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# WE MAKE IDEAS FLOW

[www.burkert.com](http://www.burkert.com)

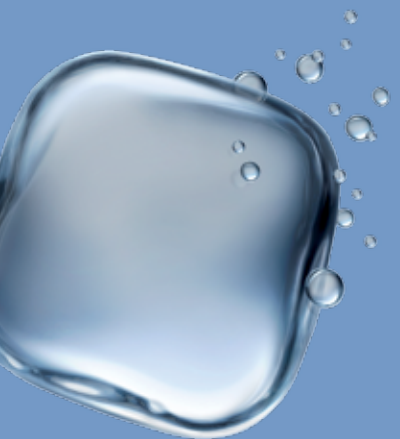
Company Profile

**burkert**  
FLUID CONTROL SYSTEMS



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## We Have a Fascinating Job.



For over 60 years, we at Bürkert have been devoting a lot of time and energy to liquids and gases. And yet hardly a day goes by without new and exciting challenges which we gladly embrace—challenges that help us grow. Whether measuring or controlling, we're fascinated by everything that flows. And without doubt, this fascination has enabled us to become a world leader in the area of Fluid Control Systems. It also drives us to constantly reinvent ourselves without losing sight of our strong values.

Our efforts have created a flexible organization that is evolving every day thanks to its closeness to the customers. It is a closeness that is second nature to us as a medium-sized company. Bürkert's expanding global network, combined with the constant optimization of our processes across all segments, allows us to exchange experience directly and develop joint solutions more quickly and effectively.

This fascination for our business also motivates us to continue venturing beyond the confines of specific market sectors and to seek exceptional solutions to unconventional problems. The segmentation of markets is one example of the specific courage at Bürkert to diverge from standards. This allows us to deliver maximum customer benefit, especially when it comes to application-oriented system solutions, without losing sight of our product-based solutions. Is there anything more fascinating than that?

Let us fuel your fascination, too. Welcome to Bürkert!

Yours Sincerely

A handwritten signature in blue ink, appearing to read 'H. Rohrbeck', is written over a light blue background.

Heribert Rohrbeck

## We Have Always Been Different.

Today, customers all over the world view Bürkert as a valued partner when it comes to working with fluids and gases. Why? Well, probably because we always think one step ahead, and that's not something we just started doing yesterday. Not only do we think ahead, we also think outside the box. For this reason, we have established ourselves as a provider of integrated system solutions, a dedicated consultant, and a manufacturer of leading technology products. Our bundled expertise is truly unique in the market—just as unique as the experience we've accumulated in more than 60 years of passionate work.

Wherever fluids and gases are used, there is always a need to measure, control, and regulate. That's why our products and solutions can be found virtually anywhere: In gasoline pumps and brewery plants, in emergency ambulances and dentists' chairs, in space satellites and subway ducts.

The foundation for the company's success was laid in 1946. Even then, the founder of the company, Christian Bürkert, whose name the company still bears today, had a clear vision: He wanted to develop innovative technology for the fundamental needs in those days. Bürkert's first successful products were temperature controllers for incubators and stoves—things that were desperately needed at that time. Then the 1950s brought rapid social and economic development. As a result, our company's main focus shifted to fluid media because Christian Bürkert soon realized the fascination and the potential offered by this newly developing market. Bürkert became the driving force of progress in measurement and control technology. We revolutionized valve technology with the world's first plastic-molded solenoid coils, and then again with the introduction of the first universal modular valve system. And that's just mentioning two of our numerous developments.

Today, we are one of the world's leading companies for Fluid Control Systems. We enjoy doing what we do—every single day.

*You'll find openness and complexity, not just at our headquarters in Ingelfingen but in each conversation with us as well.*







# EXPERIENCE

Some things do not come easily. They must be accumulated over time, learned from others, or constantly reacquired—which is what makes them so valuable. One of these things is experience. It's only through experience that you can develop ideas that will open up genuinely new ground. Those who share our core aspiration to continue exploring new paths will appreciate all the more the value of experience in business and for a business. This is why we leave no stone unturned when it comes to broadening our experience and passing it on to our customers. So that everyone can benefit from it.

## Nothing but Fluids on Our Minds.

Fascination has a serious side effect: It's contagious. That's why today over 2,500 Bürkert employees worldwide are pursuing a mutual goal—with passion, competence, and drive: To offer more with each job than the customer expects. We are fascinated by the challenges of fluid media; fascinated by the multifaceted possibilities of state-of-the-art measurement and control technology; fascinated by the chance to take the future into our own hands.

