

bürkert
FLUID CONTROL SYSTEMS

DISTRIBUTOR NEWSLETTER

Q1 2021

[Distributor Toolbox – Making it Easier to Sell](#)

Wishing that there was one place to find the frequently used sales tools and resources you need?

[Success Stories from your teams](#)

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

[Who you gonna Call?](#)

The Burkert Contacts servicing our Distribution Partner companies in one single page with photos, telephone and email info.



Listen, Then Act... Taking your feedback to ♥

Those quirky Menti surveys that you may have seen are utilized & acted upon

What would you like to see in the Newsletter to make it more engaging?

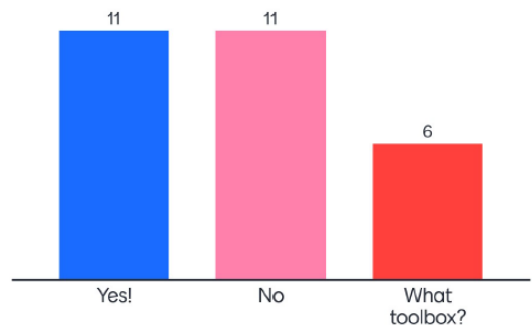


What should be added to the toolbox to make it easier to do business with Burkert?



Checked a few off the list... still more work to do

Have you received training on the distributor's toolbox?



Added link to On-Demand training to [Distributor Toolbox](#) & included all links in newsletter

Type 2000 Angle Seat Valve Local Assembly

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

- “Assembled in the USA“
- Quicker Delivery Times – most in [Quick Delivery Program](#)
- Create more American Jobs
- Higher Security Level of Supply Chain
- No Price Increase on new Part Numbers through end of 2021
- [Cross reference list](#)

Type 2000 Angle-Seat Valve – 1”

bürkert
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 filler for low air consumption
- Intrinsically safe limit switches
- Bonnet and plug same as body material

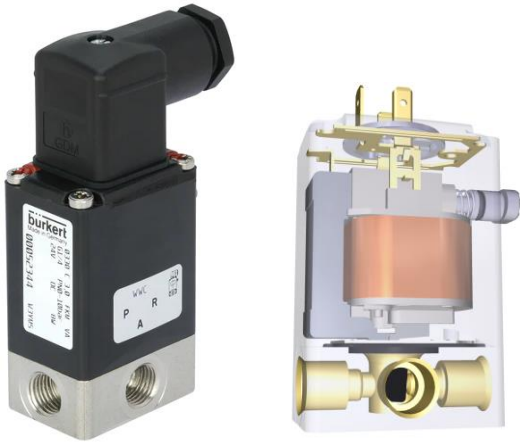
Benefits

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

Webinar On-Demand Angle Seat vs. Ball Valves



What's Trending in Distribution Sales of Burkert?



Type 330/331 Direct-acting 2/2 or 3/2-way pivoted armature valve

- Work horse, long lasting, media separated
- Included in the [Quick Delivery Program](#).
- Can be use for multiple applications, neutral gases, liquids, aggressive media



Type 6213/6281 Servo-assisted 2/2 way diaphragm valve

- Vast range of applications and uses
- Included in the [Quick Delivery Program](#).
- Water hammer free and low noise
- Flow-optimized housing and diaphragm geometry for high flow



Type 2873/2875 Direct-acting 2-way standard solenoid control valve

- Perfectly suited for pressure control loops
- Compact design
- Excellent response time
- Consistent pressure control
- Optional: Explosion-protected coil



Type 6027 Direct-acting 2/2 way plunger valve

- Powerful valve with diameter of up to DN12
- Included in the [Quick Delivery Program](#).
- High pressure variants for gases and liquids
- Increased leak-tightness with welded plunger guiding tube
- Explosion proof versions available

Distributor Toolbox – Making it Easier to Sell



Distributor TOOLBOX



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

Quick Delivery Program

[The Quick Delivery Program Landing 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 \(video\)](#)

Configurators and Product Selection Tools

[Ball Valve Configurator](#)

[US Type 2000 Locally Assembled non-ATEX vs. imported](#)

[ATEX Crossover List](#)

Literature & Templates

[Distributor Personalization Label Request](#)

[USA Short Form Catalog](#)

[USA Newspaper](#)

Newsletters & Mailers

[US Distributor Newsletter - Q4 2020](#)

[US Distributor Newsletter - Q3 2020](#)

Videos & Training

[Distributor Toolbox Training \(on-demand\)](#)

[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](#)

Coming Soon: Test, Validate & Calibrate MFCs

Coming Soon: Valve Sizing Matters 101

[NEW: Angle Seat vs. Ball Valves: Which to choose & why??](#)

Coming Soon: Valve Coil Basics

[Hygienic: Decentralized Process Automation - Industrial](#)

[Communication and Intelligent Valve Solutions](#)

[February 2021 LIVE Event: Centralized Plant Automation -](#)

[Distributed Controls Systems](#)

“I Need A“ Configuration Sheets for the following products

(providing complete information allows our technicians to provide the right item#)

• [Solenoid valves](#)

• [Pneumatic manifolds](#)

• *Sensors*

• [Conductivity](#)

• [Flow](#)

• [Level](#)

• [Type 8619](#)

• [Multichannel Controller](#)

• [Type 8611 Universal Controller](#)

• [Type 8681 Control Heads](#)

