

wey®

BY SISTAG 2019

# NEWS



**What drives us? Change!**  
**That's the Wey.**

# Editorial

## **SISTAG AG NEWS**

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**That's  
theWey.**

## Dear Customers and Partners, What drives us? Change!



As the old saying goes, the only thing constant in life is change. This is even more the case nowadays, as fast-moving change has become the norm. This is not something we want to shy away from – quite the opposite, in fact. Transformation and change are an integral part of modern life and something we have to confront together proactively. We see constant change as an opportunity to become even better, more innovative and more flexible.

In addition to change, there is also continuity. This is something that has always distinguished our company – continuity in ownership, continuity in terms of our production sites, continuity in the development of new and innovative products and services. In line with our company DNA, we have carefully prepared for the change in senior management and look forward to starting a new chapter in the SISTAG success story. After over 26 years as CEO of SISTAG, my father Hans-Jörg Sidler will now be concentrating on his role as President of the Board of Directors. As new CEO, I am looking forward to leading the company and its employees into a bright future – one that will surely be packed with exciting challenges.

There's no time to relax. The future has already begun, which is why we have already set a great deal in motion on both a strategic and organizational level. For decades,

SISTAG has been on an exceptionally strong footing and can count on its many loyal customers. Now it's time to build on this and tackle topics such as digitization, sustainability, process optimization and much more. Decisiveness and confidence – without unduly rushing into things – are essential here.

The challenges on the market are significant and customer demands are also changing. We see these challenges as an opportunity, and will meet them with new innovations, revised sales strategy and sustainable digitization strategy, among many others.

Thanks in advance for your dedication and support in future.

Kind regards,

A handwritten signature in black ink, appearing to read 'S. Sidler', with a long horizontal stroke extending to the right.

Samuel Sidler

# Long-standing

CEO Hans-Jörg Sidler takes stock and his successor Samuel Sidler makes his objectives clear.

## LOOKING BACK WITH HANS-JÖRG SIDLER

*Hans-Jörg Sidler, can you remember what went through your mind over 26 years ago when you took over as CEO from your father?*

At first, there was the deep respect at what my father and his business partner SISTAG had already achieved. Then came the next thought: “Now it’s my turn”. And of course, I had to look forward. I had to consider which goals I wanted to achieve with SISTAG as a young, energetic CEO, where I could build on what had already proven itself and in which areas changes were necessary in order for us to progress further. I also asked myself what the staff would expect from me.

*How does it feel to now be passing on the baton to your son – and thus the third generation?*

I feel both proud and very optimistic. It is by no means a given that a company with such

an international focus and all the challenges that come with it is run by the third generation of the same family. I am absolutely convinced of the skills and qualities my son Samuel will bring to the table as CEO.

*The company is doing well, and is now being taken over by your son – a well-qualified specialist who has been a firm fixture here for some time now. Does this make things easier, or is it still difficult to say goodbye after so many years?*

I don’t think it’s ever easy to say goodbye to something good. That said, the fact that my son with his raft of qualifications is taking over does mean it’s easier for me to let go of my operational responsibilities. And I’ll still be part of the company on a strategic level as Chairman of the Board of Directors, of course.

*Did you always intend to hand over the reins at this point in time?*

It had always been a hope of mine for many years and then eventually a con-

crete aim, but without a fixed point in time. This all changed when Samuel joined our Group and became President/CEO of our US subsidiary. From this point on, we were able to prepare for the handover and put it into action.

*The company has developed significantly in recent years. Key areas here include the expansion in Germany, investments in infrastructure in Eschenbach and product innovations. How have you experienced the time since you joined the company run by your father?*

*Are there any memories that stick out?*

All of my years in the company were challenging and incredibly exciting, with lots of investments in both man and machine. Each investment had the clear goal of furthering SISTAG as a company. There is no shortage of memories, of course. To name but a few examples, I would say organizational changes in the company and sales structures, the first CNC machines, CAD taking over from the drafting board, the establishment of subsidiaries in the USA and Germany, and the launch of the VN valve range.

*Is there a moment you're particularly proud of?*

I still look back with pride at our 50-year anniversary in 2014. On this special day, we were able to present SISTAG and our completely new infrastructure and corporate identity to our loyal customers, representatives and friends, and the celebrations with all of the staff and the many guests were truly unforgettable!

*Looking back today, are there any things you would have done differently in the past?*

It would sound rather arrogant if I was to say no, that everything was always perfect. Of course, there are always things that you have to look back on differently in retrospect. However, only one person will find out what these are – my successor.

