



# valvescommunity<sup>®</sup>

Informationen für Kunden und Partner

## Titel

World premier at the ACHEMA

## Seven at Once

The HEROSE fair highlights  
at a glance

## Interview

“Anyone can do things simply –  
we need to be better.”

## Technology

Cold chamber tested for the  
Russian high speed train



## Editorial



Dear readers,

over the past weeks we have only been concerned with one topic – the ACHEMA in Frankfurt, the world's most important fair for the valves industry. For HEROSE, this fair also offers an excellent platform on which to present ourselves as the world's market leader. Please consider this issue of vc as a personal invitation to visit the completely redesigned HEROSE stand in Hall 8. We look forward to meeting you there and talking to you in person. As usual, we will also be serving portions of Holstein smoked ham on our stand at the ACHEMA. Please visit us.

Dirk M. Zschalich, Wilfried W. Zschalich  
Managing partners

## A world premier at the ACHEMA

In the coming weeks, HEROSE will be presenting a world premier and many other innovations at the ACHEMA in Frankfurt

With this, the Bad Oldesloe company demonstrates its leadership in the European valves sector, and once again proves its outstanding innovative capability. The priority which HEROSE places on the further development of existing products and the development of new products is shown by the fact that headed by Matthias Reinhardt, the HEROSE Research & Development department consists of five employees. “In order to remain fit for the future, we need to continually monitor the market, to fulfil our customers' requirements

and open up new fields of activity”, says managing partner Wilfried Zschalich (See the interview on page 4/5).

The new products demonstrate two things: on the one hand the trend to stainless steel - and on the other hand the development of higher quality and more specialised products. “Because”, as Wilfried Zschalich says, “our competitors from foreign countries are now also in a position to provide simple solutions.” The ACHEMA will be held from 11 to 15 May in Frankfurt, and is the world's most important fair for the valve industry.



HEROSE exhibition stand at the ACHEMA

# The HEROSE innovations at a glance

## Type 01541 Low Temperature Shut-off Valve

World premiere in the field of low temperature shut-off valves: The Type 01541 is a further development of its predecessor the 01341, and was only completed shortly before the fair. Its most fascinating feature is that the spindle, the plate and their connection form a single component. The valve is therefore more durable and guarantees a longer service life than its predecessor – for the same price. The newly developed Flex shaft, which connects the spindle and the plate is laser-welded and therefore cannot “get lost”.

This shut-off valve, traditionally HEROSE'S best selling product, also promises to be a best seller for another reason: For the first time it is completely made from stainless steel, and is therefore suitable for further fields of application, for example in the chemical industry.

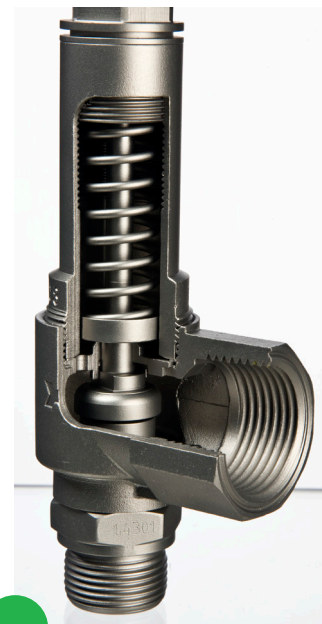


## Type 01641 LNG Shut-off Valve

For several years, HEROSE has supplied a wide range of shut-off valves for applications in the field of LNG (Liquid Natural Gas) made from red brass and stainless steel, which comply with the requirements of DIN EN 12567. The Type 01641 stainless steel shut-off valve has been developed to supplement this range, to guarantee fire protection in compliance with DIN EN ISO 10497, and therefore has “Fire Safe” approval.

## Type 06383 Low Temperature Safety Valve

As a result of popular demand HEROSE has further developed its Type 06388 valves into a full stainless steel valve. In the development of the new type 06383, the pressure range has been extended from 40 bar to 50 bar in order to make it suitable for a larger range of applications.

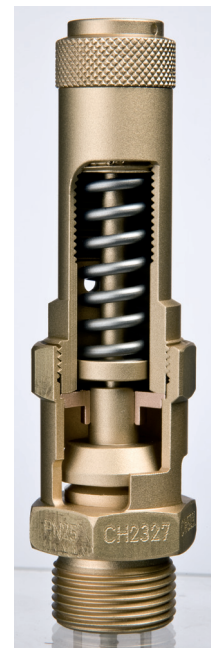






### Type 0934 Low Temperature Gate Valve

Customers from the Linde Group are greatly impressed by the new Type 0934 low temperature gate valve, which was featured in detail in the 1/2009 issue of vc. The higher flow rate of the gate valve makes it especially attractive to operators of low temperature trailers and tanks. .



