Pulling together to gain new perspectives

That’s the Wey.
Dear Customers and Partners,

Springtime – time for a new start

The new season should hopefully give us all a boost! The shockwaves resulting from the exchange rate of the franc last year certainly put the brakes on our business. However, we overcame this challenge thanks to extra effort, further increases in efficiency and prudent cost management. Although our margins remain under pressure, you – our valued customers in Switzerland – have not let us down. Instead, you have contributed to a gratifying level of sales that has helped to ease our pain somewhat. Please accept a very big “thank you” for your orders and the trust you have placed in our Wey products!

Unfortunately, our export business suffered considerably due to political turmoil, military conflicts, protectionism, the flow of refugees, low oil prices and other factors. This meant we had to fight harder for fewer project orders. In this regard, our export partners deserve our grateful thanks for staying on the ball.

After the thaw, spring is sure to come, bringing with it some positive optimism of a new start! A new start... positive?!

You, our loyal customers, and those we would still like to win over as customers, are all inspiring us. You have shown us, year after year, that you value, above all, our unique selling features and the associated added value we are able to offer with Wey products. To help you get the best out of our products, our sales team and our worldwide partners are happy to provide you with expert advice for your projects, while our customer service and field service team support and look after your every need when it comes to any aspect of installation, commissioning and maintenance. Tell us what you need! Incidentally, product training for employees and part-
Wey Valve Inc. started construction in April 2015 on a new facility to maintain its position as the North American sales and manufacturing headquarters for the Wey Knife Gate Valve line. The new facility is designed to enhance Wey Valve’s full manufacturing and service commitment to its customers and markets and their development needs.

The new 40,000 square foot facility, located just off Highway 45 at the Tupelo Lee Industrial Park South, represents a major investment for Wey Valve Inc. It will include a production hall for manufacturing knife-gate valves up to 90”. Two 10 ton bridge cranes and five 2 ton jib cranes will be deployed in a sophisticated system that will enable greater efficiency in work flow, starting from receiving parts, to assembling and testing valves, and through to shipping.

The facility will house 8,000 square feet of office space and includes meeting rooms, as well as seminar and conference rooms for future sales seminars.

The new Wey Valve facility was completed in February and put into operation in March 2016.

Wey Valve Inc. builds for the future
New operations facility in Shannon, Mississippi

ners has a high priority at our company. That is why we conduct regular training seminars (see the related article) to help all those involved master any application. To support these teams, the engineering department is continually working in the background to develop new products and further refine optimized solutions. In addition, the application of new materials and production methodologies is also contributing to our optimism. Although we have little influence over the global economic situation, if we work together to tackle problems with a positive attitude, we will all become winners.

A new start, in the truest sense, of the word is very apparent at our subsidiary Wey Valve Inc. in the United States, as they moved into a brand new facility in Shannon, Mississippi in March. You can read more about this in this edition of our magazine, which will also update you with fascinating reports about system applications in the cleaning up of uranium mines in eastern Germany, a challenging assembly job in the Swiss mountains and much more. With these stories, perhaps we can encourage you to embark on new ventures.

We would also be pleased to meet with you personally at our SISTAG factory to discuss your projects or introduce you to our Swiss manufacturing. Likewise, we would be delighted to welcome you at our booth at the Powtech in Nuremberg, at the ifat trade fair in Munich, or at Weftec in New Orleans (see the trade fair overview at the end of this issue or on our website), where we can make you more familiar with the Wey black-red product line.

Embarking on a path to further success, hand in hand with you – That’s the Wey.

Kind regards,

Hans-Jörg Sidler
The Vuippens plant purifies wastewater for the City of Bulle as well as the surrounding communities of Vaulruz, Vuadens, Echarlens, Morlon, Riaz, Marzens, Pont-en-Ogoz, Sorens, Corbières, Hauteville, Pont-la-Ville and La Roche. It is being renovated and expanded at a cost of approximately 33 million Swiss francs. The demands on the level of cleanliness of municipal and commercial wastewater are continually increasing. With a capacity of 80,000 population equivalents, it is being brought up to the state of the art and modified to meet future requirements. With Wey knife gate valves, Wey water control gates and butterfly valves, SISTAG is making its own key contribution.
In the Swiss mountains
Assembly under unusually difficult conditions

A day off in the mountains conjures up images of many lovely, pleasant things. How would your perspective change, though, if this became a day at work instead and the conditions were quite difficult? You suddenly face some very basic questions such as “Is there any electricity at the site?” or “How do we get our workers, tools and materials up there?” Additional factors that need to be considered during such assembly operations require our employees to be extremely flexible and improvise with what is on hand.

