



ALL VALVES ONLINE – STAFSJO KNIFE GATE VALVE DISTRIBUTOR

ALLVALVES ONLINE NEWSLETTER SUMMER 2016



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A Busy Summer Ahead ...

by Adam Chapman

This newsletter is a new feature from All Valves Online Ltd. The idea is to create a quarterly update on what the fastest growing online valve and actuator distributor is up to. A lot is happening here at All Valves Online Ltd so we thought that the best way to reach out to our customers and potential customers would be via a newsletter, something we previously haven't offered.

We will try to cover all of our upcoming plans and projects in terms of business development but also valve and actuator projects. We will release a new newsletter each quarter which will be emailed out to our customers and prospective customers. If you want to receive this document, then please notify us at sales@allvalves.co.uk

Who are All Valves Online Ltd?

To those that don't know, All Valves Online Ltd began trading back in 2012. All Valves Online was developed, created and run by Managing Director, Adam Chapman. The idea was to become the number 1 online valve distributor, and whilst our presence online is impressive, our online sales vs other type of sales shows that we are much more than just an online valve shop...

What do we do?

All Valves Online Ltd pride themselves on being a valve and actuator specialists, first and foremost. Yes we sell valves on a day to day basis and we do offer box quantity products and discounts to suit, but this is aimed at a particular customer base. Our main expertise and skill comes to the selection, sizing, assembling and testing of actuated valve packages. We work with the world's leading valve and actuator manufacturers to ensure that we offer the best products that we can for the right application so that we get it right every time.

Which Industries do we supply?

We work with all the major processes so we work in AD and BIOGAS, WWT (Waste Water Treatment) plants, Food and Chemical, HVAC and Refrigeration and many more. We like to think we have a valve and actuated valve for every application.

Where can we see what is on offer?

A good place to start is at www.allvalves.co.uk



STAFSJO KNIFE GATE VALVES

"Why use anything else?!!" This is the general feedback we get from our customers when we supply them with Stafsjo knife gate valves. Read more about why we use Stafsjo valves on page 2.

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EBRO Butterfly Valves

All Valves are a major distributor and re seller of EBRO butterfly valves. This summer, All Valves will be supplying a large range of EBRO butterfly valves into a new AD plant being installed here the UK.

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STAFSJO KNIFE GATE VALVES

by Adam Chapman

All Valves Online have been working with Stafjsjo Knife Gate Valves now since 2014 when All Valves supplied a large scale valve project for an AD Plant. All Valves experience of supplying the correct valve for the application and ability to offer the top brands at competitive prices was the key to securing the work. WB11 manual and actuated knife gate valves were supplied initially followed by a large number of manual and actuated ball and butterfly valves for other parts of the plant. In total the project was worth around £100,000 to All Valves and has since proved valuable in terms of additional valves and spares.

This project exposed All Valves to the product portfolio of STAFSJO and since then All Valves have worked hard to always promote and specify the brand wherever possible. This has resulted in All Valves supplying high end applications with high performance knife gate valves, AD and Biogas and WWT plants.



Knife gate valves supplied to an AD plant.

So what is next for All Valves Online and Stafjsjo. Well, All Valves has been working closely with a large AD and BIOGAS company and has now had confirmation that it will supply all the valves and pipework plus fittings into the new AD plant being built this year, having already supplied a large quantity of valves into various sites across the UK this year.

AD and Biogas is currently the biggest market that All Valves supply Stafjsjo into but

are currently looking at other markets such as pulp and paper, power and mining through our export customers.

NEW VIDEOS ONLINE

See our new videos on Stafjsjo at www.allvalves.co.uk



EBRO Valves, German Quality...

by Adam Chapman

All Valves Online have specified and supplied **EBRO Valves since early 2012** and has really increased the business with EBRO since the AD plant we detailed above was supplied. This gave us the exposure to the range on offer and the quality that EBRO offers.

There is more to the range than most will know as most of the other companies we speak with only know and use the Z011 and butterfly valves. The T211 and T214 PTFE lined valves were used by All Valves on a large value BIOGAS project and on a water treatment plant in Ireland. Then there is the

HP range of high performance butterfly valves. These valves were the core to our offering for high performance actuated valves being used here in the UK on a high value actuated valve package consisting of ATEX approved pneumatic actuated butterfly valves with ATEX approved switchboxes and solenoids for 300°C gas application.

