Distribution Partner Celebrations

Offering our gratitude & acknowledgment for those partners that went above and beyond in 2021 to show-up, utilize resources available, partner on projects, and take chances on technology to grow business with Burkert.

Perfect & Near-Perfect Quarterly Web Meeting Attendance

- Agilix
 - Butler and Land
 - Controles Y Valvulas, SA DE CV
 - Don Johns, Inc
 - Durable Controls LLC
 - Eagle Sensors & Controls
 - Forberg-Smith
 - Guy L. Warden & Sons
 - J.A Diaz Y Cia. S.A. DE C.V.
 - PEI Group L.L.C.
- Near-perfect:*
- Chemcorr Group, Inc.
 - Miller Energy Inc
 - Power Systems Inc. of Florida
 - Quest Engineering Inc.
 - Rodem
 - Valin Corporation
 - Weidner & Associates

Grew Business to Next Partner Support & Discount Level

- Agilix (French Gerleman + IAC Supply Solutions)
- Burns Controls
- Miller Energy
- United Automation

Top Ten Sellers of QDP (Quick Delivery Program)

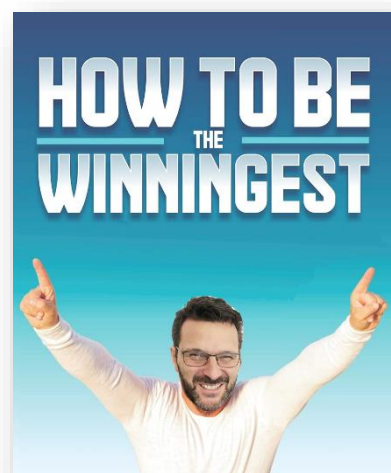
- Agilix
- Don Johns, Inc.
- Durable Controls LLC
- Forberg-Smith
- Guy L. Warden & Sons
- Maltz Sales Company Inc
- Miller Energy Inc
- PEI Group L.L.C.
- Quest Engineering Inc.
- Rodem

Use of E-Shop and MyBurkert Online Web Portal

- | | |
|---------------------------------|---|
| • Durable Controls LLC | ✓ Place and Track Orders |
| • Forberg-Smith | ✓ Search for Products |
| • United Automation | ✓ Data Sheets (CAD, Animations, Manuals...) |
| • Oliver M. Dean, Inc. | ✓ Buy Spare Parts |
| • McConnell Sales & Engineering | ✓ Create a Quote |
| | ✓ Download Invoices |

17 Partners grew their sales by 25% or more

- | | |
|-----------------------------------|---------------------------------|
| • Agilix | • JMC Instruments and Controls |
| • Burns Controls Company | • Maltz Sales Company Inc. |
| • Butler & Land Technologies, LLC | • Miller Energy Inc |
| • CPI Process Systems, Inc | • PEI Group LLC |
| • Del Val Controls, Inc. | • Power Systems Inc. of Florida |
| • Dewco Pumps & Equipment, Inc | • Rodem |
| • Durable Controls LLC | • Temp-Press |
| • Field Instruments & Controls | • United Automation, Inc. |
| • Hatfield and Company | |



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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.