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Information for customers and partners

## Title

The Italian company Valvomec means more to HEROSE than a mere bronze partnership

## Interview

Dirk Zschalich on the future of HEROSE

## 40th Anniversary

Wilfried Zschalich retires

## Technology

The new Air Liquide air separation plant



## Editorial



Dear readers,

for the first time I am greeting you here without my father, who has gone into well-earned retirement (see the report on page 8). Fortunately, he will continue to support us as an advisor.

It was also my father who in 1998 established the link to our bronze supplier Valvomec in Italy – a relationship which now goes far beyond just business. You can read why this is so in our title story.

I look forward to further good cooperation with you and hope that you enjoy reading our magazine.

Dirk M. Zschalich  
Managing Director

Valvomec-employee Andrea Longhini measures the temperature in the furnace: 1,260 degrees

## Our bronze partner from Italy

The company Valvomec has produced bronze housings for HEROSE for more than 20 years. A report about a relationship which goes far beyond just business

At first sight, the news appears very prosaic: HEROSE has extended its range of valves for oil-cooled transformers with several versions or new models (read more on the next page). However, there is more to this news than meets the eye. The prerequisite for this development was created to some extent by a partner who is specially close to our company: the firm Valvomec in Varallo in Northern Italy. This foundry has mainly produced bronze housings for HEROSE for about 20 years. As the Italians have increased the nominal diameters of these fittings up to DN 200, HEROSE is now able to larger valves in its range.

On a rainy day in March, Vallaro sees a visit to the Italian partner from HEROSE. The manager of the company, Franco Zaninetti, 73, has personally come to Milan Airport to pick up Dirk Zschalich and HEROSE Sales Director Volker Maass. After an hour's drive the destination comes into view: the

small town of Varallo in the Sesia Valley. In addition to tourism, it is traditionally the textile industry and various precision engineering companies which have brought prosperity to this Alpine valley. The greet-



Old friends: Franco Zaninetti, daughter Alessandra – and Dirk Zschalich

ing at the Zaninetti company is very hearty. Franco Zaninetti's wife Gabriela is there, as well as daughter Alessandra and son-in-law Roberto Caruso. Both work in key position in the company which





The casting moulds are made from compressed sand



Antonio Campora pours the liquid alloy into the moulds

has about 50 employees. Alessandra, graduate in business administration is responsible for controlling, while Roberto, an architect, is the technical director of Valvomec. What about the founder of the company, Franco Zaninetti? The lively senior manager laughs: "During the day I keep an eye on things, but otherwise I enjoy my retirement."

The Zaninetti and Zschalich have known each other for 20 years – and what started as a purely business relationship rapidly developed into a friendship. Looking back over a cappuccino: "It all started in 1989, when HEROSE decided to close its own foundry", says Dirk Zschalich. „In the search for a future bronze supplier my father

quickly found Valvomec thanks to a recommendation by an Italian business partner." Franco Zaninetti says: „My first meeting with Wilfried Zschalich in the old factory lasted one or two hours. After that I knew that we suited each other.“ Four weeks later Zaninetti paid a return visit in Hamburg-Altona. „I was initially shocked when Wilfried Zschalich told me the quantities he required. We couldn't produce them in the old factory.“ This was a difficult situation for Zaninetti. „However I had such great trust in Wilfried Zschalich, that I immediately decided to build a new foundry. Right from the start we were brothers in spirit.“ In those days, Zaninetti invested 70 percent of his annual turnover in the new construction – a

bold decision. "I have never again taken such a risk."

Franco Zaninetti never had reason to regret his decision – even though the initial period was not easy. The new foundry was completed in 1992, but the initial quality of the housings left much to be desired. Franco Zaninetti: "You need a year to achieve the required level," Wilfried told me – and bought my goods in spite of several quality problems. I will never forget him for that."

