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Information for customers and partners

Title

Clean performance: BMT is manufacturing sterilizers

Birthday

Wilfried Zschalich has reached 70 years of age. Voices by companions

Change in management

Joachim Ehmke passes on the sales management to Volker Maass

International

Reports from Israel and the USA

Editorial



Dear readers,

a reason to be happy about: In the first months of the year 2010, the economic situation has improved to such an extent for us that we could discontinue the reduced working hours even in the spring. Let us hope together that these favorable tendency will persist. An important driving force of this development was our export. And thus, it is not by chance that we are presenting in our customer portrait the MMM company which has used HEROSE safety valves for the production of sterilizers for many years in its plant in Brno, Czech Republic. Please, enjoy reading our magazine and we are looking forward to serving you in the future!

Wilfried W. Zschalich, Dirk M. Zschalich,
Managing partners



Clean performance

Sterile instruments are a must before each operation. The MMM company is one of the worldwide leading manufacturers of sterilizers. A press coverage from the plant in Brno

Infections represent by far the greatest threat to our health. The healthy body can easily avert minor infectious diseases. However, if the person is weakened or pathogenic agents are present in greater concentration, each infection is an extreme burden for the person and the organism. In order to prevent this threat, the Münchener Medizin Mechanik GmbH, or in a short form, MMM is engaged in the development and implementation of treatment systems which help people to become and remain healthy by the creation of sterile environments. For many years, HEROSE has been supplying safety valves to this enterprise, which counts among the leading suppliers in this field worldwide with its 900 coworkers.

Apart from research and pharmaceutical laboratories, hospitals are the most important group of purchasers of MMM products. Doctors must be able to rely on the absolute cleanliness of their instruments before using them for their operations. This is guaranteed by steam sterilizers in which scalpels, forceps

and scissors are purified after each use. These sterilizers are highly complex apparatuses which are produced in various sizes by MMM. Within MMM, there are two production locations with the plant Stadlern/Oberpfalz (Germany) and BMT in Brno (Czech Republic). In the assembly plant Stadlern, MMM mainly produces sterilizers for Germany and



The sterilizer Sterivap A 1 by BMT



Workers are assembling a pressure container

Western Europe. On the other hand, BMT is strongly export-oriented.

Site visit in Brno: 400,000 residents, second largest city of the Czech Republic. The BMT company was founded in 1921 and after the 2. World War, it delivered sterilizers for Eastern European countries. For around four decades, BMT was the most important manufacturer of these products in the whole Comecon area, which was the Eastern counterpart of EEG at that time.

A steam sterilizer consists of four assembly groups

BMT has belonged to the MMM Group since 1992. Petr Vanek, Purchasing Manager of BMT Medical Technology s.r.o., which is the official name of the company, says self-assuredly: "Our instruments have always had a good reputation." And this reputation has been sustained even till today: So just as before, Russia belongs to the largest customers of the Czech company, which had also produced X-ray equipment for dentists until 1994. However, the most intensively growing markets are located overseas: in Canada and the USA. Around 360 co-workers are active for BMT, the factory is located in the heart of the city.

Individual parts are only manufactured upon individual customer orders.

A tour through production. A steam sterilizer consists of four main assembly groups the steam generator, the pressure vessel - the actual sterilization chamber - the control and the so-called piping. In addition a safety valve is always installed in this area, which discharges the extremely high steam pressure in the case of emergencies. The HEROSE safety valves 06380 and 06395 are applied here. Sales Manager Volker Maass: "MMM belongs to our most important customers in this areas." Thomas Beuthhauser, Manager of Materials Management of the MMM Group knows how to appreciate the quality of HEROSE products as well as the dependability of delivery and the service. Last but not least: "Even the innovation capability of HEROSE is convincing for us. We are discussing new valves of stainless steel at the moment."

Technical challenges are continuously increasing

The production time - or through-put time as the experts are saying - takes around six weeks for a sterilizer in Brno. Chief Executive Officer Weinhold: "The

production of the pressure tank alone, which is a complex welding operation, is highly demanding." One should not forget the numerous test runs and final tests. Weinhold: "Even the sterilizers produced by us in Brno are subject to the highly stringent German Medical Product Act. The TÜV Bayern looks also appropriately closely at the processes, with which body we are in a close collaboration." The technical requirements regarding sterilizers are continuously increasing. Weinhold: "As a consequence of new techniques such as microinvasive operations, the openings and tubes in the instruments are becoming ever smaller and accordingly, their sterilization is increasingly difficult."

