



Made in the USA



from

## HAMMEL DAHL GROUP REORGANIZES



Rear (L to R): Carl Reed, Don Fisher, Jim Seltzer, Jamie Bogumil, Seth Geist & Alex Scott. Front Row (L to R): Ed Quinton, Rich Massemينو, Betsy Hutchinson, Diane MacLeod & George Nunes.



Left to Right: Brian LaFleur, Dan Squillante, Kevin Kilby, John Confreda and Ron Quartochi.

## NEW CONTRACTS

THE HAMMEL DAHL CONTROL VALVE DIVISION, an inherent part of the KOSO AMERICA company that also includes the REXA line of Electraulic™ actuators, has been re-organized to apply focused management and to eliminate shared resources with the much larger Rexa division. The new organizational structure will provide strong day-to-day tactical and strategic emphasis to growing the H-D business. The company will go forward with the same functional staff that has performed so well in the past, but with renewed emphasis on generating a larger market share for the valve line. The company will continue to market the full line of rising stem valves over a wide range of pressure classes, applications and performance spectrums, from standard applications to a full line of severe service options.

Driving the new profit center, Carl Reed, formerly Director of Engineering for Koso America, will be tasked to add new business through agility, service, product strengths and intense attention to real-time business opportunities. The team that has been assembled for this undertaking has long been known for their skill, knowledge, responsiveness and customer orientation and includes some familiar faces:

- Inside sales and applications: Alex Scott, Rich Massemينو, and Betsy Hutchinson,
- Order Fulfillment: Headed by George Nunes, Don Fisher and Diane MacCleod
- Engineering: Managed by Jamie Bogumil.

Our goal is to develop the Hammel Dahl business through the design and execution of more competitive products, deliveries, services and improved working relationships with our representatives and end users.

THE HAMMEL DAHL GROUP has just completed a new contract with Praxair to provide spares and complete control valves. The contract was completed by a joint effort between Niagara Controls, Orville Chandler and the Praxair OEM and should provide a steady stream of parts and valve business. Further to this issue, the manufacturing group was successful in obtaining approval from Praxair for our clean room, used to assemble and test their cryogenic control valves. More details on that below.

NIAGARA CONTROLS which only recently joined our team of sales representatives is located in Buffalo, New York with offices in Syracuse and Saratoga Falls. For details or assistance in New York state, contact Joe Clemente (tel.: 716-853-6400 or [jclemente@niagaracontrols.com](mailto:jclemente@niagaracontrols.com)).

### CUSTOMER SUPPORT

OUR INSIDE SALES AND MANUFACTURING GROUP is dedicated to providing a high level of customer support. Recently a major customer needed a small control valve ASAP. They responded with a full bore effort that culminated in a two-day turn time for the complete valve!

### WORK COMPLETED

A LARGE PROJECT for **Everest Automation** was completed in February. This project consisted of 106 control valves from standard product to Q1 and Q2 low noise/anti-cavitation product and even a large number of valves with "stacked disc trim" for severe service applications. This project shipped without a hitch.

### DISCONTINUED

"THE HAMMEL DAHL/CONOFLOW COMPANY manufactured and supplied V701 Venturi Angle Valves from the 1950's to the present and during much of this period the actuator of choice was the Conoflow Rotomotor. The Rotomotor was a pneumatically controlled and driven mechanical gearbox actuator capable of large thrusts and long strokes. Over the years this actuator has been displaced by more modern electro-hydraulic actuators, such as the REXA, and as a result the last complete Rotomotor was shipped in 1993. Even though this product has become obsolete we have continued to supply spare parts for the past 15 years. We have made the decision to terminate all support for the Rotomotors that exist in the field, and any requests should be forwarded to Rich Massemino who will quote new Rexa Actuators."

### IMPROVEMENTS & APPROVAL



Clean Room



ON FEBRUARY 5TH after a review of our O<sub>2</sub> cleaning facilities and practices, and some recommendations from the Praxair auditor for improvement, we were advised that Koso Hammel Dahl will be accepted as a provider of Oxygen service valves for Praxair.

The Hammel Dahl valve, specifically the V817 cryogenic valve, has had a long tradition of meeting the stringent requirements of the air separation industry and is well known by industry leaders like Air Products, Praxair and Air Liquide.

Although we are best known for the cold box valve, we are also prepared to meet O<sub>2</sub> service yard valves, which are typically the G120 or G130 Series valves with bonnet extensions.

If any of these applications exist in your market areas, please visit them and reintroduce them to our air separation capabilities. We are confident we will meet their performance requirements, be competitively priced and fulfill their delivery needs.

Put us to the test....We love a challenge! We know we'll come through for you and our customers.