The former HEROSE foundry manager Gustav Eggert regularly came to help in Varallo. There were many crisis meetings, but ultimately the goal was achieved: the quality was up to standard. "Today Valvomec is one of the leading

## Transformers: New items HEROSE

### Overview of the newly developed versions.

HEROSE has supplemented its range of valves for oil cooled transformers with several versions and new models. In addition to the classic models:

#### Drain valves

(Type 03199, DN 15 + DN 32)

#### Gate valves

(Type 09420, DN 25 – DN 100, and Type 09320, DN 100 – DN 250)

#### Plug cocks

(Type 12170, DN 25 + DN 80)

#### Three-way Plug cocks

(Type 14170, DN 25 + DN 80)

HEROSE has included the ball valve types 15210 in steel and 15215 in stainless steel in its range. These types are available in the nominal diameters DN 15 to DN 200 with the usual accessories, e.g. locking devices. In addition, both gate valve types will be supplemented by several new versions:

#### Type 09420

In order to optimise readout, the four-sided display device has been defined as standard. The sealing material for the version for applications in ambient temperatures down to –50 °C has been optimised, as well the internal components of the seawater-resistant version have been optimised.

#### Type 09320

The series has been extended by the nominal diameters DN 200 and DN 250. The sealing material for the version for applications in ambient temperatures down to –50 °C has been optimised, as well the internal components of the seawater-resistant version have been optimised.

The range of valves for oil cooled transformers has been rounded off with F-connectors according to DIN 42551-F and residual oil drain valves R according to DIN 42548.

You can find the technical details under [www.herose.com](http://www.herose.com)



Two employees clean the housings with compressed air



Dirk Zschalich, Roberto Caruso and Franco Zaninetti with the housings

bronze producers in Europe”, says Dirk Zschalich.

A tour of the foundry: Valvomec obtains the raw materials for the bronze, an alloy of copper and bronze, from Italy and Germany. The production of a bronze housing takes about eight hours, from the production of the casting mould from compressed sand to the filling of the mould with the alloy which is heated to 1,260 degrees, cooling, sandblasting, cutting, de-burring and turning the threads up to packaging and storing. Once a week a truck leaves Varallo heading for Bad Oldesloe, carrying products for HEROSE. Dirk Zschalich: “Valvomec supplies more than 80 percent of the bronze housings which we need for

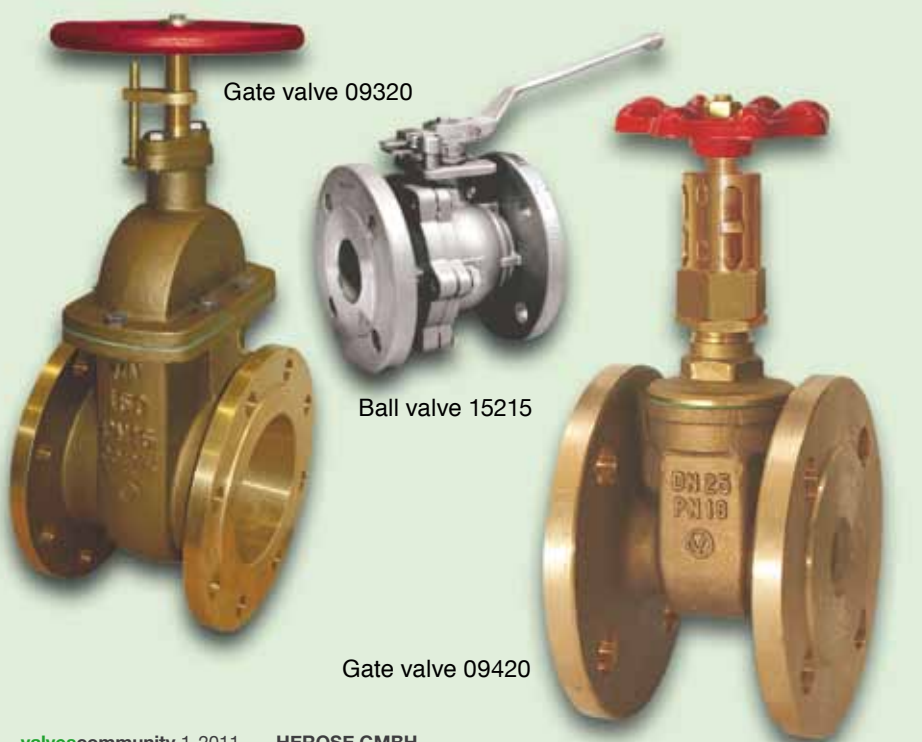
the final assembly of our shut-off valves and valves. However, we are increasingly involved not only in a production partnership, but rather in a development partnership, for example with the nominal diameters for the transformer valves. Because Valvomec is able to cast large components, we have increased the company’s know-how in this direction and can now offer nominal diameters of over DN 100 for transformer valves.” Roberto Caruso, the technical director of Valvomec: “At present we are producing about 50 tons of bronze castings per month, of which 40 go to HEROSE. Other important customers are located in the Netherlands and the UK and our export ratio is over 90 percent.”

