

# Challenging times, emerging opportunities



*Fully automatic, computer  
controlled testing*

**The valve industry is dealing with some of the greatest challenges it has encountered in several generations: financial markets are in turmoil; the prices of natural energy and other commodities are fluctuating wildly; 'Greening' and environmental sustainability call for new solutions. Then there is the reshaping of the global valve manufacturing industry. Yet, even amid the economic upheaval, Ventil sees numerous opportunities and is developing a sustainable growth.**

"Our goal is to be the preferred supplier in our field of business, collaborating with our customers to continuously improve their competitiveness" explains MD Arthur Baars. "Knowledge and technology are key success factors in achieving this goal, as well as in improving the profitability of our own business." Over and above Ventil Test Equipment strives to be recognized as the 'Innovators in Valve Testing'. "This isn't an empty slogan", says MD Rob Jaspers. "We are constantly developing new products and solutions. Each customer, and especially valve manufacturers, have different needs. Some are focused on mass quantities, others on extremely high quality, and some combine both. Providing the right solutions is Ventil's strength." Ventil serves 3 different customers; valve manufacturers, valve repairers and valve distribution companies. "A renewed

emphasis on supply chain optimization and product quality is important to valve manufacturers. A growing number of western based companies produce their valves overseas or use overseas produced parts and components. Thorough testing of the final product is more important than ever, but time is of essence and experienced personnel is hard to find or too expensive. We have the answers. At Ventil, we combine quick clamping with semi or fully automated, computer controlled test systems," continues Arthur. "We work closely with our clients and combine all 'in-house' design and production disciplines to provide the best possible test equipment, based on the customer's products and processes. We evaluate the safety aspects, leak rates, pressures, operator qualifications etc. In fact we supply a turnkey solution; the machine, commissioning, operator staff training and

doesn't buy a test bench every year but we sell them every day; we're the experts and that's a key reason why we have specialized in this field rather than diversifying into other products. With that policy we have established branches in Houston, Moscow and are currently opening a sales and services outlet in Sharjah, U.A.E. Next is Asia", emphasizes Rob enthusiastically. "The market in the Asian region is emerging very quickly and the need for professional test equipment is growing whilst quality-, safety- and environmental awareness is developing. Being where the customers are enables us to produce what the customer needs, wherever they need it, with local support".

## At Ventil we keep the production 'at home'

One of the secrets of Ventil's success formula is its in-house production facilities. Running against the trend of shifting production to low cost labour manufacturing locations or subcontracting, "at Ventil we keep the production at home", says Operations

Manager Hendrik Jan van der Does. "At the Ventil works, we use the very latest tools and equipment and a highly skilled workforce to ensure that production meets the high demands. This way we can;

- implement the latest technical knowhow almost immediately;
- easily adapt our products to specific needs, standards and customer requirements;
- and keep full grip on our production, delivery times and quality."

After several inspections during stages of the production and assembly, Ventil carries out a final, rigorous inspection of the finished product. All installed test and operation systems are thoroughly checked and tested by highly skilled staff, who rely on many years of experience. The customer is invited to witness the operation and performance to make sure that the test unit meets all requirements.

## Absolute safety

Over the past years several accidents have occurred with 'homemade' valve testers. "These life threatening situations

maintenance."

Machines too large to ship are delivered in pieces and then quickly re-assembled and commissioned on-site. "A good example of such a 'monster machine' is a HC3500-CR we have recently build for Metso Automation Finland", says Arthur. "This concerned a 77,000 kilogram heavy test unit for valves up to DN2000 / 86 inch. We delivered, installed and commissioned it in 5 working days."

## Being where the customers are

"Being based in The Netherlands allows the company good access to certain markets but we need to be close to our customers," continues Rob. "There are fewer technical people employed in the market today; a lot of clients are focusing on their core business and don't have the resources or capabilities to find the best test facility to suit their requirements, so they rely on experts like us. A customer



*Universal Safety valve test unit VC25-SRV*

### What customers say...

"We purchased our first Ventil VCB30-SA in 2009. This semi-automatic valve tester is designed to quickly test several hundreds of valves up to 50 mm / 2" per day. It features the AVPS system for automatically closing and opening the valve during the test sequence and full automatic computer control of the 0-1600 bar / 23,000 PSI test system. It is in continuous 3 shift use and it serves us well."

