



Top experts ready for the Open Forum panel on day one

# Diversity creates a thriving valve industry

Held from 27 to 29 November in Düsseldorf, Germany, the Valve World Conference and Expo again scored highly amongst presenters, delegates, exhibitors and visitors alike, thanks to the unique concentration of flow control expertise, engineering and passion in a single location.

By David Sear

Opening the Valve World 2018 Conference, the chairman Wojciech Zmudzinski (Principal Engineer, Valves Mechanical & Civil Team, BP America Inc) first welcomed the audience before pondering on their reasons for attending. Undeniably, he said, this was the ideal place to meet colleagues, customers and suppliers. Those looking for new products and an update on the latest developments were also in for an eventful time, he noted. But more than this, he trusted that delegates were also here to help accelerate the pace of change and development in the valve and actuator industry and by doing so to contribute in some small way to helping to resolve some of the key global challenges facing us all. He therefore urged delegates to share their thoughts freely on for example ways to combat fugitive emissions, to help develop the next generation of high pressure valves, to seek out strategies to enhance reliability and to explore the potential of digital technology. He also said industry should do more to encourage younger engineers to join this fine profession and to promote gender equality. Finally, he exhorted one and all to look ahead. "What will the world be like just ten years from now? Will we be using 3-D printing to produce complex, optimized shapes? And can intelligent valves and actuators tell us when they need to be repaired or replaced? The future is in our hands, so let's start working today to make our dreams for tomorrow a reality."



Plenary speaker M. Venugopal from Reliance, India, discussed end user expectations



Jan Reinder (left, of Magic Minded) challenged the audience's mindset



Ingolf Fra Holmslet  
(Consultant from Norway)  
posing a question



"We have seen serious visitors", said Pavel Stepanskiy,  
REVALVE, Russia



Expo visitors from Argentina,  
Mr. & Mrs. Emiliano, UNIPRO

Having given the audience plenty to think about Mr. Zmudzinski then handed over the stage to illusionist Jan Reinder, whose captivating plenary presentation was entitled "*change your mind, change your actions*". Noting that as we reach maturity we tend to take decisions based on auto-pilot, he challenged delegates to consider how they could to exert more influence on their choices. He pressed home this point by getting audience members to participate in several challenges. In doing so he had the audience's full and undivided attention – especially as one illusion involved no uncertain danger to his well-being!

### Post dispatch

The second plenary session from Reliance's Mr. M. Venugopal (Assistant Vice-President, Project Procurement) also resonated with the delegates. Indicating that he and his team were responsible for all valve procurement within the Reliance Group, he gave a talk about end-user expectations by discussing Reliance's J3 Project, one of the company's largest ever undertakings, he noted. To give a sense of scale, he stated that this massive expansion

project in the west of India required over half a million miles of piping. He then shared some general thoughts on the challenges he and his colleagues faced when procuring valves. "Handling procurement for such a big project is not easy, especially as it sometimes seems that some suppliers are more focused on making special valves and forget that large numbers of standard valves will of course also be needed. Also, manufacturers should note that we buy valves for a reason so do be aware of, and contribute to, the bigger picture. And finally, remember that some of the valves we procure can cost around USD one million per piece, so please do make sure we receive a proper manual or better still, come along to show us how to operate and maintain your valves." Mr Venugopal's presentation included some very compelling slides with images of post-dispatch product issues. He used these slides to stress the need for attention to detail and quality at all stages. "If you pay for something you certainly don't want to receive a faulty product. This isn't just a minor inconvenience, as having to arrange for repairs or replacement can cause major headaches when working under the time constraints of a live project." After a welcome coffee break delegates returned to the main auditorium for an open forum panel discussion on the topic of '*Keeping pace with a changing market*'. Mr. Zmudzinski did an excellent job as a moderator, putting provocative questions to an expert panel and also fielding the many questions and observations raised by the



Antonello Vago (IMI, Italy) has been  
a regular delegate since the very first  
conference in 1998



The BVAA's British Reception was well attended

### Conference Facts

Plenaries:	5
Presentations:	50
Workshops:	6
Open Forum:	1





### A word of thanks

Valve World would like to acknowledge the generous support of our sponsors, who helped to make the Valve World Conference possible:



Supported by:



Organized by:



Rapt attention at the Expo Forum



Valve World's Nicole Nagel in deep discussion with Martina Ludemann from Ludemann, Germany

audience. Sadly it is beyond the scope of this retrospect to go into more detail, but a full report is scheduled for the February issue of Valve World magazine. The remaining keynote presentations on the second and third days also went down very well. The paper on 'A global valve market: trends and opportunities' by Matjaž Matošec (Resolute Research) for example, was praised for the level of detail it went into, whilst banker Hans van Cleef's subsequent discussion of investments in the oil and gas industry was also particularly well-attended. And last but by no means least, the plenary on Thursday by Neway Valve's Owen Gu giving an outlook for the future of the valve industry with new technologies also gave the audience plenty to reflect upon.