Even though the cooperation between HEROSE and Valvomec has long since become a matter of routine, there are still meetings four or five times a year. Here, current developments are discussed and memories relived. These include many anecdotes. For example, the one which Franco Zaninetti tells with a laugh: “When I first saw the name Wilfried Zschalich on his business card, I told him that I would only call him on the phone when he had changed his name. No Italian can pronounce a name like Zschalich...”

### Valvomec has a holding

In spite of all this humour, things became serious again. Now Franco Zaninetti was able to return the favour to his friend Wilfried Zschalich. The senior manager of HEROSE remembers: “When I had the opportunity to buy HEROSE in 1996, I needed partners to provide financial support. Although Franco Zaninetti had put all of his money in the new foundry, he did not hesitate to help me.” Since that year, Valvomec has had a 5 % holding in HEROSE – and Franco Zaninetti says: “At that time, no more was possible. That’s a pity, because I have never done such a good deal since ...”

The return to Milan Airport: Once again, Franco Zaninetti is driving, because he does not want to miss the opportunity to personally say farewell to his guests. With his daughter, his son-in-law and Dirk Zschalich, the second generation of the industrialists’ families are in command. However, the “youngsters” also agree: “We will continue to strengthen the close friendship between our families. There is no doubt about that.”



## "I can still see plenty of opportunities for development"

Dirk Zschalich, managing director, on the future of HEROSE

*vc: You have been solely responsible for the management of HEROSE for several weeks now. What role will your father play in the future?*

**Dirk Zschalich:** Fortunately, he will continue to support the company with his advice. It would really be a great pity if HEROSE had to do without my father's great experience.

*Let's talk about day-to-day business. How was the year 2010 for HEROSE – and what do you expect in the present year?*

Now that to our surprise we almost reached the pre-crisis level of 2008 last year, we expect that we may even show genuine growth in 2011. Of course I am very pleased about this.

*What are the driving forces, which countries are placing the most orders?*



Manager Dirk Zschalich with the prototype handwheel at his desk in Bad Oldesloe

You must mention Asia, China and India. However, Turkey is also developing surprisingly well. In fact demand has increased everywhere. By the way, demand from Germany is quite at the bottom of the list. There are still relatively few orders from Russia and France.

*Where is there potential for expansion and where do you see particularly good opportunities for HEROSE products?*

I see potential in South America and Australia as well as in the former GUS countries and North Africa. In general I consider the development opportunities for HEROSE to be very good. The coming years could be really interesting.

