

The Bürkert Newsletter

bürkert
 FLUID CONTROL SYSTEMS

INSIGHT

InnovACTIVE Thinking

In today's global marketplace, innovation is a necessity. Innovative thinking and acting has however always been an essential element of the Bürkert philosophy. Without doubt, innovations and the associated changes always pose certain risks as they are unsafe, unusual, or because the path to the goal is unknown to begin with. Yet, as a famous film director once said: "If you're not failing every now and again, it's a sign you're not doing anything very innovative." Those who always stay on the safe side and don't take any chances will most certainly experience failure a lot less often. Their results however are also always ordinary, average, and predictable. In other words: Failure is an inevitable by-product of innovative actions.

The fact that taking risks pays off becomes apparent for us through a number of milestones, such as our new groundbreaking products: the ELEMENT process valve, transmitter and sensor series for hygienic applications, our expanded radar level program or the new 4.5mm flipper valve for analysis technology.

To be the innovative systems provider and competent consultant at your side, we also pursue stable partnerships with companies such as BBS Systems, an

organization, which, like us, focuses on lean processes. With an extended portfolio we can better serve together the pharmaceutical and biotechnology sectors.

But innovation not only relates to products. We walk the extra mile in other areas as well, e.g. with our unconventional image film, which was awarded a prize, or with the Bürkert Systemhaus, which has recently been chosen for two architecture awards.

In sum, we consciously make use of every experience and also explore unconventional new ideas for their potential. We feel that it is the only way we can, continuously and with measurable added value, keep meeting the needs and requirements of our customers.

Sincerely yours,
 Heribert Rohrbeck
 CEO, Bürkert Fluid Control Systems



*An open space for innovation:
 the Bürkert Systemhaus in Ingelfingen*



BBS-Systems AG – The New Partner on Bürkert's Side



Since the start of this year, Christian Bürkert GmbH & Co. KG and BBS-Systems AG have been acting as equal business partners on the market. So far the cooperation has been developing great, and the direct and open exchange including mutual visits has also done its share in bringing the two companies closer together and strengthening the partnership by combining procedures, know-how and experience.

The combined know-how as well as the extended customer portfolio allows Bürkert and BBS-Systems to offer the customer a more comprehensive and attuned range of one-stop customized products and system solutions, especially in the pharmaceutical and biotechnology sectors, thus providing added value to the customers' diverse needs.

Based on these premises, the strategic alliance between Bürkert and BBS-Systems was a logical move, making it possible to generate and in particular expedite synergies in the hygienic processing area. Two strong brands - two healthy companies, which perfectly complement each other in their segment with regard to knowledge, globality, product portfolio, research & development and production capacity, join forces to combine their energies.

The history of BBS-Systems AG

After years of close collaboration in various areas, in particular pharma components, the two companies Wyss Werkzeugbau in Illnau and Hematech in Höri, Switzerland, decided to take advantage of their mutual basis and know-how and make their products and developments into a brand name.

That is when the company BBS-Systems Bolli und Wyss was founded in 1993, whose sole object was the development, manufacturing and sales of components for bio and pharma plant engineering. Hematech supplied the technical basis whereas Wyss Werkzeugbau was in charge of producing the components.

The company BBS-Systems in its current form as a stock corporation was established in Bülach in 1995 with the integration of the three existing companies. Meanwhile the company employs a workforce of 35 people and since 2003 has been based in Wil in the canton of Zurich.

The BBS modular system

In the beginning, developing, producing and selling components for bio and pharma plant engineering had been the company's main focus. Nowadays, BBS also offers services and unique, custo-

mized products as modular systems to clients in the food and chemical industry and WFI production plants.

The BBS-Systems modular system is a pipe connection system, something like a LEGO for engineers, allowing customers to plan and set up their plants with a state-of-the-art and globally unique component technology presently available from one source.

The basic components of the BBS modular system are:

- Steril Orbital Welding Unions
- Sterile Orbital Quick Connects
- Steril Orbital Flanges
- Sterile Inline Sight Glasses
- Hand- and manhole covers
- Dead volume free inline sampling valves
- Sterile bottom drain valves
- 2/2 way diaphragm valves
- Multiport diaphragm valves
- Sterile sampling systems
- Sterile check valves
- Sterile heat exchangers
- Special component production

Among the end customers of BBS-Systems are the big and well-known pharmaceutical companies like Novartis, Hoffmann-LaRoche, Baxter, Böhringer, Merck, Janssen Pharma, Novo Nordisk,



Sandoz, Sanofi-Aventis, Lonza, Genentech, Astra Zeneca and Glaxo Smith Kline.

In order to remain successful in the future and be able to face the market's

continuous challenges, BBS-Systems chose the partnership with Bürkert. "The expertise and openness that we encountered at Bürkert has impressed us and allowed us to conclude that a joint future would be beneficial to both companies

since we perfectly complement each other", says BBS-founder and president Heinz Bolli.