No matter what, our installation technicians in customer service take sun, rain, wind, snow along with very hot or cold weather all in their stride and overcome every adversity. Whether in the valleys or in the mountains, our technicians always find a solution, even in the most inaccessible locations.

As a result, SISTAG places great value on occupational safety and protecting the health of our employees. The company promotes and actively supports measures such as anti-skid courses, safety training on how to avoid falls, training on how to drive various site vehicles, and even vaccinations.

Fig. 1
A work assignment in the mountains roughly half an hour by car above Aminona-sur-Sierre. To reach the assembly site, the vehicle had to be driven across a mountain stream. Assembly was thus only possible during dry weather when the water level was low.

Fig. 2
Another work assignment in the mountains approximately one hour’s hike from Zermatt. Assembly could only take place in winter because the mountain stream was at its lowest level during those months. Rather than having the technicians hike to the site on snowshoes with their tools on their backs, they were flown to the site in a helicopter. When faced with such an assembly job, everything must be planned precisely in advance. Just one key tool left behind can jeopardize the entire job.

Figure 3
Successful assembly and commissioning of the system in Zermatt.
Wismut GmbH is a company operated by the German Federal Government in the states of Saxony and Thuringia. One of its main tasks now is to take the wide-ranging underground network of tunnels, shafts, galleries and chambers that made up the former uranium mine out of service and decommission them so they are safe. In looking for the most environmentally friendly, technically safe and also cost-effective approach, it was decided to flood the mines. The flooding was carried out with two hydraulically separated subsystems. Flooding the mine area south of the A4 highway in the Ronneburg region began at the turn of 1997/1998, while flooding of the mine area north of the A4 took place in 2000. The quality of the flood water coming from south of the A4, with its high pollution levels, meant it could not be routed into the receiving system without first being treated. This is why it was absolutely essential to construct a water-treatment plant as well as the associated systems for collecting, routing and later discharging the flood water. It is assumed that the water must be treated for at least another 25 years. The Gessental valley pipeline, for which SISTAG has been contracted to deliver Wey knife gate valves for a number of sections of the job, is an essential component of this system. The current Gessental valley pressure pipeline runs partially underground where the soil is saturated with groundwater. Due to multiple leaks, the plan is to construct a replacement. In order to prevent the discharge of contaminated wastewater as part of the planned increase in the groundwater level, the new pump output is expected to have a capacity of 600 m³/h in normal operation and handle peaks as high as 750 m³/h. The wastewater is then treated in the Ronneburg mine water treatment plant.

**KNIFE GATE VALVES DELIVERED SO FAR:**

- **Type of knife gate valve:** MF in ductile iron, MG in 1.4408 stainless steel
- **Nominal size:** DN 150 – 400
- **Pmax.:** 16 bar

**NEW ONGOING ORDER, DELIVERY FOR THE SECOND HALF OF 2016:**

- **Type of knife gate valve:** MG in 1.4408 stainless steel, custom design
- **Nominal size:** DN 150 – 400, DN 500
- **Piggable with calibrated pig**
- **Planning office:** C&E Chemnitz
- **Customer:** STRABAG Gera
- **Owner:** WISMUT Ronneburg Renovation Project
The company JAV-AKC Vlčany Ltd. was founded in 1991 and focuses its activities on the industrial processing of animal fats for food and feed production. The company has evolved in several stages of development to a technology leader in the processing of animal fats. Pork, beef and poultry fats serve as the base materials.

In 2000, the company launched the processing of animal fats for the animal feed industry in its newly opened production plant in Vlčany. Constantly increasing demands on the quality and competitiveness of products on the European market have made further innovation and modernization of production necessary. The desire for higher productivity eventually led the company JAV-AKC Vlčany Ltd. to the reliable Wey products and the company SISTAG. Our long-term partner Bickel + Wolf s.r.o. Bratislava has co-written this success story as a mediator and sales representative in Slovakia.