At Bürkert, no one just has one job. Our complex tasks require our employees to think and act beyond their functional boundaries. And they do so with enthusiasm. Our employees' own initiative is certainly one of the most distinctive characteristics of our company worldwide. At Bürkert, everyone should—and everyone can. We assure this through individual continuing education measures and a process organization that is consistent throughout the company. And that benefits both our customers and our employees.

We have valued open project work for many years. If complex tasks arise—and this is almost always the case—we assemble the best team for the particular job. A healthy mix of experienced specialists, managers, and young trainees ensures optimal work results. Our employees are full of ideas, inspired, educated, and competent. All contribute their experience, knowledge, and creativity in order to achieve more as a team. And at the same time, they also expand their own wealth of experience as well as that of our company.

*Comprehensive mentoring amongst all Bürkert employees ensures that we remain a key partner to our customers in the future, too.*





## We Do Not Just Accept Challenges. We Look for Them.

Quite possibly no other company in our industry invests as much in re-search and development as we do. Today, we are shaping the future of fluid technology in four research and development centers. And we do not simply wait until our customers give us a difficult problem to solve. On the contrary. We continuously observe markets as well as consumers and their wishes. From this, we derive the requirements our products must fulfill in the future. And when the time comes, we often have a solution ready.

Our aspirations are to develop products that represent milestone achievements, e.g. TwinPower. Products that fulfill a particular task to perfection. Products that can offer more value than a competitor's product. Products that are better than anything that ever existed before. Products that sometimes even make the impossible possible. All within a system. In other words, products that are adaptable and usable in ways that go far beyond just one certain type of application. That this works—and has done so more than 30 times in the past year alone—well, we suppose our experience may have something to do with it.

We are curious. But that is not the only reason why we work with the latest methods and technologies in research and development. Concepts such as simultaneous engineering, rapid prototyping and intelligent control of data flows make accelerated development processes possible, and at the same time ensure top quality results. And because we believe that sometimes you have to embark on completely new paths to achieve truly new solutions, we are strongly involved in fundamental research in collaboration with leading scientific institutes.

*The only thing impossible for us is the word impossible. At Bürkert, we simply do not accept such barriers—after all, free thinking is the key to extraordinary solutions.*



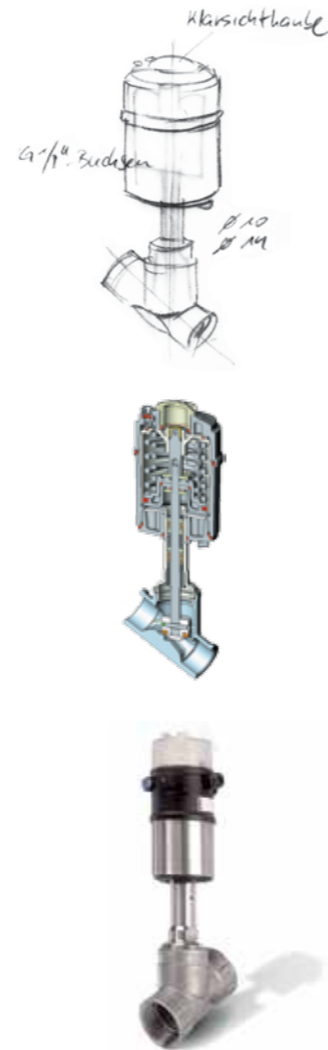
## No Fluid Flows Past Us.

Whether food industry, biotechnology, or automotive industry, whether gigantic manufacturing plant or small consumer product, whether measuring, controlling, or regulating: Our products and system solutions can be found wherever fluids and gases are used. They are highly efficient—in two different respects. Our products and system solutions significantly contribute to an efficient overall process. At the same time, they are not just tailored to their respective application, but can quickly and efficiently be adapted as system solutions for other industries, products, and purposes as well.

As one of the few providers on the market, we cover the entire process involved in working with fluid media: measuring, controlling, and regulating. To most of our customers, we are far more than just a provider of excellent products (although currently our product range spans more than 28,500 different products). Our customers also value us as a trusted consultant and experienced system solution provider.

Quite possibly no other company's range of expertise in this sector is as extensive as Bürkert's. This makes us fast and independent. We are a one-stop shop—even when it comes to complex projects or highly sensitive, hygienically demanding environments.

Our customers are always on the safe side with Bürkert in other respects, too. Our products, manufacturing, as well as the entire company are DIN ISO 9001 certified. Moreover, we are the first valve manufacturer outside of North America to receive the CSA Category Certification. This allows us to carry out all mandatory measurements ourselves and, if necessary, to issue the required certification to our customers. We also have ATEX certification and Ex approvals for various markets. And for us, it goes without saying that we adhere to international standards and norms.