*How high is the proportion of exports?*

It is continuing to increase, though not as strongly as in previous years. In 1996, the year that my father took over HEROSE, exports were less than 20 percent. Now we have achieved over 70 percent – with

## News

### The new handwheels

## Prevention of breakage and easier to use

The handwheel which is now used by HEROSE is a design which has been used for many years, but of course HEROSE is always interested in continually optimising details of valves such as handwheels. Due to incorrect operation of the valves, e. g. by the use of levers to increase the closing force, the handwheels occasionally broke in the past. Levers are most often used with valves which are used in cryogenic storage tanks. Usually the reason for this is an incorrect filling procedure for the cryogenic storage tanks in which

moisture and then icing occurs in the region of the thread of the valve. The main causes of moisture are:

1. The filling line is inadequately flushed before the container is filled, so that ice can form on the seat of the valve, which prevents the valve from closing completely, or
2. the valves are opened or closed too quickly.

Due to opening and closing too quickly, moisture can form from the environment either from the filling line or from a loose

packing gland in the upper extension, so that the valve freezes up.

HEROSE has taken these rough operating conditions into account and has optimised its handwheels with the emphasis on reducing the danger of breakage and making handling more easy.

After various design studies including FEM strain analysis and rapid prototyping models HEROSE has developed a new handwheel design with the following advantages:

a tendency for increase. I think that this is good, because it means that we are less dependent on a single market.

*Which HEROSE products are in particularly great demand at the moment?*

Our mainstay is cryogenic technology. Everything associated with this is going extremely well.

*What will change at HEROSE, and what are your plans?*

I also maintain the good old motto that you should keep what has proved to be successful – not for the sake of tradition, but rather in order to build on this. I think that HEROSE should become even more innovative. We need shorter development cycles and want to optimise internal processes.

For this I am entirely dependent on the dedication and creativity of my staff. We can only achieve our goals together.

*Will you be taking on more employees in 2011?*

Yes. We have already begun with this and by the end of the year we will almost certainly have six to eight new employees unless something unexpected happens. While we are talking about employees: Without their efforts, HEROSE would not have had the success which it did over the past years. I am very much aware of this and I look forward to their continued cooperation. ■

## One of us: Ralf Dankert-Paulsen

### He wants to conquer half of the world



Valves are his world Ralf Dankert-Paulsen

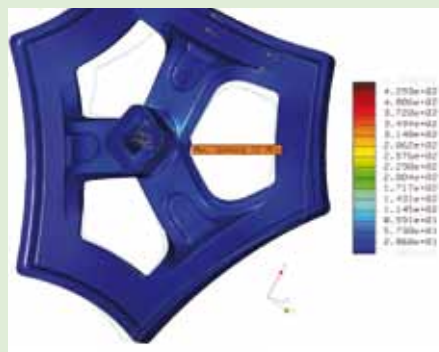
From the 1st of April his field of work will be half of the world: from Tel Aviv to Vladivostok, from Gdansk to Istanbul. The future sales area of Ralf Dankert-Paulsen includes more than 20 countries – an area in which he sees excellent growth opportunities for HEROSE.

The 37-year old engineer, who lives in Flensburg with his wife and three children, works from there and has been with HEROSE since January 2010. After a three-month induction period he took over the Balkan countries from the former sales manager Joachim Ehmke. Dankert-Paulsen, who previously worked for the HEROSE customer Taylor Wharton in Husum heard that HEROSE was looking

for a salesman for Eastern Europe at the AICHEM 2009. That was what he was looking for. Dankert-Paulsen: “For one thing, HEROSE products have an excellent reputation in the industry and for another thing I wanted to work for a family-run business again.” As the native of Rostock speaks Russian and is thoroughly familiar with everything which is cryogenic, he was also the first choice for HEROSE – so they got together. Dankert-Paulsen describes his aims: “I want to focus the existing agencies even more on HEROSE products and build up a separate sales structure in the other countries.” Dankert-Paulsen knows that he faces an enormous task, which requires a great deal of dedication.

1. The safety against breakage in the transition from the poke to the hub has been increased by a factor of 2.6.
2. The selected triangular form with outwardly curved radii has considerably improved handling and the transfer or force.
3. Replacement of older handwheels in completely ensured.