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Intelligent, Integrated and Hygienic

ELEMENT: The New Modular Actuator Concept

Applications in the food and luxury food industry and in the pharmaceutical sector place strict demands on process safety and require equipment to have smooth, easy-to-clean surfaces. In the food and luxury food industry, stainless steel surfaces are required, which must be resistant to all conventional cleaning processes. In the pharmaceutical sector, polished surfaces are crucial. As the only supplier on the market, Bürkert offers the universal solution for both sectors: a combination of valve plus sensor. However, our products can, of course, also be combined with all components made by other manufacturers.

After 3 years of exhaustive R&D, focus groups, certification and on site endurance testing ELEMENT emerges as the

new standard in process measurement and control.

ELEMENT is a complete system approach to allow our customers to solve their process problems encompassing the total loop; valves, sensors and controllers. ELEMENT includes valves for on-off and modulating control and sensors for pH/ORP, conductivity and level all in one beautifully simple architecture.

ELEMENT valves and sensors are reliable in the control of inert fluids, steam, corrosive solvents and chemicals or abrasive fluids such as slurries in a wide variety of application environments. They combine the chemical characteristics of engineered polymers with the beauty and endurance of stainless steel, ELEMENT's



platform is rugged and clean. There's no paint, pockets or pneumatic lines and valves are delivered with super-bright visual feedback. Simple maintenance in a throwaway society means they are more environmentally friendly than other current solutions.

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RaySENS Types 8136, 8137 & 8138

Introducing The Expanded Radar Level Program from Bürkert

We are proud to present RaySENS – the new 8136, 8137 and 8138 continuous non-contact radar level transmitters as a supplement to the already existing ultrasonic, guided microwave & point level program. The addition of these new models will expand the range and media types that can be measured with non-contact radar technology. Areas where intrinsic safety is required will also open up to Bürkert's level program with the addition of ATEX and FM approvals.

With the Bürkert complete level program, our multitalented solutions are now able to measure open channel flow and tank levels for a broad range of solids and liquids covering 95% of all level applications with dielectric values as low as 1.7. This level addition will also allow tank measurement in areas with sanitary con-

ditions such as the food & beverage or pharmaceutical markets where temperatures can reach up to 150°C (302°F) and pressures as much as 40 bar (580 psi).

Intuitive software is available for the new radar transmitters, allowing easy configuration of custom tank configurations, easy selectable pre-programmed open channel flow configurations, and false echo suppression among many other features. The software can be downloaded free of charge at www.burkert.com.

Bürkert provides complete solutions with its range of hard-working on-off or modulating control valves for

challenging liquid applications and its decentralized control and communication AirLINE systems. The modular concept behind uncomplicated level loops saves you valuable time. At last – a one-stop shop for versatile communicative and complete control loops.

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Transmitter 8136



Transmitter 8137



Transmitter 8138



Bürkert announces the release of its new 8620 mxCONTROL multi-parameter controller. The 8620 saves time, space and headaches in cooling towers, reverse

mxCONTROL Type 8620

osmosis, or boiler systems by allowing parameterization of a wide number of control variants via an SD card slot, USB connection or via an Ethernet interface. Using customized software and a standard SD card, the number of control variations is unlimited so the phrase “one unit fits all” is no longer just a catchy line; it's actually the case with this controller.

With an eye on both process safety and ease of use, the unit fits into a concept which can be easily customized to meet your most exacting requirements. The mxCONTROL 8620 is the first modular control system designed for seamless

integration into countless chemical or skid control applications.

The Bürkert mxCONTROL 8620 has set a new benchmark in cost cutting control solutions. Proportional/Integral and cascaded temperature control with dual indication of process values (i.e. temperature and flow), make this device unparalleled in its field. The open system architecture of the unit's internal hardware and software design allows the system to be customized exactly to your application.

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Flipper Solenoid Valve Type 6650

Ultra Slim Design for Analysis Technology

With its 4.5mm width, the flipper isolation valve type 6650 is a significant step towards miniaturization while outperforming comparable 10mm and 16mm designs.

Bürkert's patented Flipper Technology is based on an elastomer element that moves between two opposite valve seats and opens respectively closes one of them. The common part can be used as inlet to distribute to one of the valve seats or as mixer vice versa.

The program consists of a 3/2-way and 2/2-way version with body material PEEK and seals made of FFKM. The 2/2-way 0.4mm valve will be available from now on and the 3/2-way 0.8mm version will follow in August 2008.

The flipper valve type 6650 is the perfect choice for clinical, life science, analytical and fluid handling equipment manufacturers with valve applications requiring fast response times, high reproducibility, no pumping and excellent flushing characteristics.



