



# valvescommunity<sup>®</sup>

Information for customers and partners

## Title

New gate valve thoroughly tested in England

## International

HEROSE extends its presence in South America.

## Exhibition preview

Exciting news about the ACHEMA

## Technology

VdTÜV impressed by new test bench

## Editorial



Dear readers,

a rolling stone gathers no moss: This proverb may seem somewhat overused, but it is still very apt. Especially in economic times such as these ... Therefore we devote a great deal of energy to the development of new products. A good example of this is our new 09430 series gate valve, which we report about in our cover story. We will be presenting further innovations in May at the ACHEMA 2009 in Frankfurt, the most important exhibition for the valves and fittings industry. On page 3 we give you a small foretaste of our plans - and invite you to our exhibition stand in Hall 8.

Enjoy your read!

Dirk M. Zschalich, Wilfried W. Zschalich  
Managing partners



## Customers delighted with new stainless steel gate valves

The performance of the 09430 series for sensitive use in low temperature trailers has exceeded all expectations

During intensive tests over the past months, the new HEROSE 09430 gate valve series has greatly exceeded all expectations. M1 Engineering based in the UK, manufacturer of Cryogenic Road tankers and ISO containers carried out these tests and is now using the gate valves in series production. Jason Gill, Technical Sales Director, explained: „The trials have shown that the gate valves not only function excellently and guarantee extreme reliability, but are also pleasantly easy to operate. Easy installation, high quality, good performance and punctual delivery characterise the HEROSE products. Both the pneumatically controlled and the manual gate valves have been thoroughly tested on a trailer for Air Products over a period of six months under everyday conditions on the road. We are now recommending these gate valves to our other customers in the Air Gas Industry for use in their vehicles.“

The series 09430 gate valves are not only the first low temperature gate valves to be produced by HEROSE - the

material used also celebrated a premiere: Stainless steel was used for the first time - where by the company from Bad Oldesloe has also opened up a new market.

**M1 ENGINEERING**



M1 CARRYMORE™ Cryogenic Road Tanker

Both the manual and automatic versions of the new gate valves will be used by M1 Engineering in trailers as well as containers. Jason Gill : „The improvements to the gate valves have brought a welcome addition to the HEROSE ran-

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Continued from page 1

ge.“ The gate valves as well as the existing range of change-over ball valves, safety valves and cut off valves enable users to obtain a full range of stainless steel valves from a single source. Gill continues: „As well as this, we like the continuing commitment of HEROSE to meeting the maintenance requirements of the industry.“

M1 Engineering, a privately owned company founded in 1973 can look back on over 35 years of experience in the manufacture of Cryogenic trailers and ISO containers. It employs 85 staff in the production facility in Bradford (UK) and has established itself as a market leader in the international field of Cryogenic Road Tanker and tank container construction. „In the markets for Cryogenic transport equipment we concentrate on being a market leader in fields of payload, product performance and low whole life costs,“ says Peter Fox, Managing Director of M1 Engineering. The company designs and builds its tanks exactly according to customers specifications. M1 has a very broad customer base in the Air Gas Industry with customers in all parts of the world. As well as continually developing its product range, M1 has also made heavy investments in its modern production facilities and in state-of-the-art plant and equipment. This has been combined with the introduction of Lean Manufacturing processes, in order to achieve market leading standards of production efficiency.

In 2001, M1 Engineering launched its „Carrymore“ Cryogenic Road Tankers, made entirely from aluminium - which offer the highest payloads of their class. This was also the year that the cooperation between M1 and HEROSE began. In addition to the series of Carrymore aluminium trailers, M1 also offers a wide range of Cryogenic trailers made entirely from stainless steel for transporting liquid nitrogen, oxygen, argon and CO<sub>2</sub>, including compact trailers with 1 or 2 axles for difficult access situations, rigid „Microbulk“ vehicles and liquid natural gas trailers with capacities of up to 60,000 l.