*Quintessential Bürkert—eControl, the first controller for simply everything: Flow rate, pressure, temperature, pneumatic and electrical systems, plastics processing, metal processing, and many other applications.*





# COURAGE

By restricting yourself to fine-tuning what already exists, you'll eventually come up against limits—whether technical, economic, or indeed personal. Transcending those limits takes courage. The courage to be different and believe in your own ideas. The courage to venture into the unknown, seek new paths and mastermind inspirational products. Only with courage you can start searching today for solutions to the challenges of tomorrow. Which is why courage is the vital stepping-stone to our success—as is eloquently reflected in our company history: Instead of being content with the status quo, we constantly reinvent ourselves and our products.



## Everything Flows Together in These Houses.

First, there was the question of providing more. More than just components. More connection options. More individuality. And more possibilities. That was at the beginning of the 1990s. We already had all the answers in store long ago—figuratively speaking, of course. For that reason, it was only logical to build a separate facility to serve as the “storehouse.” Here, we exclusively devote our work to customer-specific system solutions. The term “Systemhaus” stands for this development. In the meantime, there are five such Systemhaus locations—in Germany, North America, and China.

Employees with experience in different processes work closely together in these “houses”. This means we travel short distances, both spatially and in terms of sharing ideas. And that, in turn, translates into reduced response times for customer requests and a direct, holistic improvement regarding the development of solutions. Our Systemhaus locations provide ideal conditions for developing customer-specific system solutions. Technical concepts, calculation of costs, machining, prototype manufacturing, testing, and documentation—all steps are carried out in one location.

Our Systemhaus in Ingelfingen is backed by our Systemhaus locations in Dresden (main focus: electrical fluid systems) and Dortmund (main focus: control cabinet construction and welding technology).

In order to also be able to implement our system concepts locally for our customers in other important markets, a Systemhaus was opened in Charlotte (USA) and in Suzhou (China). There, teams of experts with extensive market-specific knowledge can develop very specific solutions.

Way too much system? Don't worry. Of course, all of our products and services are also available individually—here, too, we completely adjust to our customers' wishes. But perhaps it is reassuring to know that, no matter what, you can always count on our expertise, our enthusiasm, and our reliability—we tackle everything, from simple requests to seemingly unsolvable problems.

*A picture symbolic of our Systemhaus concept—accomplishing great things by working hand in hand. An open system with a wide range of experiences leading to a wide range of solutions.*





## Fascinatingly Versatile.

Our experience and courage to persistently think beyond boundaries have taught us: The application solutions we develop for one particular industry can also serve as blueprints for others. In other words, the application solutions we develop for a brewer can also be useful for a high-tech laboratory. That's why we've grouped – or 'segmented' – our activities according to the real applications our customers use.

At Bürkert, our segments are Water, Gas, Hygienic and Micro. Each of these segments combines a range of technologies to offer our customers individualised solutions for specific applications.

### .water .gas .hygienic .micro

#### Water – Our most precious commodity

Inside the refreshing world of Water, expertise in managing this precious resource makes all the difference. Our Water solutions play a major role in one of life's necessities – from wastewater treatment to mineral water production and comfortable living.

#### Gas – Invisible but powerful

Inside the refined world of Gas, precise control and repeatability are par for the course. Our extensive Gas portfolio features in a diverse range of industrial applications – from infant respirators to automatic welding machines and turbine blade coatings.

#### Hygienic – In safe hands

Inside the pure world of Hygienic, cleanliness, easy validation and the very highest standards are everyday concerns. Our experience in dependable Hygienic solutions meets many different needs: from medicine production, to clean utilities, to steam-controlled pasteurisation.

#### Micro – Small is beautiful

Inside the miniaturised world of Micro, every drop counts. A world where precise handling of even the smallest liquid volumes becomes refreshingly simple. Our Micro products and systems excel in a wide range of equipment – from blood analysers and dialysis equipment to ink-jet printers and soft-drink vending machines.

*Bürkert's unique application approach to segmentation allows us to apply our knowledge to a wide range of industries. By focusing on an application, we become experts for the entire flow process and valuable partners for our customers.*





# CLOSENESS

Some things are completely taken for granted. It is only when they are missing that we appreciate their true importance. This applies in particular to closeness. Without closeness, it is hard to build relationships and forge genuine mutual understanding. As an established medium-sized company, we know this. And we know the importance of keeping communication paths short—both inside and outside the company. This is why we make such a point of facilitating personal contact at each of our locations worldwide. For even as a global player, there is one thing we never lose sight of: personal interaction.