### Type 06219 Safety Valve

This valve, which is based on the Type 06217, was developed in cooperation with the world's leading manufacturer of brake systems, Knorr-Bremse, Munich, and is used in the construction of the Russian Velaro RUS high speed train. This specially developed brake system valve guarantees safe functioning at temperatures down to minus 55 degrees. HEROSE also sees a market for these valves with rail operators in Scandinavia, the Baltic region and Canada, where climate conditions are similar to those in Russia.

## Type 06506 Safety Valve

The Type 06505 safety valve for materials in liquid, granular or dust form (L/G/D) is now also available as a stainless steel version (Type 06506). The valve can now be used in the food industry, in which valves for wet goods and silo vehicles must be made from stainless steel.



## Protective Cover for Free Release Safety Valves

HEROSE now provides a removable protective cover for Type 06217, 06219 and 06227 safety valves. The protective cover not only provides reliable personal protection, but also prevents any contamination of the valve.



## „Anyone can do

Once again, the 11 May will see the start of the ACHEMA in Frankfurt, the „29th International Exhibition Congress for Chemical technology, Environmental Protection and Biotechnology” as the fair is officially named. HEROSE will also be participating in this fair in 2009, and at present the final preparations are in progress. On the occasion of the ACHEMA, vc spoke to Wilfried and Dirk Zschalich, the managing partners of HEROSE.

**vc:** Why is the ACHEMA so important for HEROSE?

**Dirk Zschalich:** The ACHEMA is important to us for two reasons: On the one hand it is Europe’s most important fair in the field of industrial valves, and most of our customers are present there. For this reason alone, as the market leader we must be represented in Frankfurt. However, the ACHEMA is also a chemicals fair – and this is a market where we see opportunities for future growth. Last not least, the CHEMA provides our staff with an opportunity to obtain up to date information about developments by our





HEROSE-head office in Bad Oldesloe

## HEROSE Services

HEROSE provides safety around the world for the handling of technical gases, vapours and liquids. With more than 135 years experience in the development, manufacture and sale of valves, with a high level of innovation and modern production with certified quality management, our company is one of the world's leading manufacturers and suppliers of

- Fittings and valves for cryogenic technology
- Safety valves for general industrial applications
- Special fittings for oil-cooled transformers
- Industrial fittings based on DIN-EN standards

HEROSE employs 188 people and delivers to over 80 countries.

# things simply - we need to be better.“

suppliers, customers and competitors.

**What will the HEROSE stand be showing this year?**

**Wilfried Zschalich:** In 2009 our stand will be bigger than ever. compared with 2006 it has increased from 36 to 66 square metres. This is a direct result of our experiences last time. It was often very cramped, and this year we need even more room to present our new products. (See the special report in this magazine. ed.)

**What is the highlight?**

**Dirk Zschalich:** That is sure to be the fully piped tank model on the stand, with which we can demonstrate the functions of our products to potential customers. By the way, after the fair this tank will be used as a training and demonstration model in Bad Oldesloe.

**How many HEROSE staff will be at the fair?**

**Dirk Zschalich:** The stand will be contin-

ually manned in rotation by six employees from Sales, Technology and Purchasing. As well as this, there will be almost all of our foreign representatives. To find out exactly who will be on our stand in Hall 8 at any particular time, you only need to call our Bad Oldesloe headquarters. What is also new is the fact that all of our trainees will have an opportunity to get an impression of our customers and competitors in Frankfurt.

**We will be presenting seven new products at the fair – more than ever before. Is this just a coincidence?**

**Wilfried Zschalich:** Not at all. In the past three years since the last ACHEMA, we have greatly expanded our research and development - both with regard to personnel as well as equipment. This is a necessity for us: we want to maintain our global position as a technology leader, while at the same time the pressure of competition is becoming increasingly apparent. More than ever before, in a high price country such as Germany we can only be successful in the global market if our products are thoroughly innovative.

Anyone can supply simple solutions - very often much cheaper.

**What effect is the global economic crisis having on HEROSE?**

**Dirk Zschalich:** After a phase of very large growth over the past months, we are now experiencing a reduction in orders. However, there is no reason for panic. This also includes our employees. There will be no change to our investment plans for 2009.