M1 Engineering’s market leading series of Maximo Cryogenic ISO Tank Containers provides capacities from 8,000 to 45,000 l for the transport of liquid nitrogen, oxygen, argon, CO<sub>2</sub>, ethylene, nitrous oxide and liquid natural gas. ■



M1 Cryogenic Road Tanker control cabinet with new HEROSE gate valves. Low temperature gate valve family 09340 (on right)



Barry Stewart and Jason Gill in front of a further trailer for Air Products, with series 09340 gate valves.



## HEROSE presentation with double the area

This is the most important exhibition for the valves and fittings industry - and is held every three years in Frankfurt: the ACHEMA. It will be held again in 2009. From 11 to 15 May the "29th International Exhibition Congress for Chemical Technology, Environmental Protection and Biotechnology" will once again open its doors. The importance which HEROSE places on the ACHEMA is shown simply by the fact that this year the exhibition stand of the company from Bad Oldesloe is almost twice the size as in previous years.

HEROSE Manager Dirk Zschalich: "We have been one of the regular exhibitors at this exhibition for many decades. And for a very good reason: At the ACHEMA we meet all the important contacts from our industry. We can maintain our contacts with our customers, get to know new potential customers and of course we also use the exhibition to present important innovations from our company." What these are will not be disclosed here. However, one thing is certain: one particular innovation will cause a stir in the industry ...

As well as this we have appointed a real "eyecatcher" for the presentation of our low temperature valves. Just wait and see!



Together with the sales and design management, Manager Dirk Zschalich will be at the exhibition for the entire 5 days. "Furthermore, all European representatives of HEROSE will be at the ACHEMA," says Dirk Zschalich - "and we also want to give our trainees the opportunity to have a look around the exhibition."

We look forward to greeting you at the ACHEMA.

**Hall 8.0  
Stand K38 - K41**



The "Hammer Man" at the entrance to the Frankfurter Messe

## Bom Dia e Buenos Dias, we're coming!

HEROSE is extending its presence in South America with agencies in Buenos Aires, São Paulo and Rio de Janeiro



Rio de Janeiro is one of the world's most beautiful cities, as this view of the Sugar Loaf Mountain from Corcovado shows.

The efforts by HEROSE to show a greater presence in South America are bearing their first fruits: Now that DEBENELUX has taken over the agency for Argentina, Uruguay and Chile on 1 June 2008, as of 1 October Qualitec Ltda. is now responsible for the Brazilian market. Volker Maass, Deputy Sales Manager for HEROSE, is primarily responsible for the extension of business contacts in South America: "We wish to take this step, because the market in South America is becoming increasingly important to us. With our contacts to the "big four" in the gas industry - Air Liquide, Linde, Praxair and Air Products - which also play a decisive role on this continent, it was increasingly apparent that a local agency is essential in order to expand business." This presence is important for two reasons: Customers require local support in their own language, which is capable of reacting independent of the time difference to Germany, as well as local depots to provide better supplies.

The firm DEBENELUX with headquarters in Ituzaingo (near Buenos Aires) has been established since 2004 and is managed by Jorge Nussbaumer, an Argentinean of German origin. Together with a staff of five, the company

specialises in the sale of technical products to Argentina, Chile and Uruguay from Germany and the Benelux countries. Volker Maass: "The company was recommended to us by a customer." Amongst other reasons, Argentina is very important because the rapidly growing steel industry has a great demand for air separation plant. HEROSE also followed the recommendation of a customer in its selection of an agency in Brazil. Volker Maass: "In Brazil, the market leader with over 60% is White Martins, which

is a subsidiary of Praxair. During my last visit, the wish for a local HEROSE agency was expressed - and two or three companies were mentioned, which came into question for the provision of this support." Ultimately, HEROSE decided on Qualitec Ltda. in Sao Paulo, whose manager is Marc Aurelio Casmalla. The sales office in Rio de Janeiro will be managed by Carlos Antonio Neves. Volker Maass: "We decided on Qualitec, simply because this company is very well suited to HEROSE. It is also a



Training at AL Engineering in Buenos Aires: Mr. Makarewicz Sergio, Mr. Cumo Raul, Mr. Martin Hector, Mr. Meichtri Ezequiel, Mr. Pisano Eduardo, Mr. Nestor Ardiaca (left to right)