## Wherever You Are, We Are Not Far Away.

With 36 branch offices and seven production locations, we are close to our customers worldwide. But these are not merely centrally operated satellite sales offices: Together with our Ingelfingen headquarters and our four research and development centers, these offices form Bürkert's global network in which a continuous exchange of knowledge and experience is cultivated.

Everywhere in the world, we are close to our customers and therefore know at first-hand about their specific tasks and problems. Experiences gained in the individual countries are continuously fed into our central knowledge pool so that customers all over the world can benefit from our global presence.

We also promote international collaboration in other ways, for example through the creation of our global "Technical Training Program." More than 550 employees participate in the training program each year, which includes presentations, practical exercises, and factory tours. But for us, it is about more than just an exchange of experience and knowledge. It is about developing a true, deep understanding of other cultures—because that is the prerequisite for true closeness.

As a result, our customers benefit from their closeness to a friendly partner along with the resources of a global company.

*Two of Bürkert's 2,500 employees worldwide. Friendly, competent, and reliable, not just at first glance but also—and especially—in the day-to-day work with our customers on site.*

## The Company at a Glance.\*

### Company data:

Sector: industrial measurement and control technology, fluid technology  
Founded in: 1946  
Founder: Christian Bürkert  
Type of company: GmbH & Co. KG (limited partnership with a private limited company as general partner); 100% family owned  
Proprietor: Bürkert family  
Management:  
Bürkert Group: Heribert Rohrbeck  
German companies: Heribert Rohrbeck, Gerhard Koch  
Company headquarters: Ingelfingen, Germany  
Branch offices: 36  
Employees: over 2,500 worldwide (about 1,600 in Germany)  
Trainee rate: 9,6%  
Consolidated sales in 2014: 412 million euros (+0,2% over previous year)  
R&D rate: 10,7%  
Export rate: 80%  
Investment (asset) rate: 5,5%

### Products and services:

Research and development  
Production  
Consulting and engineering  
Supply  
Initial operation  
Training  
After-sales service

### Applications:

Filling level control  
Flow control  
Pressure control  
Temperature control  
Analysis control  
Metering technology

### Product lines:

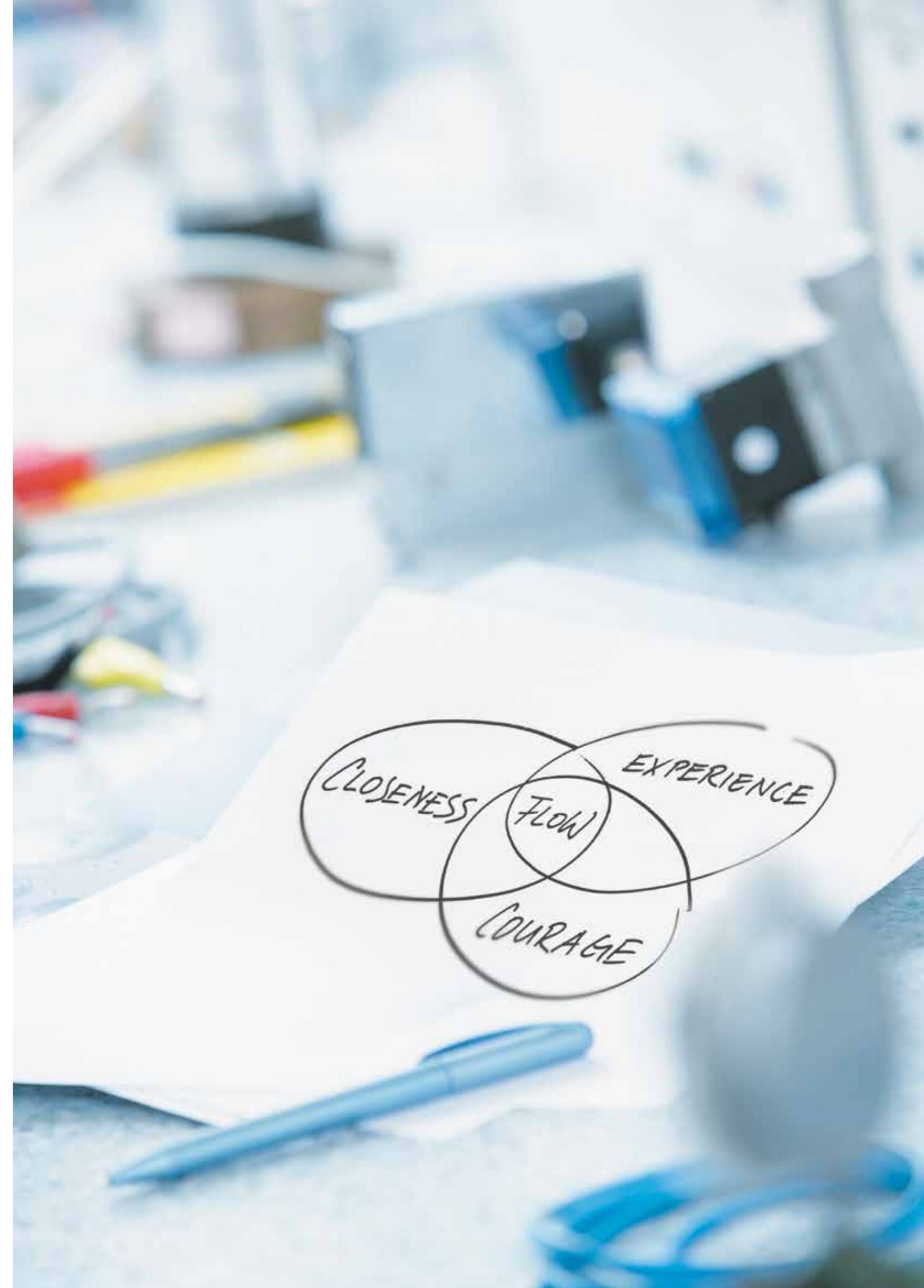
Solenoid valves  
Process and control valves  
Pneumatics  
Sensors  
MicroFluidics  
MFC/MFM and  
Solenoid control valves  
Control devices