*What does the future hold, both for SISTAG and the industry in general?*

With its Wey products, SISTAG is catering worldwide to a niche in the market for industrial valve applications. In our regions, the markets are more or less saturated, meaning we have to face up to the prospect of geographical and



production-related shifts and deal with these accordingly. Outstanding flexibility coupled with quality and adherence to delivery deadlines will also enable SISTAG to develop further as a niche provider in the premium segment in the future.

***What tips would you give your son?***

To build on the established strengths of SISTAG and keep a very close eye on the rapidly moving markets in order to make the right moves at the right time. I would also advise him to be a leader that our employees can both trust and look up to.

***How would you define your future position as Chairman of the Board of Directors? What are you going to focus on?***

To switch from an operational viewpoint to a strategic viewpoint in order for the SISTAG Group to continue on its successful path. I want to bring foresight to the table. Last but not least, I want to accompany the team by observing the market, keep my ear close to the ground and generate valuable input by asking questions in the team.

**LOOKING FORWARD WITH SAMUEL SIDLER**

***Samuel Sidler, you have been an active part of the company for some time now and I'm sure that you think about the future strategy of the company on a regular basis. What are your priorities?***

It goes without saying that I am constantly thinking about the future strategy of the company. I always devote a lot of time to doing this as it is certainly not a subject where you should rush in and make impulsive decisions. My priorities cover many different topics, but of prime importance is reinforcing the innovative strength of our company. This brings with it investments in new products and services. With this in mind, we will be dealing a lot with digitization and the optimization of processes and structures.

***Are you planning to expand and, if so, do you want to achieve this organically or through acquisitions? Or is the company the ideal size as it currently stands?***

We are always assessing possible expansions, this is absolutely normal in

business. Whether organic or through acquisitions doesn't play a role at the moment – of greater importance is being closer to our customers. Our company is present in Switzerland, Germany and the USA, but this may not be enough in the long term – not only in terms of physical presence, but also for us to be able to better understand local characteristics like language, culture, structures and so on in individual regions.

***We live in fast-moving times. Pressure is growing to provide new knowledge, innovative products, improved efficiency and steps towards rationalization, not to mention new working time models. How are you dealing with this?***

This is a challenge for us as a company, of course, and we want to deal with these changes proactively. It is important that the company moves with these constant changes and that we all develop dynamically on an ongoing basis and with added speed. But this is nothing new. As a company that generates most of its sales abroad, we are always confronted by changes, whether fluctuations in exchange rates, protectionism, political unrest, and so on.

***... and areas such as digitization, artificial intelligence and the like?***

Precisely. This is why we have set up a new department dealing with digitization in 2018 and also finalized our digitization strategy.

***Are the skills required by the employees also changing?***

Of course! But this too is an ongoing process. The jobs on offer today are not the same as 20 years ago, and digitization and automation mean the changes will continue. We believe it is of critical importance to encourage our employees and train them with these new challenges in mind. At the same time, we want to recruit new employees as well. Our project "Workplace of Tomorrow" deals with this topic in more detail.

***As a company that offers apprenticeships, SISTAG also has a lot of experience in further education and training.***

Encouraging young professionals is one of our greatest priorities. We think of ourselves as part of the Swiss education system, making a contribution both to our own company and to the labor market as a whole.

*You are following in the footsteps of your father as CEO, who also in turn followed his father. SISTAG relies on continuity and builds on solid foundations. How important is this strategy for the corporate culture and the customers?*

The customers appreciate continuity. This puts their mind at rest, not least when it comes to long-term planning. This is essential for many of our customers. Our employees can also rely on this as well. Continuity and sustainability are part of our company DNA, with all our decisions and actions made according to this principle.

*With this in mind, how important is self-sufficiency and independence in the company?*

Self-sufficiency and independence are very important, as this means we can react flexibly. Additionally, we are not driven by short-term sales figures – instead, we are able to make decisions that will only have a positive effect in the medium or long term.

*Can you sum up your company and its products in just a few words?*

You can rely on us! The products and services embody the same aspects and values as the company itself.

*A lot – indeed the majority – of production takes place in Switzerland. This is not always the case nowadays.*

Our production takes place either in Switzerland or the USA. On one hand, we can keep the product quality at a high level thanks to local production. On the other hand, we can also stay as close to the customers as possible. Moreover, we are also aware of our social responsibilities. We are part of the local community and want to play our part as an employer.

# A recipe for success

## a flexible sales partner and short delivery times

The market for knife gate valves is highly competitive – more so today than ever. It is therefore even more important to react quickly and flexibly, which is one of the strengths of SISTAG AG and its sales partner Valve Services Ltd. As a result – and also thanks to the good reputation of our Wey brand – we were able to win this prestigious contract from Jones Celtic BioEnergy in Huntstown, Dublin.