Due to the positive feedback from the market HEROSE will be exclusively equipping cryogenic valves with the new handwheels from summer 2011. The handwheels are available with outside diameters of 100, 125 and 150 in the colours white, black, blue and red.



FEM analysis of the 125 x 10 handwheel

They can be used with the following valves:

#### **Diameter Ø 100 for:**

- valves: DN 10, 15, 20 ad 25

#### **Diameter Ø 125 for:**

- valves: DN 32, 40 and 50
- Gate valves: DN 25 and 40

#### **Diameter Ø 150 for:**

- Gate valves DN 50, 65 and 80
- Bellows sealed valves DN 10 to 50

# Here 700 tons of gas will soon be produced every day

Air Liquide is building a new air separation plant in Gundelfingen – with a large number of HEROSE valves



Uwe Bock (r.), project manager for Air Liquide, explains the construction site to Olaf Schulenberg (l.) and Rainer Leistriz from HEROSE – and points out the

The ground on the construction site is soft and sticky on this day in January. The coldbox which has just been installed points up into the winter sky. Craftsmen are busy everywhere. Although the installation workers speak to each other in many different languages, they all

have a common goal: In summer, the new air separation plant from Air Liquide is to start operation in Gundelfingen in Bavaria. Uwe Bock, project manager for Air Liquide talked to vc: "Then the new production plant for oxygen and nitrogen will produce 700 tons of liquefied gases from the surrounding air every day." For this, the air is sucked in, pre-cleaned, compressed, pre-cooled, separated into its components and finally stored in tanks as liquids ready for transport. Many HEROSE valves are used in the new plant, which cost 65 million Euro. They are used in the coldbox itself, in the heat exchangers, the back-up tanks, the filling stations and in the huge SGB transformers.

The Gundelfingen plant, which is located within sight of the Gundremmingen atomic reactor, will be able to handle four trailers simultaneously. The filling time will be approximately 45 minutes.

The coldbox which forms the heart of the new air separation plant arrived in Gundelfingen at the beginning of January after a six-week odyssey. Coldbox is the name given to a vertical container system (column), which is operated at cryogenic temperatures (-196 °C) and is operated in a well-insulated metal housing. The technical equipment for the Gundelfingen coldbox was built by Air Liquide in Vitry-sur-Seine, a suburb of Paris, France. The rectangular steel and aluminium housing was then built in Épinal near Nancy in the Lorraine.

The convoy, which consisted of the coldbox (117 tons) and the 76 ton liquefier as well as a series of accompanying vehicles set out on 29 November 2010 – during the early start of winter in many parts of Europe. Ice, snow, poor visibility and bad road conditions meant that the planned daily stages were often only achieved with delays. Up to Strasbourg the heavy transport first of all travelled by road. From there, the XXL load was



This is what the plant will look like



The Gundelfingen construction site in January

## Transporting the coldbox took many weeks

After completion of the plant, Air Liquide will use it to supply its customers in the region of Southern Germany from Gundelfingen. Project manager Bock: "As well as at this new site, we have three further air separation plants and filling stations in Germany: in Kornwestheim, in Böhlen near Leipzig and in Oberhausen."



installation of a large number of HEROSE valves

transported by ship on the Rhine – and then was delayed for almost a week in Freudenheim on the Neckar due to the high water which then occurred. In Heilbronn the freight was loaded onto trucks again, which managed the final 180 kilometres in a further three nights. “Overall, the transport was a masterpiece of logistics”, praises project manager Bock.

Air Liquide is one of the world's leading producers of gases for industry, medicine and environmental protection. The company has been present on the German market since 1971 and with 4,000 employees it has an annual turnover of about two billion Euro.

## How to contact us

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Order the magazine: [www.valves-community.com](http://www.valves-community.com)



### Hungary

Since 2000 the firm Szerelvénytrade Kft near Budapest has sold HEROSE products. Its most important customers are Messer Hungaria and Linde Hungaria. Until recently, the Rumanian market was also covered from Hungary, but as demand has greatly increased there, a separate representative as found in Bucharest.