### Segments:

Water  
Gas  
Hygienic  
Micro

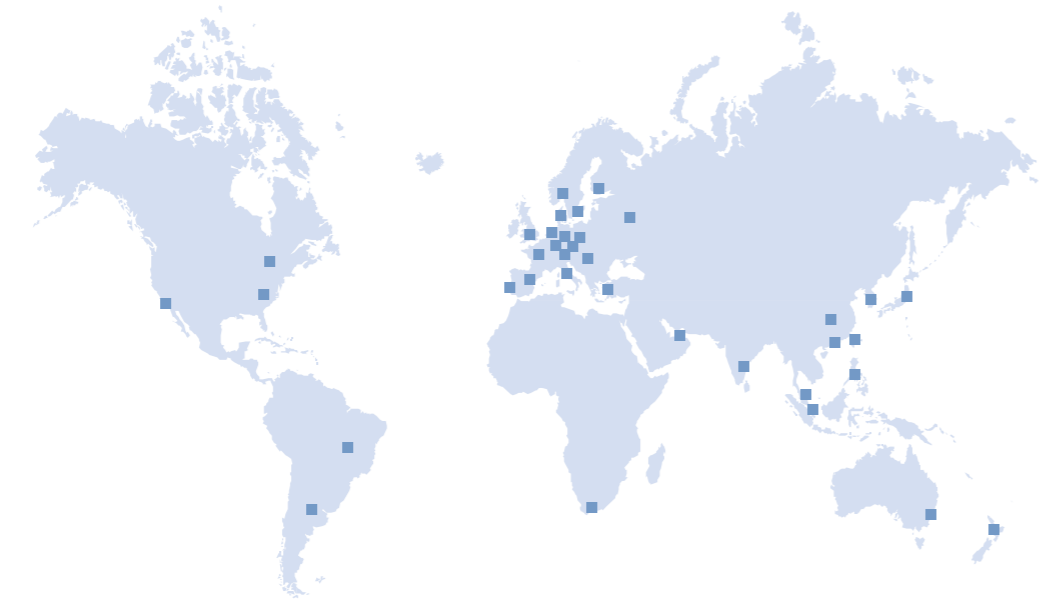
### Sectors, e.g.:

- Aeronautics
- Analysis technology
- Automotive industry
- Biotechnology
- Chemical industry
- Cosmetics industry
- Electronics
- Energy
- Food industry
- Genetic engineering
- Mechanical engineering
- Medical technology
- Packaging industry
- Pharmaceutical industry
- Sanitary engineering
- Semiconductor industry
- Textile industry
- Water treatment



\*Status 2014





## Important Company Contacts

### Headquarters

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Fax: +49 (0) 7940/10-91 178

### Human Resources

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Fax: +49 (0) 7940/10-91 204

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Telephone: +49 (0) 7940/10-91 111  
Fax: +49 (0) 7940/10-91 448

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Australia  
Austria  
Belgium  
Brazil  
Canada  
China  
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Finland  
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Great Britain  
Hong Kong  
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Thank you very much for your support (and spirit).