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New Segment Brochures from Bürkert

At Bürkert, our market segmentation is not done by industries, but by the physics behind each application. We published recently new segment brochures, each of them presenting the 7 main applications in each segment. To get your copy contact your local Bürkert partner or download the digital file from www.burkert.com





Making A Difference with Bürkert and Bosch

Whenever the beautiful Bosch truck drives up at the Bürkert headquarters on its daily route, Bürkert contributes an essential part to protecting the environment.

Since 2004 Bürkert has been supplying Bosch-Dieselsysteme in Hallein/Salzburg with over 1,000 valves for the project DENOX I on a daily basis. This system is a component for heavy-duty trucks to reduce pollutants in diesel engine emissions. It is based on a technology that involves adding what is called AdBlue to the exhaust-gas catalytic converter. AdBlue is a solution of high-purity urea in demineralised water which

reacts with the oxides of nitrogen in the engine exhaust, reducing them to pure water and nitrogen. This way, instead of harmful nitric oxides, only more water and nitrogen are released to the environment, thus drastically decreasing nitric oxide emission into the atmosphere. Vehicles equipped with this technology already meet strict EU emission standards. A positive side effect of this system: the system simultaneously reduces fuel consumption.

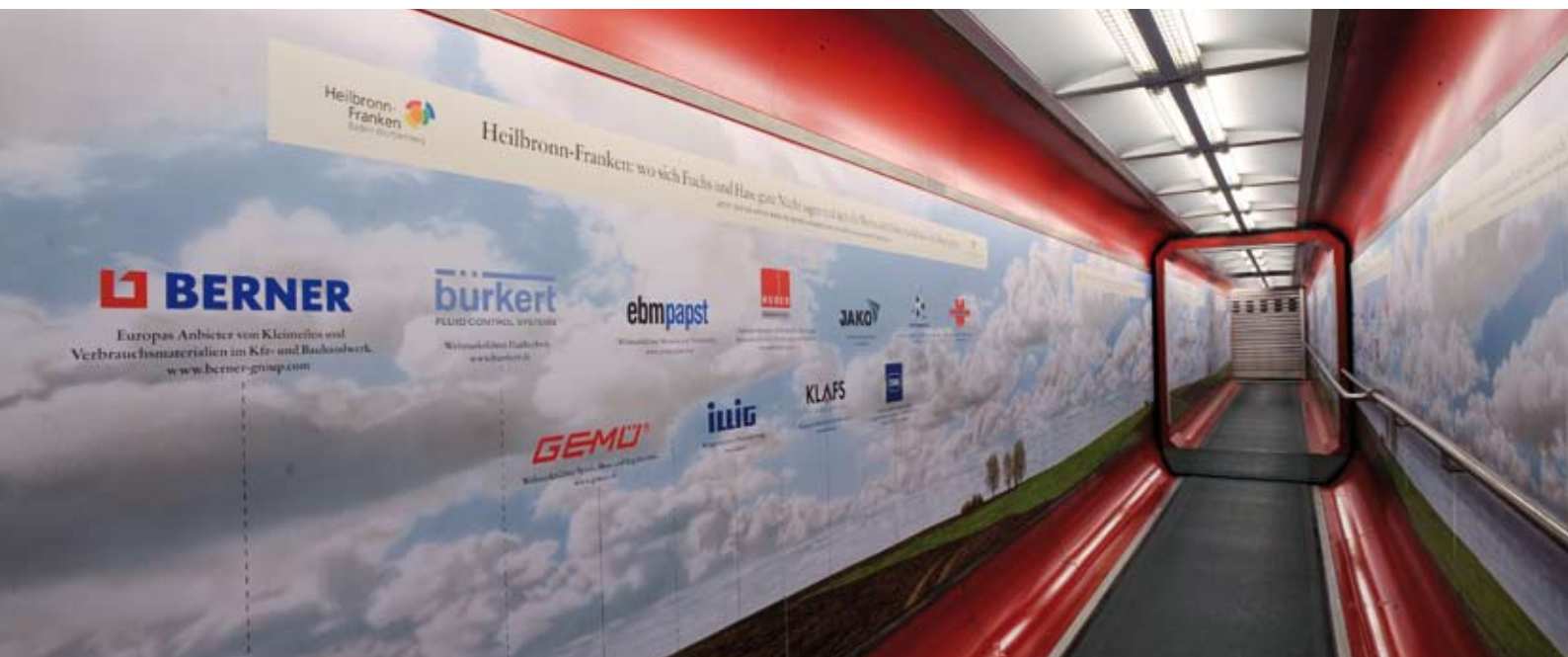
Bürkert now provides the pressure control valve as well as the system vent valve for this system. Both components are the result of several years of cus-

tomized development and testing phases. The key criterion was to find the optimal solution from as many standard components as possible, thus ensuring flawless function and a long life cycle.