In Brno, sterilizers with volumetric capacities between 15 and 1500 liters are produced, costing between 8000 and 100,000 EUR. The partner company MMM even produces equipment up to 5000 liters in its Bavarian plant facility in Stadlern. Norbert Weinhold: "However, we manufacture not only sterilizers but also provide complete solutions around sterilization and disinfecting equipment for hospitals, scientific institutes, laboratories and the pharmaceutical industry.



Plant manager Weinhold (r.) in front of old sterilizers



The BMT plant in Brno



A welder with a pressure vessel



Left the copper-colored HEROSE valve



Plant manager Weinhold in the manufacturing department

Steam sterilization

Heating in a wet state

Steam sterilization - or also known as heating in autoclaves - is the standard procedure in most laboratories and hospitals, however, it is also used during preservation of food in cans and glass packaging. In that process, the material to be sterilized or the filled-in material is heated up in water vapor. In general, the pressure is between 2 and 3 bars and the

temperature is accordingly between 120° and 134°C.

During this process, the air in the inside of the autoclave is completely replaced by water vapor. The duration of the sterilization process depends on various technical design parameters of the autoclave, such as size, heating power or vacuum pumps.

HEROSE valves for steam applications

In the case of steam applications such as sterilizers, bioreactors, canteen, distillation equipment, both HEROSE safety valves and check valves and strainers are utilized. The number of safety valves depends always on the design of the sterilizer. If the steam circuits of the steam generator and the pressure vessel are separated, two safety valves are used. In that process, the following three safety valve types are preferably utilized:

- Type 06217
- Type 06380
- Type 06395

For the check and filtering function, two HEROSE valve series can be applied. In that process, the check valve series 0541X and the filter series 0841X are involved. These are available both of red brass and stainless steel 1.4308/CF8 with different connection variants (welding, soldering or threaded connections). In addition to the valves for steam application, HEROSE provides check valves (Series 0571X) and strainers (Series 0871X) for offshore and hydrogen applications in the material 1.4409/CF3M.



HEROSE check valve 05406, strainers 08417 and safety valves 06217, 06380, 06395

Wilfried W. Zschalich: a man with far-reaching vision

The entrepreneur became 70 years old on June 3rd - Looking back to a success story

When Wilfried W. Zschalich started its activity on January 1st, 1971 at the age of 30 years in the Stresemannstrasse in Hamburg as a Controller at HEROSE, no one could anticipate - not even himself - the vigorous, exciting and successful development of the company in the future: from a ship valve manufacturer threatened by business failure in the middle of the 70s, up to a worldwide leading enterprise in the valve branch today.

At June 3rd 2010, Wilfried W. Zschalich became 70 years old.

Born in 1940 in Hastenbeck (District Hameln-Pyrmont), Wilfried Zschalich studied business administration after his high school diploma. As a fresh graduate with a business degree, he worked between 1964 and 1970 at an auditing company in the Hanseatic city, he finally switched for the Stresemannstrasse. At that time, HEROSE was a mere sales company distributing products of T. H. Rose KG and HERO Armaturenwerk GmbH, Bad Oldesloe. Essentially, the production centered on ship's fittings of bronze as well as safety, globe and gate valves for

machine construction and building technology.

When the sole shareholder Wilhelm Klauke died in September, 1973, Wilfried Zschalich took over the management and the execution of the will. From that point on, difficult ownership conditions would not allow long postponement of important future decisions. In the middle of the 70s, there were quite a few in the branch who did not give many chances to the small company association around HEROSE. However, through smart maneuvering, the company got along. At the end of 1987, the



HEROSE reception at the beginning of the 70s with Director W. Klauke (4. f. r.) and Wilfried W. Zschalich (r.)



The celebration in the circle of co-workers at his fifty-sixth birthday

Rudolf Wiesel, 71

working for HEROSE as technical consultant and designer from 1964 to 2005, last as technical manager: "As a start, I admired the courage Mr. Zschalich exhibited by taking over HEROSE. This is because at that time, the business situation was not rosy at all... Even his realization to convert the product range and how consequently he applied this in practice deserve admiration. There is no question about it: HEROSE owes primarily to Mr. Zschalich that the company is at today's successful position." Rudolf Wiesel lives as before in Buxtehude.