**Szerelvénytrade Kft**  
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[www.szerelvenytrade.hu](http://www.szerelvenytrade.hu)



Alice Valasik and Miklós Ferenci represent HEROSE products in Hungary

### Serbia

The economic situation in Serbia is still difficult, repairs have priority over new constructions. However, the gaps in the infrastructure are very large and there is hope that things will become more dynamic. Since 2002, HEROSE has been represented in Serbia by the firm HIDRAULIKA a family business with two employees in Belgrade.

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Selling in Serbia, from right to left: Jelena Nikolic, Sasa Maksimovic, Ljubomir Nikolic, Dejan Indjic and Srbijanka Nikolic



## News

■ At the end of January, HEROSE was audited by the "Russian Maritime Register of Shipping". Approval under this registration is necessary for portable pressure equipment for hazardous goods in Russia. It applies to both transport by water as well as for road or rail transport.

■ HEROSE marksmen successful again: At the company shooting match, with Hans-Hermann Simonsen, in October 2010 they won in both the individual and the overall competition.

### Team 1:

Hans-Hermann Simonsen, Sascha Schneuer, Stefan Gil, Marco Harz

### Team 2:

Jan Schrupkowski, Dierk Scheick, Tim Molinski

## Vacancies

### We are looking for a Development Engineer

for the development of new safety valves. For further details visit [www.herose.com](http://www.herose.com)

## Fairs calendar

### GasShow 2011

Warsaw, Poland  
11 to 12 March 2011

### GAS TURKEY

Istanbul, Turkey  
17 to 20 March 2011

### International Technical Fair

Serbia, Belgrade  
09 to 13 May 2011

## Congratulations to...

### ... on 10 years of service

**Mrs. Astrid Sievers** on 1 April 2011

**Mr. Willi Kufeld** on 12 June 2011

**Mr. Viktor Schaermann**

on 28 June 2011

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The next issue  
will be published in June 2011

## Farewell on their 40th anniversary

With a great celebration with beer and suckling pig in the HEROSE canteen, Wilfried Zschalich said farewell to employees and partners of the company. The senior manager had chosen this date because it coincided with his 40th anniversary with HEROSE. In a speech, Dirk Zschalich gave a review of his father's career – and as a farewell present Wilfried Zschalich received a photographic collage from the departments of the company.



The works council presents a photo collage with all HEROSE employees to Wilfried



In his last official speech Wilfried Zschalich expressed his thanks to the employees



Family portrait with a bunch of flowers: Wilfried Zschalich with son Dirk and daughter Ulrike

## Honorary award for Keith Stewart

At this years AIIGMA Seminar for industrial gases which was held in Kuala Lumpur (Malaysia), the HEROSE representative for the Commonwealth area, Keith Stewart, was honoured to be given a special award by the Association for attending 21 AIIGMA Annual Seminars Previously, in a well-received talk, Stewart had pointed out the great safety which HEROSE valves offer to people and the environment in case of rear end collisions of road tankers.



Keith Stewart (left) receives his award from AIIGMA President Karan Bhatia

## Win one of 5 original Swiss knives

The safety against breakage of the new HEROSE-handwheels has been increased by the factor ...

- A 2,9
- B 2,6
- C 3,8

Mail or fax your solution to us by 30 April 2011  
[win@valves-community.com](mailto:win@valves-community.com), Fax: +49 0 4531 509 120  
[www.valves-community.com](http://www.valves-community.com)  
There is no legal right of appeal



### The lucky winners of the last prize game

Mr. Hans Leuenberger, Pangas AG, Switzerland  
Mr. Horst Grüness, visitor to the HEROSE medium size company exhibition  
Mr. Peter Schröder, retired from HEROSE GMBH  
Mr. Uwe Nagel, L+T GASETECHNIK, Germany  
Mr. Ljubiša Rašković Kryooprema d.o.o., Serbia