Jones Celtic BioEnergy offers holistic solutions for generating renewable energy from biodegradable sources such as household waste, food waste, agricultural waste and biomass.

Jones Celtic BioEnergy is the general contractor in the Huntstown project and acts on behalf of the Viridian Group, the investor and future operator. Viridian is the leading independent energy company in the all-Ireland market. With an annual revenue of around 1.5 billion, Viridian is one of Ireland's top 50 companies.

Additionally, Krieg & Fischer Ingenieure GmbH was tasked with initial data collection, preliminary, design and implementation planning, tendering, participation in



*Fermenter tanks under construction in September 2018*



#### **KEY FIGURES:**

**Wey knife gate valve types:**

VNA, VNC, VSA, VSC  
DN65-200  
RSK DN 125-150

**Body material:**

EN-GJL-250/316SS/  
EN-JL-1040

**Gate material:**

304SS/316SS

**Seal types:**

28 EPDM/EPDM/Scraper  
EPGC  
2P FEPM/FEPM (Atlas)/  
Scraper PVDF

the awarding process, site/project management, commissioning, and training and instructing operators. With the help of anaerobic digestion (AD) technology, the plant will generate up to 3.8 MW of electricity from 90,000 tonnes of food waste per year. After commissioning, the plant will supply 7,500 households with electricity.

SISTAG AG is both proud and grateful to have delivered around 300 Wey VN/VS knife gate valves (DN65 to DN200) and a dozen Wey RSK check valves for this project. According to the customer, our short delivery times, flexibility and the good reputation of the Wey brand were decisive in winning the contract. We would like to compliment in particular our new Technical Sales Representative, Philipp Müller, who

took on this complex project in just his third week at SISTAG AG and brought it to a successful conclusion.

Special thanks are also due to our Irish sales partner Valve Services Ltd. in Cork and CEO Donal Grogan, whose approval made the deal possible in the first place and set us on the path to success. We are convinced that he will benefit in future from the installed Wey valves and associated service business, the prestigious reference project and the partnerships developed in the local area. **That's the Wey.**

# RAM UNIVERSAL Ltd.

the new Wey partner in the UK

*RAM UNIVERSAL Ltd. headquarters  
in Broughton Astley*



SISTAG AG has decided to embark on a new path when it comes to market development in the UK. In RAM UNIVERSAL Ltd. (RAM) from Broughton Astley in Leicestershire, we now have some extremely successful, proven valve specialists and thus an ideal partner at our side. We are both confident in our abilities and the potential of the Wey brand in the UK, which is why we are setting some ambitious goals together.

Since 1982, RAM has been delivering high-quality, customized valve and controller solutions across Europe. The company focuses on providing all types of valves for the automated process in-

dustry and can develop and manufacture tailored solutions for specific customer requirements. RAM will be promoting the Wey brand in virtually all industries in the UK – the more challenging the better.

The facilities in Broughton Astley leave absolutely nothing to be desired. The in-house technical workshop is equipped with welding, processing and polishing machines. This is perfectly complemented by an assembly department, in-house testing equipment and an impressive warehouse packed with valves of all shapes and sizes. This infrastructure – together with expertise built up over more than 37 years – means RAM has made a name for itself as a reliable, professional solution provider in the UK valve industry.

Customer service is of utmost importance to us both. We strive to ensure that all customers – regardless of their size and importance – are treated with the same level of care and attention that they deserve. RAM has worked in line with the stringent guidelines set by the BSI since 1997, and

also has the latest ISO 9000 quality certification. RAM has worked closely with Rolls Royce for many years. Rolls Royce uses a parallel quality control system called GS3001, which RAM has owned since 2005.

If you are on the lookout for valve and controls expert in the UK in future, then RAM is the ideal choice. We are looking forward to working together – **that's the RAM Wey!**

#### **RAM UNIVERSAL LTD.**

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*Motivated sales team at RAM*

# Added value thanks to new Wey sample case

This compact case is packed with items that should make the sales process a little easier and more attractive. The plan is to impress prospective Wey customers directly with some winning arguments. SISTAG AG and the Wey brand are in competition every day with numerous low-cost providers across the globe. These providers manufacture knife gate valves in Eastern Europe or even in Asia and sell exclusively by price point. It is thus even more important for SISTAG AG to convince our representatives, customers and end users of our quality, flexibility and over 50 years of experience in developing and manufacturing customized Wey knife gate valves.