Ilse Fischer, 86

from 1956 to 1989 at HEROSE, first as kitchen personnel and then as telephone operator: "I got to know Mr. Zschalich as a very friendly person. No matter what position you had at the company - he treated everybody the same. I had a good relationship with his family, as well. I can still remember when we switched everything to computers. At that time, Mr. Zschalich sometimes brought his daughter. That must have been always on Saturdays. And while he was in the office, I took care of the little lass in the telephone exchange. I also find it nice that he also invited me as a pensioner to many events and always introduced me with the following words: "Incidentally, this is my oldest co-worker". Today, Ilse Fischer is living in the vicinity of her family in Zossen (Brandenburg).

Hermann Hundt, 85

former manager of the HERO works in Bad Oldesloe: "I got to know Mr. Zschalich as a generous person and always got along with him fine. As he became the business manager of HEROSE, I never had the doubt that this was the right decision. This proved itself the correct step from 1996, when he purchased the company. From then on, he was the only person to decide - and HEROSE had corresponding success". Today, Hermann Hundt lives in Tremsbüttel.

production site in the Stresemannstrasse was given up and transferred to Bad Oldesloe to HERO, the management followed in 1992 and rented a site in the Mohr Shopping Center in Bad Oldesloe.

The big change came in 1996 when at the beginning of the year, the Zschalich family took over the majority of the company. Wilfried Zschalich had recognized long time ago that the future for HEROSE lay in cryogenic engineering. Even at the end of 1996, the sites occupied so far were abandoned and the new building in the Elly-Heuss-Knapp-Strasse was occupied. This had not only organizational

reasons: The old HERO factory in the Ratzeburger Strasse was "oozing with oil", so only in the new halls could customers be convinced that the company was also capable of manufacturing cryogenic valves free of oil and grease.

From then on, the situation improved rapidly. The company concentrated increasingly on the export. By the establishment of HEROSE Limited 1998, the enterprise became all of a sudden present in wide parts of the world. Today, in mid-2010, the export share of HEROSE is around 70 percent, the company performs exports to more than 80 countries of the world

HEROSE has even endured well the severe economic crisis in the past year. The reduced working hours have been discontinued, none of the 170 co-workers had to be dismissed and the turnover growth lies again in the two-digit range.

At the end of the year, Wilfried Zschalich will retire from the operative business of HEROSE. His son, Dirk, who joins HEROSE since 2003, will carry on the management. However, he will continue his collaboration on strategic planning. And indeed, this would be rather an incorrigible mistake to forgo the advice of a person who has used his vision to make a local player to a global player in the cryogenic valve business.



With his daughter Ulrike



At the ACHEMA 2009: Wilfried and Dirk Zschalich



A view from the manager's office

Bruno Loberg, 85

worked from 1939 to 1988 for HEROSE, former manager of the export department: "I have fond memories of Mr. Zschalich as the manager. Even when something was wrong, he never raised his voice. However, what really impressed me about him was his professional knowledge along with the capability to recognize, analyze and solve problems. Although even in the late 80s, our export share was still under 10 percent, but as a member of the business management, I had daily contact with him". Bruno Loberg has been living in Hamburg-Stellingen for 40 years.

Ulrich Geisen, 62

Managing partner of Miessner OHG in Düsseldorf, regional representation of HEROSE in NRW, activity for HEROSE since 1975: "Wilfried Zschalich is a character whom I admire. I know many leading persons from the DAX enterprises as well, but he does not have to hide behind those. Especially in the beginning years, Mr. Zschalich had to fight for the survival of the company - and he managed to do it brilliantly. Wilfried Zschalich recognized as one of the very first persons that the future lay in the production of cryogenic valves. Hats off to such vision."

Toni Jacques, 69

from 1975 to 2001, representative of HEROSE in The Netherlands and himself developer of cryogenic valves: "Wilfried Zschalich was always convinced of what he was doing. He has courage, he is a good organizer - and he has visions. As opposed to the others, he could very well imagine early enough that the future lay in the cryogenic field. And about that point, he was absolutely right. Mr. Zschalich was one of my very few business partners who became my friends." Toni Jacques sold his company Noton in 2001.