## Shanghai also has its eyes on the gate valve

### More orders from China after certification of safety valves



Jorge Nussbaumer (DEBENELUX) at Asado in Argentina

family business, and the structure and environment are very similar." There is a large market in Brazil for low temperature valves and fittings. Volker Maass: "Although there is a great deal of competition, we are optimistic that our quality will be successful, just as it has been in Europe, the Middle East, North America and Asia." The importance which HEROSE places on the South American market is shown by the participation in the Gasworld Conference in Santiago de Chile this January. There, Dirk Zschalich and Volker Maass extended existing contacts and made new contacts in Venezuela, Columbia, Peru and Ecuador. ■

Participation in the October 2008 IG China fair in Shanghai, which attracted around 150 exhibitors, was a great success for HEROSE. Managers Dirk Zschalich, Michael Bentz and Keith Stewart represented the valve manufacturer from Bad Oldesloe at the exhibition.

The centre of interest was the new low-temperature gate valve for trailers, which



Keith Stewart, Dirk Zschalich and Michael Bentz with our Chinese representatives at the IG China

HEROSE developed in record time and which has already proved its marketability in various test series in England (see the cover story in this issue). Michael Bentz, contact partner for the Chinese market at the company headquarters: "Since the trailer market in China is growing, we expect good business in this sector. We have already received the first orders." The certification of safety valves for China a year ago has also had a noticeable positive effect. Bentz: "The number of orders has further increased."

Two further success reports from China: A leading transformer manufacturer now purchases 80% of its valves from HEROSE, because they are very satisfied with the quality and punctual deliveries. Dirk Zschalich: "This has sent out signals to the entire market." Finally, HEROSE is also successful in the Chinese engineering field, and is increasingly in demand as a supplier for the construction of air separation units (ASUs). ■

## South America is coming

In spite of the present economic crisis, which has also affected South American countries, the UN Economic Commission for Latin America (Cepal) forecasts growth of 4.7% this year, after a growth of 5.7% last year. Economic growth is therefore continuing for the sixth year in succession, and is comparable to growth in China and India. The number of poor South Americans, who earn less than \$2 per day has fallen by nine percent since 2002. The gross national product for 2007 was \$6938 in Brazil and \$6606 in Argentina (in comparison: in Germany this figure was \$40,415 in 2007)

## HEROSE attends BOC Procurement Conference

In October, the first procurement conference of BOC UK - a member of the Linde Group - took place under the motto "On the road to world class". 120 suppliers and members of staff took part in this event. Two suppliers were invited to complete presentations. The event was chaired by John Needell (UK

& Ireland Procurement Manager) and Linda Hilder (UK & Ireland Commodity Buyer – Bulk). Mike Huggon, Managing Director for the UK and Ireland gave a presentation about BOC and led a question session together with Christoph Clausen, Purchasing Manager for Linde. Presentations from BOC staff showed some of the challenges to be met in the near future. For example, with the economic downturn leading to reduced sales of gas, suppliers are being asked to bring fresh ideas to the table and the trend from a gas-consuming production industry towards a service provision industry will continue in Europe. Industry development objectives will include alternative fuels and new technologies.

The presentation by Keith Stewart from HEROSE Ltd. highlighted the excellent cooperation between the two companies over the past ten years. ■



Keith Stewart (l.) and Mike Huggon – Managing Director, UK and Ireland

# A brilliant presentation

High purity with chrome or nickel-plated safety valves

HEROSE also offers the 06370, 06380 and 06395 series safety valves in nickel-plated and chrome-plated versions. But why are the external brass and bronze surfaces of these safety valves given special protection? There are, for example, applications in which apart from functional safety, a high degree of corrosion resistance and surface purity are required. Such applications are, e.g. sterilization systems or steam-jacket heated boilers in large kitchens.

Nickel provides great resistance to acids and alkalis and can be recognised by its slightly yellowish appearance compared with the chrome-plated versions. Chrome plating also provides additional protection because of its greater hardness and can be visibly recognised by its clear mirror-like gloss. However, the gloss of the components can only be controlled within certain limits (surface gloss vs durability) and always depends on the existing surface structure of the basic material used. Essentially, the degree of gloss of the chrome-plated versions depends on the underlying glossy nickel plating.