HEROSE Managers Wilfried (left) and Dirk Zschalich (3rd from left) with Design Manager M. Reinhardt (2nd from left) and engineers H. Lüdke and G. Dabelstein



# Cold chamber tested: HEROSE safety valves for the Russian high speed train



In regular service as of December: the Velaro RUS



The Knorr-Bremse cold chamber

As of December, the Velaro RUS high speed train now connects St. Petersburg with the Urals. This train, which is built by Siemens, uses HEROSE valves. Two of the eight trains ordered have already been delivered and are now undergoing a rigorous testing programme in Russia.

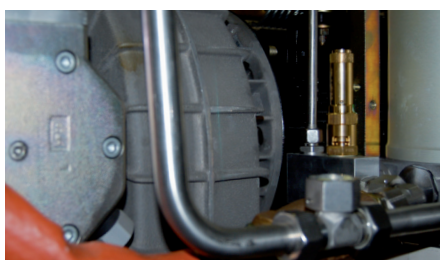
Each train of the Velaro series consists of ten coaches. The braking systems of these trains are each supplied with air via two compressors. These air supply systems each include two HEROSE safety valves. Volker Maass, HEROSE Deputy Sales Manager: "The braking systems of the Velaro are built for Siemens by Knorr-Bremse in Munich. At the end of 2007, this customer enquired whether we could develop and supply the necessary valves."

HEROSE was able to do this. Volker Maass: "On the basis of the 06217 valve, which has been used for many years by the Deutsche Bahn, we developed the Type 06219 for the Velaro. The essential difference between these valves is that the further development can withstand temperatures down to minus 55 degrees – an essential requirement for use in Russia. What exactly were the requirements? "In order to ensure the

sealing and precise trigger pressure even under extreme climatic conditions, we had to redesign the plates of the safety valve and to adapt the sealing material,"



With an air supply system of the Velaro, from right to left: Product Manager Karl Hering and test engineers Alexander Regling and Konstantin Wachs



Type 06219 Safety Valve

say Volker Maass. In order to test these requirements, HEROSE set up a climatic chamber in Bad Oldesloe.

The new valve passed all tests, both in the cold chamber in Bad Oldesloe and in a comparable (but much larger) facility in Munich. Karl Hering, Air Supply Product Manager for Knorr-Bremse: "In this chamber we tested the functioning of the entire compressor assembly." Knorr-Bremse developed an oil-free compressor for the Russian market, which in contrast to oil lubricated compressors can be cold-started.

The Knorr-Bremse Group, with headquarters in Munich, is the world's leading manufacturer of brakes for rail and commercial vehicles. As a technological pacemaker, for more than 100 years the company has made decisive contributions to the development, production and sales of modern braking systems. Other products include door systems and air conditioning systems for rail vehicles. In 2008 the group had a turnover of 3.38 billion Euro and employed about 15,000 people throughout the world. Knorr-Bremse is an international group with more than 60 sites in 25 countries. Braking systems manufactured by the





company, which was founded in Berlin in 1905 by Georg Knorr, are used in high speed trains such as the German ICE as well as in many suburban trains, trams, tube trains and goods trains throughout the world.

HEROSE is confident that the development of this extreme cold-resistant 06219 valve will open up new markets. Volker Maass: "Railways in Scandinavian countries or in Canada also have similar climatic conditions to Russia."

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**HEROSE**



## Now Under One Roof in the P. R. of China

As of 1 April, HEROSE now has its own office in China. Whereas previously the offices of the WTSH (Wirtschaftsförderung und Technologietransfer Schleswig-Holstein GmbH) were used, Zhou Guoyong now meets his customers in exclusive HEROSE offices. Zhou Guoyong has worked for HEROSE for more than three years, and during this time he has built up a large and attractive group of customers. For HEROSE, the Chinese market was given a special impetus with the certification of safety valve types about a year ago (vc reported).

Zhou Guoyong: „The new office allows us to take even better care of our customers.“

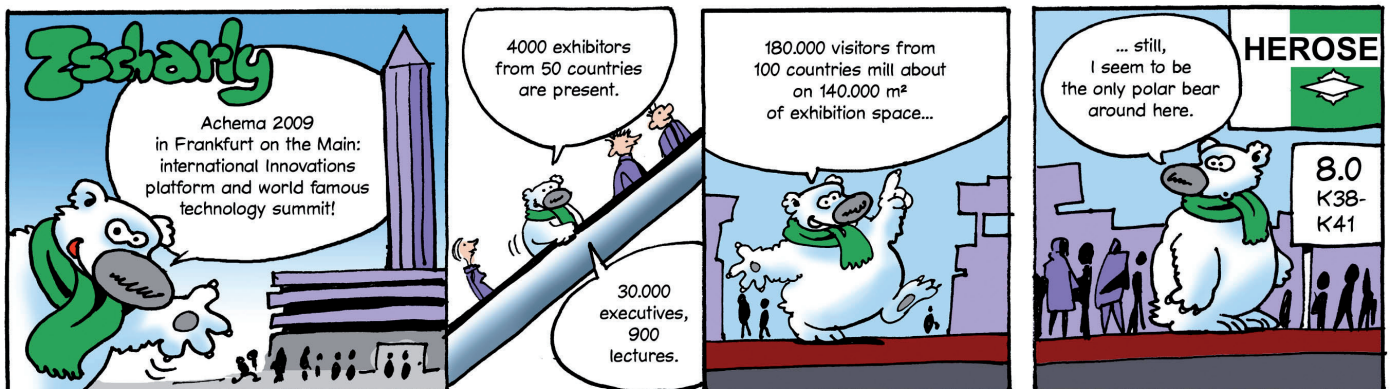
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Zhou Guoyong in the new  
HEROSE agency in Hangzhou