Six companions are remembering

Change in the sales management

Volker Maass took over from Joachim Ehmke on April 1st

The development of distribution in South America, Eastern Europe and in the abutting nations of the Mediterranean including Northern Africa as well as the implementation of the lean management project in distribution with the aim of improving customer service: These are the two major goals of Volker Maass, 42, the new sales manager of HEROSE. Maass took over the position on April 1st from Joachim Ehmke who became 65 years old in the spring. Ehmke was active for 20 years as sales manager for HEROSE and he will still be available to the company up to the spring of 2011 as a mentor of his successor. Joachim Ehmke was the first new hire by Wilfried Zschalich in the year 1972 (see also Pages 4 and 5). "At that time, I started as shipping and warehouse manager", remembers Ehmke, an experienced wholesaler and foreign trader. In 1981, he switched to sales and in 1991, he was promoted to sales manager.

Joachim Ehmke gave a significant contribution to the internationalization of HEROSE especially in Western and



Joachim Ehmke (left) and Volker Maass

Eastern Europe. Today, the export share is at 70 percent and it delivers a significant contribution to the flourishing of the company. As a highlight of his career at HEROSE, Ehmke sees the signing of the first contract with Air Liquide in 2002. "Today, we are worldwide partners of this enterprise." His motto was never to give up. "For example, it took us six years until we were in business with one of the largest

compressor manufacturers of the world, Atlas Copco. That needed countless attempts but it is known that constant dripping wears away the stone."

Joachim Ehmke is a salesperson to the core: "The contact with customers and the negotiations have always brought me fun. And thus, he is happy that despite of his retirement age, he has been given one year additional time at HEROSE."

One of us:

Christine Schultz: between PC and easel



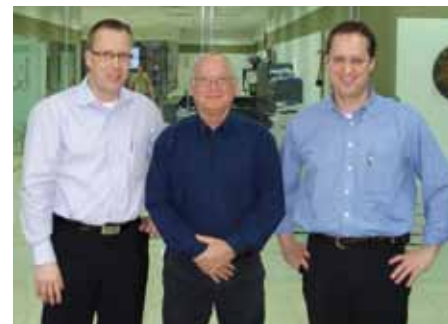
Christine Schultz in her studio

In her work, success depends on tenths of a millimeter: As a technical draftsperson, Christine Schultz implements in detail at the PC whatever novelties or modifications have occurred to the development department. Her drawings serve as master copies for serial production but the TÜV needs them for the necessary approvals, as well. As Christine Schultz started at

HEROSE in 1977, she still had to stand at the drawing board. From 1998 on, the PC became her workplace. "The switch to CAD was the greatest challenge in my professional career." But she likes to work with 3D-modeller: "The three-dimensional views are great and no comparison to the previous methods." Just as her seven colleagues in the design department, led by Matthias Reinhardt, Christine Schultz continually and regularly improves her skills in this area. But she still has a second assignment at HEROSE: "For each new product, I have to create the so-called material master needed by the purchasing department for their activities," says Christine Schultz who likes to paint with oil in her spare time. However, she had little time lately for that activity: "My husband and I have just moved and first we have to shape up a 1500 square meter large garden."

Visit in Israel

Sales Manager Volker Maass and Area Sales Manager Ralf Dankert-Paulsen visited Israel for a week to foster old contacts and create new ones. In order to intensify the cooperation with the long-term partner company T. Berke from Tel Aviv, the latter will officially take over as a HEROSE representative as of the July 1st and in addition, it will provide the service of an authorized workshop for safety valves.



Ralf Dankert-Paulsen, Meir Berke, Volker Maass (from left)

Joint appearance in the USA

Together with its American representative RATERMANN MANUFACTURING, HEROSE participated in this year's Compressed Gas Association (CGA) Meeting from April 25th to 30th in Miami at the 97. Annual Meeting, topics related to safe handling of industrial gases were discussed among others with more than 230 participants in the branch. HEROSE was represented at the event by Wilfried Zschalich and Keith Stewart. They were accompanied by Brent Lockhard (Vice President) and Shari Spain (HEROSE Customer Consultant) from RATERMANN.