For our representatives, there is nothing better than always having the right arguments for the Wey brand on hand. In addition to a cut-away model of the Wey VNA DN80, the case also contains numerous samples and materials that aim to emphasize the added value of the Swiss-made Wey knife gate valves in a tangible fashion. With the enclosed samples, it can be demonstrated how the wear ring protects the Wey housing from abrasive media or how air ingress in the process can be regulated. Customers are shown the soft-sealing properties of NBR, EPDM, FKM, etc. compared to PUR, PTFE and Hytrel, and which areas of application we cover here.

The Wey cut-away model demonstrates the bidirectional construction, the self-cleaning effect using flushing corners, the resealing possibilities, the guided gate and other advantages of Wey knife gate valves. All of this is packed in a robust, lockable, waterproof GT Line case with quiet-running rollers and telescopic handle, which makes the trip to the customer even more comfortable for the Wey sales representatives.

## **DEMONSTRATE THE BENEFITS OF WEY**

- Jam effect seen on standard knife gate valves compared to those from Wey can be felt

- Variations in gate materials and how they are processed
- Cut-away model gives an insight into the inner workings of a Wey valve
- Ni-Hard wear ring and deflector cone
- V-notch and deflector cone
- USB memory stick with Wey documents and videos in several languages

- Variations of different seal materials (body- and transverse seals)
- Wey replacement seal set
- Wey repacking set for tamping the transverse seal
- Various laser-etched type plates and number plates

The sample case is available for interested partners and representatives to use for a one-off fee of CHF 545 (EUR 480). Sounds like a promising idea with lots of added value, we're sure you'll agree!



# Annual maintenance of Wey valves by SISTAG

The periodic inspection of Wey valves is an obligation that must be met by all operators. In order to ensure safe and reliable operation, your components must be inspected and serviced on a regular basis.

Our experienced, highly trained SISTAG specialists carry out maintenance work quickly and on schedule. Our flexibility, sustainable approach and professional service are a winning argument for our clients.

We check whether maintenance and continuing operation make sense from an economic point of view or whether the valves should be replaced.

## THE MOST IMPORTANT BENEFITS ARE AS FOLLOWS

- Operational downtimes are prevented or kept to an absolute minimum, leading to increased system availability.
- Outages at an inopportune time can be avoided.

- By analyzing the current status, the maintenance time can be planned in advance.
- The maintenance cycle is extended through periodic inspections.

As manufacturer and supplier of Wey valves, we would be happy to advise you on planning your next inspection.

### Contact us

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# Augsburg wastewater treatment plant

## Wey valves in action

Wey products boast outstanding precision and demonstrate their reliability in applications around the world. In addition to applications in various industrial branches, Wey knife gate valves are the first choice in wastewater treatment facilities in particular. Wherever absolute leak tightness in both flow directions is an essential requirement, Wey is on hand as a leading international player.

### **AUGSBURG WASTEWATER TREATMENT PLANT – A EUROPEAN LEADER**

One such example are the Wey knife gate valves installed at the Augsburg wastewater treatment plant in Germany. This plant is the fourth largest in Bavaria and is at the absolute cutting edge of technology when it comes to its cleaning performance. Moreover, it is one of the few major wastewater treatment plants across Europe to also generate excess energy of around one-fifth in addition to covering its own energy requirements in full, with

around 18 million kWh of electricity produced compared to own requirements of only around 15.5 million kWh.

### **WEY VALVES HELP WITH BIO-LOGICAL TREATMENT**

Biological treatment is at the heart of wastewater treatment, with Wey valves playing an important supporting role. They are installed upstream and downstream of the pumps in the recirculation pumping station, which ensure that the activated sludge containing nitrate is pumped back into the denitrification zone in the biological process and are thus an integral part of the internal biological treatment cycle.

In the activation tanks, organic compounds and plant nutrients are removed as part of biological treatment. This follows the separation of coarse materials, oils, greases and organic suspended matter in the screens and primary treatment tanks upstream. This is made using



microorganisms that are contained in the wastewater and aerated biomass. Biological treatment thus corresponds to the self-cleaning process that takes place in natural bodies of water. By pumping the biomass back out of the secondary treatment tanks, the amount of microorganisms in the treatment process is kept at the desired level. The returned sludge

that has been pumped back mixes with the newly arriving wastewater and the cycle begins once again.

### **WEY VALVES REGULATE THE FLOW TO SECONDARY TREATMENT TANKS**

Furthermore, the Wey valves also regulate the flow of the biologically treated wastewater to the secondary treatment tank. Here, the flow rate is reduced further so that all remaining solids settle on the floor. The treated wastewater remains on the surface and is fed into the River Lech.