"This year we have purchased a HC4000-CR for testing our bigger valves up to DN800 mm / 32". It's a ridged unit which we have placed in a pit with surrounding Ventil Safety closure. The 4000 tons strong clamping system has a floor load of 55,000 kgs, but it is operated by a simple and handy remote control. The liquid test system with Computer Registration enables us to test and certify the integrity of our complete valve range up to 2000 bar / 30,000 PSI!"

Friedrich Werny, Stahl Armaturen Persta GmbH.

Persta – a division of Siepmann Industries – is a specialist manufacturer of high qualified industrial gate-, globe and check valves for the conventional and nuclear power industry, chemical and petrochemical industry, waste incineration plants, paper industry and LNG tankers. Persta manufactures valves in the range ½ - 32" / DN15 – 800 mm up to pressure classes PN800 / Class 4500. Persta Valves (see [www.persta.com](http://www.persta.com)) are characterised by an extraordinary quality and high reliability.



New HC4000-CR, 8 – 32" up to 2000 bar / 30,000 PSI.



VCB30-SA, ½ - 2" with auto open – close control after years – 3 shift continuous use.

haven't really led to rising or new standards, but fortunately they have triggered a certain safety and quality awareness", explains Arthur. "Of course operating pressurized equipment generally involves certain risks, but we can rely on over 40 years of experience and are aware of the 'does and don'ts'. Design risk assessments and thorough training of the operators are still vital steps to assure safe operation of new equipment. With our global deliveries, we also subject the application to local statutory regulations and consider the circumstances on-site. In some applications only a simple, ridged screen ensures the absolute safety for the operator. Other specific applications, for example high pressure gas testing or the use in a open workshop area, call for far-reaching safety measures. In this case the Ventil test unit is delivered with a fully surrounding Safety Closure, a heavy enforced steel structure with electronic controlled interlocking."



Arthur Baars (l), Rob Jaspers (r) and the Ventil Netherlands crew on a HC3500-CR, range 20 – 86"

### V-TEC valve grinding and lapping

V-TEC is a young member of the Ventil Group. V-TEC manufactures a complete line of portable and stationary machines for repairing the sealing faces of all common valve types and sizes. The extended program of the machines are equipped with the 'orbital' – mechanically driven, grinding and lapping technology. This unique system results in the best and quickest finishing of all seat materials, up to the hardest and most wear resistant alloy's.

An example of the unique range of machines is the V-TEC ORBIT. This light weight and portable machine is suitable for the In-Situ or In-Shop repair of the sealing faces of Gate-, Parallel Slide-, Globe and Safety valves up to 64".



The V-TEC ORBIT

### About valve testing

Knowledge is the key to success. "This applies to us and our customers", says Arthur. "The new, emerging markets bring us lots of new business and offer challenging opportunity's, but the users on-site are often completely new to the

business. After commissioning, we take the time to explain and thoroughly train the operators in the safe and efficient use of the machine". The Ventil support team consists of experienced people who have worked many years in the valve industry. The training is often tailored to the needs

and level of the users. "Often this goes beyond the operation of the test unit itself", adds Hendrik Jan. "International standards, test procedures, allowable leak rates, body- and seat test pressures are common topics of the training. Besides absolute safety, the aim is to reduce the risk of untimely and costly disturbances and downtime. Bringing the operators to the right level, ensures a long and reliable working effect."

"Most of the newer machines are completed with a remote support module", explains Rob. "This enables us to access the machine via Internet and quickly determine what kind of action is needed". The objective for the support team is to maintain the long term relationship and to become the natural partner when support for different reasons is needed to solve a problem or other issues.



24" Class 1500 Gate valve on a test unit HC2000-CR

### In-Situ testing

The Ventil PreVenTest system is a robust, but ingenious system for testing all types and sizes of spring operated safety valves on-line, in process and under the normal operating conditions. The portable system measures the set pressure and proves the correct working of the valve or identifies safety valves in need of repair without plant shut-down. The Ventil In-Situ PreVenTest system comes with an industrial laptop and is available in two versions. The standard version can be upgraded to an intrinsically safe (ATEX certified) version, the LTC model is an ultra light manual operated system. The PreVenTest software is an easily operated user-friendly software package that will recognize the set pressure of the valve and create a test certificate after the test.