The knife gate valve previously employed in the refining process had repeatedly caused problems due to the harsh conditions and had led to unwanted production shutdowns of the high-temperature treatment plant (up to 180°C). Animal skin with dirt content leads in a heated state to the gate sticking and jamming, which often ultimately resulted in a crack in the neck area of the gate housing. If it did not break, the gate previously being used had to be replaced within two to three months due to wear.

This is the main drain knife gate valve (Wey MFC/DN 400) at the steam generator. It serves as an ON/OFF-knife gate valve for injecting steam into the boiling pans and the cooking process.

The two knife gate valves (Wey MFC/DN 200) are installed above the boilers, which lock and unlock the process medium or steam into the cooking boiler.

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In spring 2014, the company Bickel + Wolf Bratislava s.r.o. advised the customer on the very robust Wey knife gate valves and production was resumed with these valves within a short time. The customer requirements of around 6 bar working pressure corresponded to our Wey model MFC DN 200 and DN 400 in EN-JS1072 ductile iron. The sometimes abrasive dirt particles were encountered with the optionally available Ni-hard wear ring which prolongs the lifetime of the Wey knife gate valve considerably. The sealing system is made of PTFE (Teflon), is therefore heat resistant, and has been additionally equipped with 316HRC scrapers to regularly clear the gate from the sticky material. The Wey knife gate valves employed have been successfully used since then under the conditions mentioned above. The customer is extremely happy as productivity has increased significantly and maintenance costs could be massively reduced.

SISTAG has approximately 40 sales partners in its global sales network. In October 2015, they were all invited to Wey for three days of product training. This year’s participants consisted of 20 people from Belgium, Chile, Czech Republic, Holland, Slovakia, Spain and Turkey. SISTAG gives this event high priority. The company holds it to guarantee the continually high quality of sales and ensure that its partners are always at the leading edge of the technology.

The participants traveled to Eschenbach (near Lucerne) on the evening of October 21, 2015. After checking into their hotel, they went as a group to Nottwil on Lake Sempach to enjoy some Swiss specialties in a cozy chalet. The perfectly prepared sausages and Swiss Rösti were very tasty. Not only that, everyone had plenty of time to get to know each other better. The next day, the seminar was opened by Dominique Sugnaux, who on September 1, 2015, was named as the new Sales and Marketing Director and Member of the Executive Board. Serving as the host, SISTAG offered the participants an extensive program that covered, among other things, the Wey sealing system, the special features of the Wey cylinder (Fig. 1), the correct selection of a knife gate valve, as well as a review of sales methods (Fig. 2). Furthermore, the participants presented their own Wey success stories, which everyone found very stimulating and inspiring. On the second evening,
the group relaxed a little by taking a walk around Lucerne followed by a meal of fondue chinoise (meat dipped in boiling broth) at the Restaurant Tell, which is located on a ship docked on Lake Lucerne (Fig 3). The third day was mainly devoted to practical work. The group was highly enthusiastic about the opportunity to completely assemble a Wey Model VNA gate valve on their own (Figures 4, 5). The leak test that followed showed that we are working with exceptionally successful partners. Everyone took advantage of the subsequent Q&A session to bring up important issues and suggestions with Dominique Sugnaux, our Sales and Marketing Director. Questions, requests, suggestions – SISTAG regards this feedback from everyone who underwent training as an important source for new ideas and future seminar contents. This exchange of information is essential for both sides and the basis for a healthy partnership. At this point, SISTAG would like to thank all the participants for the time they invested in this training course, and we look forward to another round in spring and autumn 2016.
New stop logs
Profile 30 and 50

- NEW double lip seal
- NEW clamping mechanism pluggable with screw connection
- NEW floor seal for wastewater applications and flood protection
- For clear spans up to 6000 mm
- For surge heights up to 5000 mm

2016 trade fair participation
Where you can visit us

April 19 – 21, 2016
Nuremberg, Germany
Look for us in Hall 4, Booth 4-457
The world’s leading trade fair for the processing, analysis and handling of powder and bulk solids.

May 30 – June 3, 2016
Munich, Germany
Look for us in Hall 4, Booth 235/334
The world’s leading trade fair for water, sewage, refuse and raw materials management.

Sept 24 – 28, 2016
New Orleans, USA
Trade fair for water, sewage, refuse and raw materials management.