The Wey valves are operated pneumatically as pressure and suction valves. The control pressure/air pressure on the pneumatic cylinder is approximately 7 bar. On the pressure side, the operating pressure of the pumps assigned to the valves is approximately 0.3 bar. On the suction side, there is a water column of approximately 6 meters. Both sides are connected to each other. The suction valve, pump and pressure valve are po-

sitioned in the middle of the connecting line. The operating pressure on the pressure side corresponds to the pipe resistance.

In the event of malfunctions and during repairs and maintenance, the pumps are hermetically sealed in both directions according to leakage rate A detailed in the inspection according to EN-12266-1.

### **POSITIVE FEEDBACK ON WEY VALVES**

In addition to their use in biological treatment, Wey valves are also used in other stages of the treatment process at the

Augsburg wastewater treatment plant, for example in the sand trap and grit washer. Mr. Hubert Kraus, Head of Process Technology: “We have used Wey products for decades and are very satisfied with their performance.”

The Augsburg wastewater treatment plant is currently – including industry and trade – set up for a population equivalent of 680,000, while the complete development has a population equivalent of 800,000. Each year, around 50 million cubic meters of wastewater is treated and fed back into the natural water cycle via the River Lech.



# SISTAG makes it possible

Your challenges are what motivates us when it comes to offering special innovations and services. Problems call for solutions, and there is virtually nothing we can't do here. We manufacture valves with diameters ranging from 50 mm diameter to several square meters, for vacuums of just a few millibars to pressures of 100 bar, with closing times between a few milliseconds and several minutes, with concentric and eccentric geometries, and made from materials as diverse as gray cast iron and high-grade stainless steel. The valves have seals for all types of materials, ranging from gaseous to aggressive, abrasive and the finest media, with leakage rates from zero to far better than the applicable standards, with connection types for use around the world, with assembly variations ranging from standard flanges to highly complex assemblies, and with manual or completely automated actuation. Engineering means working with your head and manufacturing with your hands, and all assisted by machines that plan, simulate,

calculate, mill, drill, polish and test for us. At SISTAG, this is all carried out in-house. We are an innovative, globally successful family-run company. Get in touch with us today and put us to the test!



*Wey DBB knife gate valves with double safety features*



*SpeedWey HSI quick-closing valves with closing times of just a few milliseconds*



*Wey sluice gate 2 with sizes of up to several square meters*

# News from Wey Valve Inc., USA

## Delran Township Sewage Authority

### **WEY VALVE INC. SPECIFIED FOR ZERO PRESSURE DRIP-TIGHT SHUT OFF – SUCCESS THROUGH PARTNERSHIP AND CUSTOMER EDUCATION**

Delran Township Sewage Authority is a privately held company in Delran, New Jersey. As the area sewage facility, they receive all local waste from the surrendering areas.

In 2016, their consulting engineer, CME Engineering, of Parlin NJ required a low pressure shut-off knife gate application. Normal knife gates require pressure assist to remain closed with minimal leakage. However, in this application, a pressure assisted valve would “weep” into the Delaware River, which would have been unacceptable. The engineer was uncertain “any valve” would meet this requirement.

Once the low-pressures were identified, the Wey Valve Inc. Team swung into action and tested a 24” VL knife gate valve.

They filmed it for 30 minutes, with the body full water, which represented about 4” of inlet pressure. There was zero leakage during the test period, and, as a result of the test, the engineer was sold!

As a result of Wey Valve’s Inc. testing, CME Associates modified the specification to require a Wey knife gate valve. With the help of their local representative, Mr. Jason Chase of Harper Haines Fluid Control, Milford, CT, a quantity (5) 30” W0 series, and quantity (2) 20” W0 series valves were sold to the Authority.

As originally specified and installed, the handwheels were too close to the decking, and constituted an OSHA tripping hazard. In early 2018, the engineer requested that the two 20” W0 series actuators be elevated an additional two feet – to eliminate the OSHA hazard. Although not originally specified by the engineer, Wey Valve Inc. agreed to assist in modifying the installation for them.



*Completed top-works modifications to 20" W0 Series valves*

To remedy the situation, the Wey Valve Inc. Team custom-designed specially dimensions top-works, plus modified stem connections at the gearbox. This work was performed by Wey Valve Inc. personnel and Harper Haines Personnel, on-site.

Once the stem extensions were completed, it allowed the valves to be easily operated and prevented the handwheels from hitting the deck grate ... no more tripping! CME Engineering expressed gratitude to both Wey Valve Inc. and Harper Haines Fluid Control for the completed work; and will enthusiastically specify Wey Valve Inc. for future applications. **That's the Wey.**



*Tag plate*

**That's  
theWey.**

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VALVE INNOVATION\_MANAGEMENT



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PERFORMANCE

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