All Valves has developed a great export market for EBRO and now supplies EBRO product all around the world with key markets in China and Eastern Europe.

What else is making the news...

by Adam Chapman

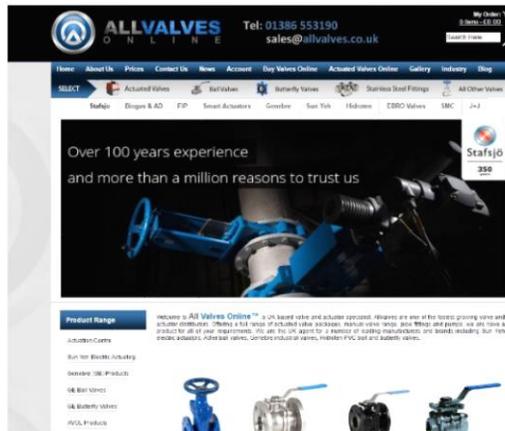


Smart Actuators

All Valves Online now offer the AVA range of smart compact electric actuators. From 20Nm through to 400Nm with on off, failsafe, modulating, modulating failsafe, timer function and BUS communication.

This is an exciting new range which has helped All Valves solve big problems for its OEM customers with its fast acting compact 20Nm actuators.

WWW.ALLVALVES.CO.UK



A one stop shop with all the Technical information you will need...

The All Valves website was re vamped earlier this year to add more information and videos than ever before, it also allowed new brands to be added to the site including a large range of FIP valves, SMC pneumatics and more products from our existing brands such as Genebre, Hidroten and Adler Valves.

Special Solutions

All Valves can offer unique solutions for a customer's requirement. This includes valve assembly units similar to that shown above.



Sun Yeh after Sales support...

All Valves, the UK & German distributor for SUN YEH electric actuators have now been confirmed as the agent to offer after sales support to all Sun Yeh customers in mainland Europe. Regardless of whether All Valves supplied the unit, technical and after sales support will be offered.

Facts about All Valves Online....

Since 2012 we have sold over **£3,000,000** in valves and actuators into over **30 different countries.....**

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OEM Success Story...

All Valves have been working with a UK based OEM customer for the last 6 months trying to solve a problem that has existing for them for the last 2 years. All Valves originally supplied Sun Yeh om1 actuators with Hidroten 3 way valves but the customer found the operation time was too slow, the actuator was too big and the assembly just wasn't right. They tried a number of alternatives from other actuator manufacturers but were not happy with the alternatives we explored.

Following the release of **AV Actuators** into the global actuator market earlier this year, All Valves were quick to realize the potential and quickly partnered with **AVA for its smart compact series 20** of quarter turn smart electric actuators. Offering 20Nm with an OLED screen with push buttons, the customer was able to use a standard 3 way ball valve from Hidroten and configure it, using only the menu system, to electronically set the open and close position of the actuator. This allowing the customer to achieve a 0-270 operation and therefore reducing heavily the transflow effect of using a 3 way side entry ball valve.

Add to this the fast acting function, it allowed the customer to have a 2 second working time and as a result resolved the 2 year old problem offering a solution on size and functionality.

Following more successful trials and sample units being tested, we are thrilled to announce that All Valves have now secured an initial order for **450 actuated valves** and are expecting multiple repeat orders throughout 2016 establishing this OEM as one of All Valves Online 's top customers and one that we are extremely proud of.



So what is next?

All Valves has a number of projects to supply this summer having recently secured a **large value Titanium ball valve project** using Adler valves from Italy, a large order for Sun Yeh actuators from our Dutch OEM customer and of course the AVA OEM projects and Stafsjo knife gate valve projects detailed above.

Our next Newsletter will have an update on the projects we have been working on and details on new projects, products and general information about All Valves Online Ltd including another OEM success story.

Our Autumn edition will also provide details on our stand for the upcoming Valve World expo in Dusseldorf in November where All Valves will be exhibiting for a second time.



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