Keith Stewart, Wilfried Zschalich, Shari Spain and Brent Lockhard (from left)

HEROSE and RATERMANN have been active members of the CGA since 2001. Since November 2005, RATERMANN has been serving HEROSE customers in North America and for the purpose of nationwide customer service, it maintains a central delivery warehouse with HEROSE valves in Nashville, Tennessee. For more than 14 years, RATERMANN has been a leading service company and component manufacturer for the industrial and medical gas industry in the USA.

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Portugal

Spirax Sarco has been representing HEROSE in the field of industrial safety valves since 2008. The technical manager Fernando Moute serves with his team from the headquarters in Carnaxide/Lisbon Central and South Portugal. The North is served by the team and sales manager Abilio Barbosa from Porto. Fernando Mouta: "Due to our extensive store inventory of safety valves in Carnaxide, we often have a competitive advantage!"

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Cristina, Purchasing Dept, **Alves**, Internal Sales, **Dourado**, Technical Assistance, **Silvino**, Technical Assistance, **Fernando**, Technical Manager, **Nuno**, External Sales, **Sérgio**, Regional Sales, **Ramiro**, External Sales (from left)



Rogério, Sales Regional Manager, **Alberto**, Internal Sales, **Matos**, External Sales, **Martins**, Technical Assistance, **Sousa**, External sales, **Abílio**, Sales National Manager, **José Bernardo**, Marketing and Paper Industry (from left)



News

■ **New outlet in New Zealand:**
From 1. May 2010, HEROSE in New Zealand will be represented by the company CPS LTD from Auckland.



Chris Woudenberg,
CPS Ltd.

■ **The first test stand in the world** for functional testing under deep temperature conditions according to DIN EN 13648-1 was commissioned at HEROSE. A detailed report will follow in the Issue 3/2010.

Fair calendar

Forum Industrial Valves
Essen, Germany
09.06.2010

MIOGE
Moscow, Russia
22.06 to 25.06.2010

Technical Fair
Plovdiv, Bulgaria
27.09.10 to 03.10.10

Pumps + Valves
Antwerpen, Belgium
13.10.10 to 15.10.10

Cryogen-EXPO
Moscow, Russia
09.11.10 to 11.11.10

Congratulations ...

on 25 years of service

Thorsten Cordes
Manager Quality
Management
on 01.08.2010



Christian Timm
CNC shift foreman
on 01.08.2010



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Product presentation at Linde

At the beginning of March, HEROSE presented at Linde Gas in Pullach its complete product program for low temperature applications. The customer's ten engineers took part in

the event. Jürgen Grimm from the VTE Department at Linde thanked HEROSE: "The presentation was overall successful and informative, our expectations have been more than fulfilled."



The photograph shows starting from the left: Jürgen Grimm, Volker Maass, Dieter Wahl, Tobias Stepper, Joachim Krüll

The shooters fought their way through...

Positively surprised by their performance at the company shooting session of the shooter's guild Bad Oldesloe was the newly founded sport's shooter's group of HEROSE.

After only three evenings of practice, the four shooters won the 10. place

among 25 participating teams: "Thus we are very pleased!"

Motivated by this success, an even better performance will be exhibited at the future autumn event: Team Leader Hans-Hermann Simonsen: "We had fun representing our company."



Left photographs: Georg Rost, Sascha Schneuer, Marco Harz and Hans-Hermann Simonsen (f. l.)
Right: Hans-Hermann Simonsen

You can win a traditional* Hamburg "Speicherstadt Geheimtipp"

Wilfried W. Zschalich took over the HEROSE company in

- A 1985**
- B 1996**
- C 2004**

Send your solution to us by fax or by mail:
win@valves-community.com, Fax: +49 0 4531 509 120
www.valves-community.com
Deadline for answers is October 5th 2010. No right of appeal.



The lucky winners of our five Ferraris are:
Bernd Stratmann, Air Products, Germany
Juan Ignacio Lozano Rogado, Air Liquide, Spain
Peter Rusnak, Messer Technogas, Czech Republic
Robert Müller, System-Technik GmbH, Germany
Béla Berencsi, Vasipari és Tart lygy rtó Kft, Hungary

* 2 bottles of red wine and
toffee sweets