### Conference feedback

Without doubt, everyone attending the Valve World 2018 Conference has a real passion for the valve and actuator industry and many were willing to share their thoughts for this retrospect. For example, the moderator for the maintenance and repair 1 session Emiel Jordaan (Projects & Engineering Expert Piping Engineering Standardization at Nouryon in the Netherlands) emphasized the need for communication on all levels. "It is very helpful for people working in front-end engineering in central offices to be in regular contact with staff located in the plants. That is the ideal way to get feedback on valves and valve performance." Continuing this theme, he noted how important it was for all parties to 'speak the same language'. "End-users like myself should make sure we write exact specifications and ensure they are clear and properly understandable to the people who have to interpret them.

It is also important to collaborate with the suppliers and to work with other institutions as well to set up clear standards. This is fundamental to ensuring we actually receive what we want and what we need." Meanwhile, conference delegate Antonello Vago (Managing Director, IMI Truflo Italy) urged the valve industry to be more innovative. "I have been a regular attendee at this conference and recall attending the very first show in The Hague back in 1998. Since then it seems that whilst other sectors have forged ahead, the valve and actuator sectors have been left lagging behind." I would therefore encourage companies to be more open minded about new ideas. To help stimulate this I believe we need young minds joining this industry and should do more to promote gender equality."

Asked for his impressions of the show, fellow conference attendee Ali Al-Hamadi (Mechanical Integrity Engineer, EQUATE Petrochemical Company, Kuwait) said it was his first time at the Valve World Conference and that he was enjoying it tremendously. "This conference has proven to be very informative and I have had the opportunity to meet and discuss issues with people from differing backgrounds, industries and countries. It is always beneficial to share insights and information and to think about the future with peers."

### Quality first

Another first-time delegate was Sandip Jadhav, CEO at the Centre for Computational Technologies, in Pune, India. "I am here to learn about the latest industrial trends and the challenges facing this industry," he explained. "As a company we try to solve the valve industry's problems

(clockwise, from top left) Kodai Inoue, Nippon Pillar Packing, Japan; Rodney Roth, Beric Valves, USA; Lucie Noé, DuPont Performance Plastics, Switzerland; Thomas Ritter, Technetics Group, France prior to the session on Sealing & Packing Technology



Conference delegates express their appreciation to another keynote speech

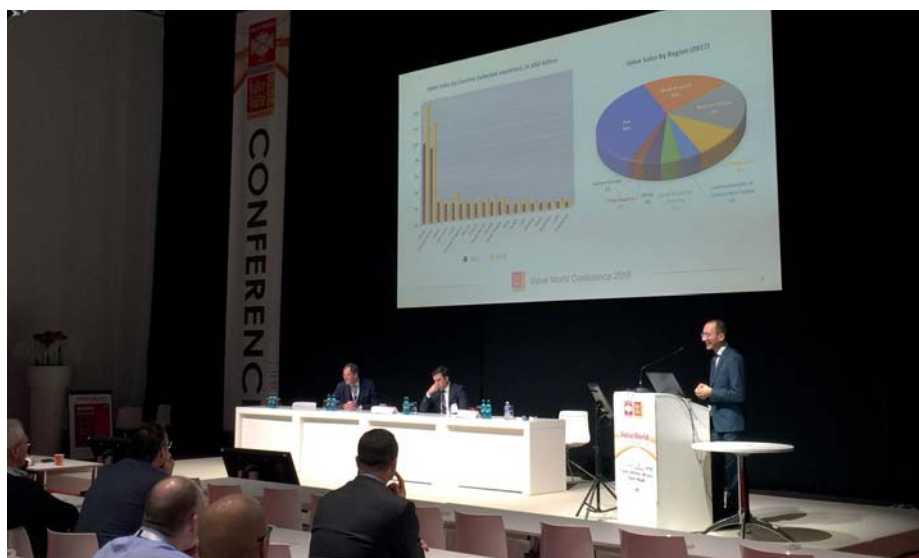
so I'm here to get a better appreciation of the pain points. For example, based on previous feedback we developed a simulation hub which is an ideal tool for valve designers, manufacturers and even end users."