Over the course of this project Bürkert has not only demonstrated its high product standard; it has at the same time managed to optimize each production and verification process insofar as to consistently ensure a complete daily delivery.

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World Market Leaders advertise the region

Innovative marketing campaign at Berlin and Stuttgart airports

Gate 11 at Tegel Airport in Berlin is no ordinary boarding bridge – it is the place where the Heilbronn-Franken region as “home of world market leaders” presents itself in cooperation with Bürkert Fluid Control Systems as well as eleven other well-known corporate partners and the slogan which means something along the lines of “In the middle of nowhere, and where world market leaders feel right at home.”

The innovative large-format advertising concept competes for specialists and investors in the context of Baden-Württemberg’s “Werbe- und Sympathiekampagne (WSK), a large-scale public awareness campaign. It was officially introduced in early March of this year by Baden-Württemberg’s prime minister, Günther H. Oettinger, and Steffen Schoch, managing director of the economic region Heilbronn-Franken.

“There is hardly a better location in our capital than the Tegel airport to effectively reach the German opinion leaders”, Oettinger said when handing over the 20 x 1.67 m sized ad.

The scene depicts a cast landscape with Heilbronn-Franken’s conglomerate economic power in the form of various world market leaders’ logos hiding behind a hill. “We want to show that Heilbronn-Franken is a considerable economic center and at the same time a region of pristine nature”, Steffen Schoch points out.

The idea, which had won a Europe-wide marketing competition in June of 2007, was realized by the advertising agency Scholz & Friends, Berlin. Besides Bürkert, sponsors of the project were the companies Berner in Künzelsau, Gemü in Ingelfingen, ebmpapst in Muldingen, Illig in Heilbronn, Huber in Öhringen, Jako in Hollenbach, Klafs in Schwäbisch Hall,

R. Stahl in Waldenburg, Wittenstein in Igersheim and Würth in Künzelsau. All these corporations have come to accept a world-leading role in their respective fields of specialty.

“The concept makes sure that there is always a clear reference to Baden-Württemberg while still enabling the partners to present themselves in an eye-catching manner.”, Oettinger stressed.

As a one-year follow-up project starting in May 2008, the companies and four additional cooperation partners are joining Baden-Württemberg again to promote the quality of the state and their companies at boarding bridges inside Stuttgart airport as well.

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International Film Award for 'The Flow'

Bürkert Image Film Awarded With Silver Victoria

Bürkert's image film 'The Flow' has been distinguished as one of the best film productions of 2007 in the German-speaking countries. At the 23rd International Business Film Festival in Vienna, Austria on April 8th and 9th, the film convinced the expert judging panel in the supreme discipline "corporate image" and was awarded with the silver "Grand Prix Victoria". It was especially because



of its cinematographic excellence as well as the interesting and vivid storytelling that 'The Flow' managed to gather the decisive points. Among other awarded productions were "The Brand BMW – a success story" from BMW and "Shaping the Future" from BASF.

The much coveted "Grand Prix Victoria" awards were already presented for the 23rd time this year. The renowned film awards go to audio-visual communication solutions which "are characterized by creative/artistic implementation in keeping with the times, technical perfection as well as innovative elements".

The international contest is considered to be one of the prime business film festivals in the German-speaking countries. Every two years, numerous companies from Germany, Austria and Switzerland are given the chance to put their creativity to the test.

'The Flow' – On World Tour with Bürkert

"The Flow" tells the story of a student from Asia who sets out on a fascinating journey around the world to get a closer look at Bürkert Fluid Control Systems and gain a better understanding of the company and its employees, values and philosophy. Film locations in Europe, the US and China serve as an impressive backdrop for this portrait of Bürkert on the world market.

The film, which had been produced in 2006 in cooperation with Videograph GmbH from Bielefeld, was introduced on the occasion of Bürkert's 60-year anniversary ceremony for the first time.

Contact your local Bürkert representative today to receive your own copy of 'The Flow'!

Architecture Awards for the Systemhaus

The Federation of German Architects of the State of Baden-Württemberg announced the winners of the Architecture Awards 2008. This award is the first step in the selection process for the Hugo-Häring Prize 2009., which since 1969 is given every three years to outstanding constructions projects in Germany.

In addition, the innovative building in Ingelfingen-Criesbach was also presented with an award for "Exemplary Construction" by the Architects' Association Baden-Württemberg. Among other things, the judging panel based their positive decision on the exemplary constructional quality, stating that it had a positive

impact on both the working environment and atmosphere.

The Systemhaus, inaugurated in May 2007, is a milestone on Bürkert's way to superior customer orientation via individual system solutions and stands for high-quality engineering "Made in Germany".