## News

● Just in time for the ACHEMA, the new HEROSE company profile has been published on DVD. The four minute documentation allows the selection of seven languages. Interested? The DVD can be ordered from HEROSE free of charge (Address: see page 7).

## Fair calendar

**SEPEM Industries Centre-Ouest**  
Angers, France, 09. to 11 June 2009

**ITM** in Posen, Poland  
15. to 18 June 2009

**MIOGE** in Moscow, Russia  
23. to 26 June 2009

## Congratulations to...

### Celebrating 10 years of service:

**Björn Bergmann** on 19.07.2009  
**Sabrina Kröger** on 01.08.2009  
**Sebastian Ohly** on 20.09.2009

### Celebrating 25 years of service:



from left to right:

**Hans Frost** on 29.08.2009  
**Gunnar Weber** on 01.08.2008  
**Hans-Hermann Simonsen** 01.08.2009

### Celebrating 40 years of service:



from left to right:

**Klaus Dretke** on 01.08.2009  
**Wolfgang Lenk** on 01.08.2009  
**Jürgen Voss** on 01.08.2009

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# HEROSE cryogenic ball valves

## MECA-INOX Sales Workshop in Bad Oldesloe



**Meca-inox**

HEROSE is extending its range of products for cryogenic technology with ball valves from MECA-INOX.

In the context of a sales workshop Thierry Prudhomme, Sales Manager for MECA-INOX presented the series to interested HEROSE employees and representatives in Bad Oldesloe. "With its modular flange design, the 15806 series has an enormous competitive advantage with regard to ease of assembly on site," said Thierry Prudhomme. "As well as this, the valve seat is specially designed for cryogenic applications." The 15806 series is available in the nominal sizes DN 15-80 with full throughflow, and in nominal sizes DN20-100 with reduced throughflow. "Especially for CO<sub>2</sub> tanks and ISO containers for offshore applications, i.e. where our customers require rapid opening and closing of the valve, these ball valves will be an optimum supplement to our range", states Joachim Ehmke, HEROSE Sales Manager. HEROSE will present the cryogenic ball valves for the first time at the ACHEMA in Frankfurt.

## One of us:

### Volker Maass

Respect: Now is the time that Volker Maaß leaves his car at home and comes to work on his bike. This would not be worth mentioning if the HEROSE Deputy Sales Manager lived just around the corner - but he lives in Mölln. That is 40 kilometres away, which means a total of 80 kilometres every day. „Without sport, something would be missing“, says the 41 year-old father of two, who used to play faustball in the 2nd division in Germany. Volker Maaß, who has been with HEROSE since 2006, studied mechanical engineering and then worked with a competitor in development and sales. For



three of these years Volker Maaß worked in Brazil - an ideal basis for expanding HEROSE sales in South America.

## 10 HEROSE shirts to be won

At the ACHEMA 09 HEROSE will be presenting

- A** 3 new products
- B** 7 new products
- C** 9 new products

**Send your solution to us by fax or by mail:**  
[win@valves-community.com](mailto:win@valves-community.com) Fax: +49-4531/509 120  
[www.valves-community.com](http://www.valves-community.com)

Deadline for answers is 15th September 2009.  
No right of appeal.



**We congratulate the winners:** Sandra Pommeranz, Feldbinder, Winsen/Luhe, Sebastian Ansahl, Haver & Boecker, Oelde, Willibald Ippisch, MMM, Munich, Stefan Ernst, Air Liquide, Austria, Edi Welti, DSM, Switzerland, Veronica Roberts, Ingersoll Rand, UK, Bernt Langefeldt, VIMAB, Sweden, Konstantin Ivanov, Gasequip, Russia, Kiang Han Lin, Air Products, Malaysia, Andrew May, Cryoquip, Australia