Finally, consultant Raymond Cordewener (moderator for the session on castings and forgings) kindly shared just some of the many lessons he has learnt during a career working with metals. "As an end user you need to keep a close eye on quality and to double-check critical stages during manufacturing and processing. This is essential if you wish to receive a product that meets your expectations. For example: what procedures does your supplier follow to check that parts have reached the desired temperature during heat treatment? Do you use NDT to check key components following forging? Has all measuring equipment used by third parties been properly calibrated? Does your fabricator understand how to properly preheat items to be welded? And more importantly, are these preheating procedures always followed by his employees? A failure to understand basic manufacturing principles can cause problems later on, so never assume something will be fine because that's the way it has always been done."

As a parting thought, Mr Cordewener said he was very interested in moderating the castings and forgings lesson as he was keen to expand his own knowledge by learning first-hand more about additive manufacturing and 3D printing from a scheduled speaker.

### Exhibition visitors

Of course, equally important to 'the Valve World experience' is the parallel exhibition. Speaking right after the show, Wolfram N. Diener, Managing Director of Messe Düsseldorf,



Key note speaker **Matjaž Matošec** from **Resolute Research**

said he was pleased with the event: "As on previous occasions, this leading global trade fair in Düsseldorf has encompassed the entire range of industrial valves and fittings, from fittings measured in metres for the chemical industry, through a wide variety of different ball valves for oil and gas, to the very smallest valves available."

According to official statistics, this trade fair attracted 11,800 professionals from 86 countries, of whom over 70% were executives and decision-makers. Around 75% of all visitors came from outside Germany, demonstrating the highly global appeal of the show. Among the international visitors was for example Javed Iqbal, Managing Director of M&C Systems, who had travelled all the way from Pakistan. Asked about his reasons for attending, he replied: "M&C Systems provides components, turn-key equipment and after-



"We must communicate on all levels," **Emiel Jordaen**, **Nouryon, Netherlands**



**Christiane Jahn**, **BORSIG, Germany**, with a valve that can fulfil on/off and control duty



**Javed Iqbal**, **M&C Systems, Pakistan**: "It has been a very busy three days!"



"This conference has proven to be very informative," **Ali Al-Hamadi**, **EQUATE, Kuwait**





sales service in the fields of measurement and control. I am therefore attending Valve World to network. This has been my first visit to the show and I have already enjoyed some very productive meetings with possible partners and possible suppliers. It has been a very busy three days!”

A couple who had also undertaken a long journey were Mr & Mrs Emiliano from Argentina. Mr Emiliano, the Managing Director of trading company UNIPRO, said he was at the show to discuss how he and his suppliers could best capture emerging opportunities in markets such as oil & gas and mining. He said that this was also an excellent venue to network with potential new suppliers and also a good place to see at first-hand how valves work. “I have been selling valves for quite a long time so getting a better understanding of their operating principles is a real benefit,” he said.

### Genuine interest

The standholders of course had an equally international flavour. For example, Russian exhibitor REVALVE were demonstrating no fewer than three items of valve test and repair equipment. These were a horizontal test bench for on/off and control valves, a mobile platform for testing PSVs and a grinding/lapping machine for pipeline valves. Regional Project Manager Pavel Stepanskiy commented: “some shows may boast of larger total audience numbers, but visitors to Valve World all have a real and genuine interest in valves and actuators. Everyone who has

come to our stand for example had a serious interest in our products. In short, Valve World appeals to our specific field and so is definitely a good place to be.” An exhibitor with a less time-consuming journey was Christiane Jahn, BORSIG Project Manager / Sales Instrumentation & Control, from Leegebruch in Germany. Pointing to a very large ball valve, she said: “we have had plenty of interest in this model which can fulfil both on/off and control duty in a single valve. All in all we are very happy with this show.” A fellow exhibitor who had also been kept busy was Paul Turner, Engineering Manager at imtex controls in the UK. “This is the final day of the show and for me it is also the first time I’ve been able to get away from our stand for a few minutes to visit some other suppliers,” he said. During Valve World, imtex were promoting a new product that provides 24x7 condition monitoring for actuated valves. Commented Paul: “our end-to-end system takes information from the field and presents that as web based diagnostics. People have been talking about this a lot but we are one of the first companies to offer a complete, viable solution, called Valve Scan Diagnostics Monitoring System or VDMS for short.”