In order to ensure an even and durable surface coating it is especially important that the components are cleaned with a special process before the actual treatment. Because HEROSE is able to use automatic cleaning systems to achieve freedom from oil and grease for valves used with oxygen, a consistently high level of cleanliness is obtained even at the pre-treatment stage. With the following fine cleaning, leaching and multiple rinsing in deionised water, the components are activated and optimally prepared for the electroplating process. Process description:

In electroplating technology, electrochemical processes are used to deposit metals on metallic or non-metallic substrates. The electrocrystallisation is carried out in aqueous solutions of metallic salts by means of externally applied direct current (method I) or without current by means of the reaction of the metal ions with a reducing agent

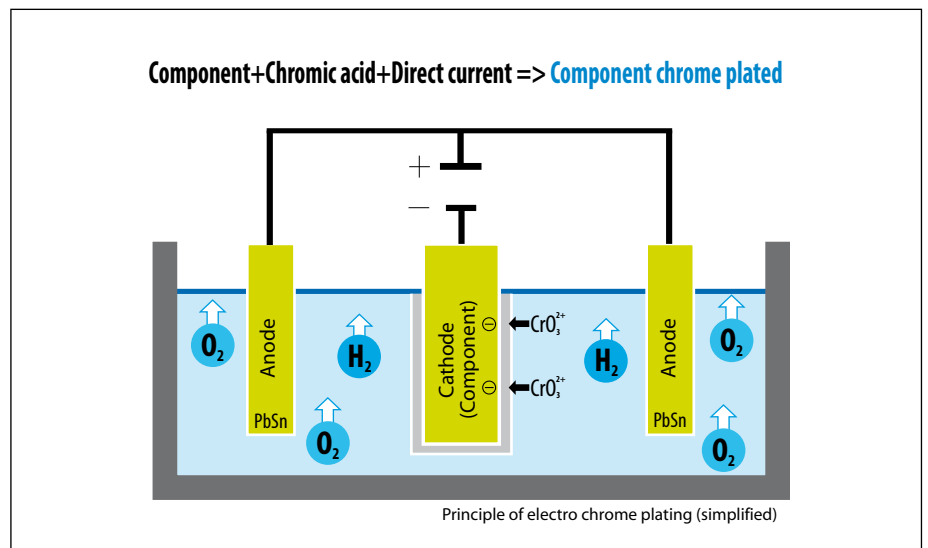


Various versions of the 06380 and 06395 series safety valves: (from left) standard, chemically nickel-plated, chrome-plated

(method II). The components of HEROSE safety valves are given a high-gloss nickel coating using method I. Although non-current processes, e.g. nickel, coat all the surfaces which are wetted with electrolyte, it does not yield the required degree of gloss. In the case of chrome-plated components and additional chrome-plating process is carried out after the electrolytic nickel

plating process described above. The depositing of chrome on the component is also carried out using an external source of direct current.

Through close cooperation with our specialist suppliers of electrolytic surface coating, HEROSE has competent partners for the applications described above. ■



## Compressed air: safety is the highest priority



GHH RAND, a member of the US Rand Company, is one of the most important suppliers of high performance screw compressors for the production of compressed air. Especially in the field of pneumatic unloading of bulk carrier vehicles the company is a market leader with its oil-free SILU® compressor units. Oil-free compressed air produced by SILU® compressors is used to unload bulk goods ranging from flour to chemical granules from silo trailers. GHH RAND customers also focus on safety, as this involves pressure vessels with volumes of up to 90 m³ to HEROSE valves, this has been ensured for many years. For example, the type 06217 safety valve is incorporated in the SILU® CG600 Light compressor unit. This light unit is mainly used for unloading cement in the building industry. Even under such harsh operating conditions, this HEROSE valve has proved itself over many years. Because of its special plate design, stable functioning is ensured even in almost vertical configurations. Due to this positive experience, GHH RAND also continues to rely on HEROSE valves for the development of new products. ■

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### Argentinian agency

The name DEBENELUX is self-explanatory: Since 2004, proprietor Jorge Nussbaumer has imported goods, which now include HEROSE products, from these four European countries. His office, which employs a staff of five, is located in Ituzaingo, a suburb of Buenos Aires.