• [Control valves: ELEMENT](#)

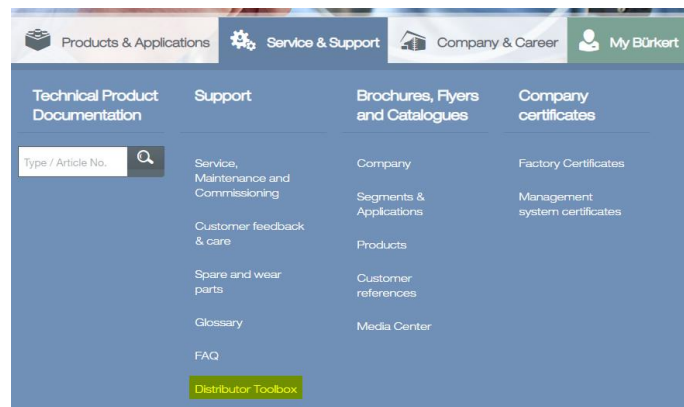
• *Ball valves*

• [Pneumatic for position control](#)

• [Electric for on/off or position control](#)

• [Pneumatic for on/off control](#)

• [Schwarzer pumps](#)



LIVE Webinar Event: February 2nd

Individual process automation: Distributed plant control for safe production

Date: Tuesday, February 2, 2021

Time: 12:00PM-1:00PM CDT

Only with precise and reliable process control and continuous monitoring can you ensure product quality, avoid rejects and prevent production downtime. In this webinar you will learn which solutions for constant diagnosis and control, timely fault identification, system integration and commissioning will save you time and money.

The market demands on components and systems are high: fast, simple commissioning, ease of maintenance, simple integration of safety functions, highest possible software integration into higher-level control systems or DCS systems and, of course, process safety are just a few examples.

Find out which solutions can help you with these requirements to create safe and efficient production processes and thus save time and money.

In this webinar you will learn

- How successfully implemented, individual customer solutions look in practice
- How you can achieve fast commissioning and maintenance
- The advantages of connecting Bürkert valve terminals to the Siemens peripheral system
- What approaches there are for safe valve shutdown
- How a high degree of standardization can be achieved despite individual adaptations

[Register HERE](#)

AutomationWorld®



Speakers:



Tobias Zipf
Product Manager
Bürkert

Tobias Zipf has worked in product management at Bürkert for 6 years. As an expert for distributed automation solutions, his focus is on process applications that become more efficient through new diagnostic functions. He is the contact person for Bürkert devices that are specially developed for integration into Siemens STEP 7 and PCS 7.



Andrew Lamore
Field Segment Manager – Hygienic
Bürkert

A board chair of the ASME/BPE standards committee, Andrew Lamore handles the industry segment at Bürkert of hygienic industries & applications for North America. Having in-depth understanding of customer solutions, competitive industry landscape & trends in the global marketplace; Andrew is responsible for developing and implementing effective Business, Marketing and Sales plans for in Pharmaceutical, F&B, and Process Automation Applications.

QDP Success Story with Forberg Smith Process Solutions 1/4 turn ball valve to Angle Seat Valve

Customer

- Powder Coating Paint Company

Application

- Steam valve used for heating chemical baths for cleaning/treating raw parts.

Need

- Replace competitors failed valve.

QDP

- Quoted 1 week lead time and list less 10% and won the order.

Increase share of wallet

- Follow up sales call resulted in a plant tour
- Found opportunity to quote 12 2" Angle Seat Valves to drain tanks
- Customer then needed to replace another steam valve. We were able to deliver an angle seat steam valve with a remote positioner in 1 week.



Old



New



2 in ASV



2300 + 8792 Remote (Angle seat)

ASV with Remote Positioner



Once the foot was in the door with the Quick Delivery items, we were able to build additional opportunities with the customer utilizing more fast delivery items available right from the Quick Delivery program datasheet ordering chart and short form catalog.



Size	With pneumatic actuator position control 60° V-ball ASI	With pneumatic actuator position control 60° V-ball 4-20mA	With pneumatic actuator position control 60° V-ball Burkert CAN OPEN	With pneumatic actuator position control 60° V-ball Ethernet	With pneumatic actuator position control 60° V-ball DeviceNet	With pneumatic actuator PID control 60° V-ball 4-20mA
1/2"	98135632	98135648	98135664	98135680	98135696	98135712
3/4"	98135633	98135649	98135665	98135681	98135697	98135713
1"	98135634	98135650	98135666	98135682	98135698	98135714
1 1/2"	98135635	98135651	98135667	98135683	98135699	98135715
2"	98135636	98135652	98135668	98135684	98135700	98135716
2 1/2"	98135637	98135653	98135669	98135685	98135701	98135717
3"	98135638	98135654	98135670	98135686	98135702	98135718
4"	98135639	98135655	98135671	98135687	98135703	98135719

Growing Business Together with Strategic Plans



Don Johns Inc. created a local training opportunity using an in-house engineered & built training skid

- Functioning example of Burkert's valves and automation solutions.
- Major food processor interested to have their technicians and engineers interact with the Training Unit.
- Due to COVID restrictions, an on-site visit was impossible.
- Larry Kubacki and Don Johns rented a hotel conference room next door to the food processing plant.
- Will have small groups of engineers and technicians in to access the training unit.



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 McTighe
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

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.