### Heading for the Cloud

AUMA of course again had an eye-catching presence at the Valve World exhibition, where they were keen to discuss their Cloud-solution which provides an easy-to-use interactive platform to

### Valve World 2020

Date: 01-03 December 2018

Venue: Dusseldorf, Germany

Expo: [www.valveworldexpo.com](http://www.valveworldexpo.com)

Conference: [www.valve-world.net](http://www.valve-world.net)

### Expo details

Exhibitors: 650 (40 countries)

Floor space: 18,000 sqm

Visitors: 11,800  
(86 countries)

Over 70% of visitors were executives and decision-makers

Around 75% of all visitors came from outside Germany



Conference Delegate Sandip Jadhav from the Centre for Computational Technologies, India



Paolo Tomaini, Emerson, Italy, talked on valve delamination in power plants



Hans van Cleef, ABN AMRO Bank (left) with Lucien Joppen, Valve World, both Netherlands



Intense networking followed all conference sessions



Raymond Cordewener, Consultant, Netherlands, moderated a session on castings and forgings

collect and assess detailed device information on all AUMA actuators in a plant. The cloud allows plant operators to detect excessive loads or other problems at an early stage and take remedial action in time to prevent potential failures.

Staff at the stand explained how AUMA actuators are equipped with comprehensive data logging facilities. Their AC integral controls automatically store a wide variety of operating data including number of motor starts, motor running time, temperatures, vibration, torques, warning signals and faults. Data that hold valuable information on the loads the actuators and their related valves have experienced over their lifetimes. Previously, this operating data has been used mainly by AUMA service experts equipped with specialised software. Now, plant owners and operators can also take full advantage of the information.

One of Valve World's final visits was to the DuPont stand for an update on the growing market demand for perfluoroelastomers and polyimide applications in various markets, also for the valve market. It is of course no secret that DuPont has doubled the size of its production facility in Delaware, USA. The new plant, 11,150 square metres in size, will produce perfluoroelastomer products under the Kalrez-brand and polyimide applications for its Vespel-brand.

Given the high resistance against aggressive chemicals and temperature fluctuations, Kalrez and Vespel O-rings and other types of sealants have a proven track record in the industry, Geoff Lewis (DuPont) said. For example, Vespel in a valve seat stays in a near constant modulus between room temperature and cryogenic temperatures such as liquid nitrogen (-195°C). This allows for better sealing, compared to other materials, which is needed to reduce fugitive emissions. Another advantage is the combination of ease of sealing and low friction means, which facilitates a significant reduction of actuation torque (30 per cent on a ball valve). KVSP a low friction combination of Kalrez and Vespel can reduce fugitive emissions of methane by almost one thousand fold compared to PTFE packings using EPA method 21.

### All-round event

The Conference and Exhibition are of course twin pillars that are fundamental to the success of the Valve World show. However, they are by no means the only 'draw' for visitors. For example, some people come to the show specifically to listen to the many presentations at the Expo Forum. In 2018, there were almost twenty lectures which took in topics such as smart monitoring, asset management, partial stroke testing and flange integrity, as well as providing information on specific valve types such as severe service valves, sleeved plug valves and check valves for cryogenic service. Other well-attended happenings included product launches, parties and receptions.



Paul Turner, imtex controls, UK, discussed a system that provides 24x7 condition monitoring

For example, the BVAA organised a British Reception in one of the exhibition halls which drew a large crowd. The informal setting encouraged networking and proved to be an ideal way for guests to get an update on engineering talent in the UK.

Mention should also be made of the various 'off limits' meetings that were held close to the Valve World event. Having flown in staff from around the globe, many leading companies used this occasion as a convenient opportunity to gather personnel together for company-wide meetings.

And last but by no means least, many delegates commented that the Valve World Conference Dinner was again a real highlight of their time in Dusseldorf. Held in a downtown location, the dinner was a superb occasion for informal networking, thanks to the good food, fine wine and convivial company.

### Future Valve World 2018 reports

Watch out for more reports on specific Valve World 2018 sessions in future issues of this magazine. For example, an overview of discussions during the Open Forum Panel discussion as well as the Advanced Fugitive Emissions Workshop hosted by Rodney Roth (Beric Valves) and Bronson Pate (RFS Compliance).



photo: Messe Düsseldorf/ctillmann