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Cristian Castro, José Pereira, Volker Maass, Eng. Alejandra Bocconi, Eng. Jorge Nussbaumer, Bruno Bertirosi, Dr. Víctor Stark (left to right)

### Brazilian agency

The latest member of the growing family of foreign HEROSE agencies is Qualitec Ltda. in São Paulo, with a sales office in Rio de Janeiro. Qualitec is a subsidiary of Fama Bras. and specialises in the sale of high-quality valves and fittings to the industrial gas sector.

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Volker Maass, Marco Aurélio Casmalla, Dirk Zschalich, Carlos Antonio Neves (left to right)



## News

● After special training of three members of staff, the HEROSE Netherlands agency, ASE Repairs BV, has now been designated as an "Authorised Workshop".



Course participants, from left to right: Frans Meij, Michael Bludau and Jeffrey Möllmann

● Convenient online product search: The HEROSE website [www.herose.de](http://www.herose.de) now provides a function for selective searches in the product ranges "Low temperature Technology" and "Safety Valves".

## Fair calendar

### The 10th China International Natural Gas Automobile and Gas Station Equipment Exhibition

Peking, China, 15. to 17.04.2009

### LPG & CNG Fair

Istanbul, Turkey, 30.04 to 03.05.2009

### ACHEMA

Frankfurt, Germany, 11. to 15.05.2009

## Congratulations to...

### Celebrating 10 years of service:

**Mike Grimsehl** on 04.01.2009

**Tim Molinski** on 08.02.2009

**Janusz Sewerynski** on 14.03.2009

**Jürgen Hartmann** on 29.03.2009

### Celebrating 25 years of service:



**Halim Tunc** on 26.03.2009

## Imprint

**Published by:** HEROSE GMBH, Bad Oldesloe

**Responsible for content:**  
Volker Maass, HEROSE GMBH

**Concept and production:**  
webhouse gmbh, Hamburg

**Editor:** Carsten Wurr

**Photos:**  
Carsten Wurr, HEROSE GMBH, Studio Piezug

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The next issue  
will be published in May 2009

## Greatly impressed by new test bench

### VdTÜV holds regular meeting at HEROSE



Ingo Blohm, Stephan Korn, Frank Büeler, Wilfried Zschalich, Klaus-Peter Gros and Dr. Michael Arras (from left)

The working party of inspection authority for type testing of the Association of Technical Inspection Societies (VdTÜV) recently held its regular meeting at HEROSE. In a presentation, manager Wilfried Zschalich introduced the company to representatives of the German Technical Inspection Societies (TÜV). To conclude the tour, the new development test bench, which is also used for type

testing according to the VdTÜV data sheet "Safety Valve 100", was demonstrated. "It is obvious that HEROSE has invested a great deal in order to cater for future market demands," said working party chairman Dr. Michael Arras. Just like all the other participants, he was very impressed with the performance of the HEROSE testing environment. ■



HSV fan Carsten Schlomsky

## One of us

As a member of the HEROSE export team, the qualified wholesale and export specialist Carsten Schlomsky (41) is responsible for handling orders from Asia, South America and parts of Europe. In cooperation with the Production department, he also negotiates possible delivery dates. The Hamburg football-team supporter is father of two children and has been with HEROSE for 2 1/2 years. He like to spend his leisure time "with the family and in the garden". ■

## 10 x Charly to be won!

HEROSE exhibits at the  
ACHEMA ...

**A** in Hall 8.0

**B** in Hall 9.2

**C** in Hall 5.0



Send the correct solution by fax or by mail

[win@valves-community.com](mailto:win@valves-community.com) [www.valves-community.com](http://www.valves-community.com) Fax: +49-4531/509 120

The deadline for answers is 14. April 2008. No right of appeal.

**Congratulations to our winners:** Mr. Martin Schmidner, Knorr-Bremse, München, Mr. Claus-Peter Pfeiffer, Germanischer Lloyd, Lübeck, Mrs. Grace Hou, Air Liquide, China, Mr. Jürgen Langendorf, DSM, Schweiz, Mr. Christopher Ohlow, HEROSE