

| NEWSLETTER |

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ISSUE: SEPTEMBER 2017

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■ A WORD FROM THE BOSS

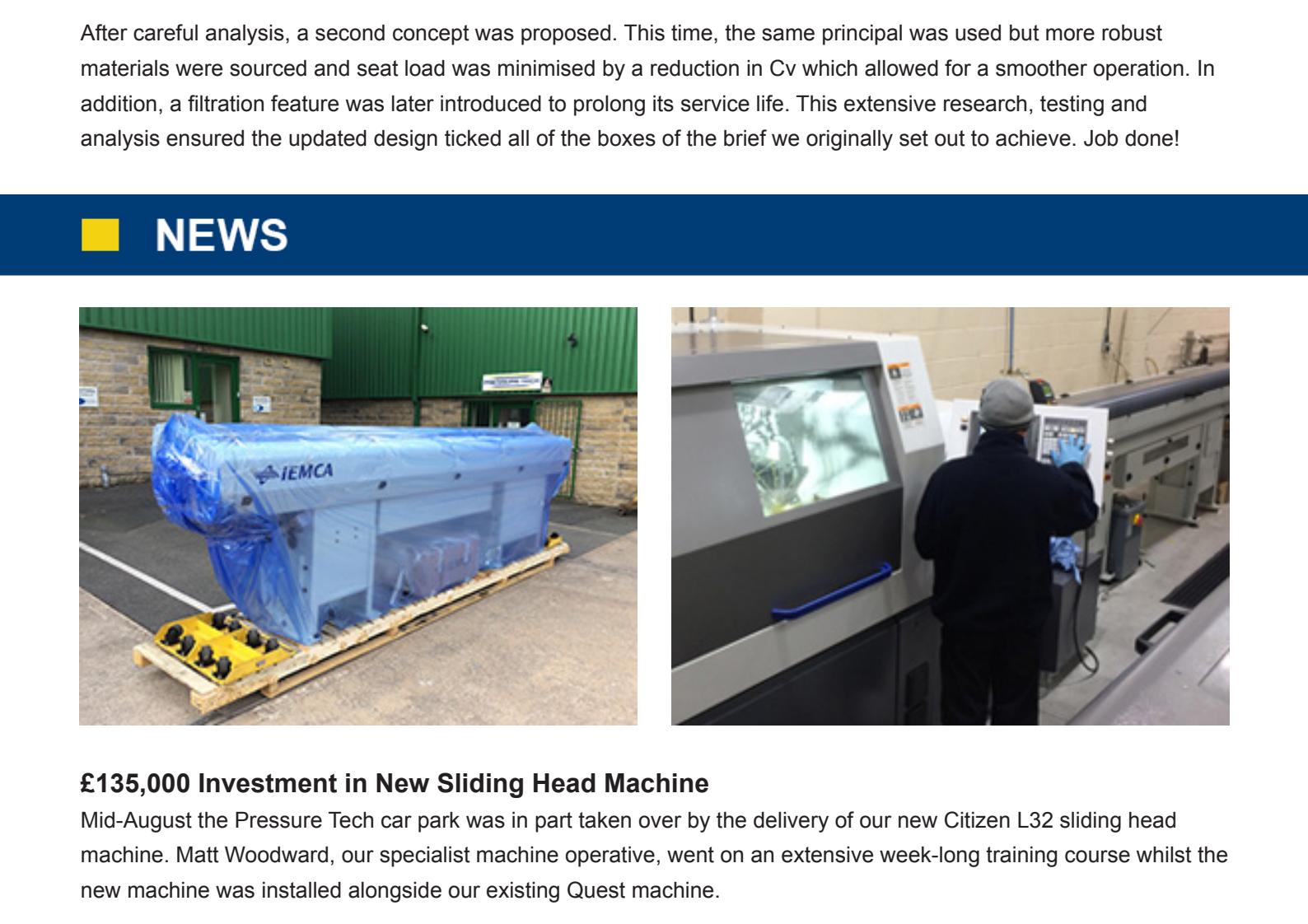


"I recently had the pleasure of attending two 'table top' exhibitions organised by the British Valve and Actuator Association (BVAA) who represent the interests of over 200 British companies, responsible for employing over 9000 people involved within the valve industry. The exhibition provided an opportunity to meet engineers and buyers alike within two key EPC companies who would have been much more difficult to access without the support of the BVAA. The exhibition also provided the opportunity to network with other valve companies and find out how business was going for them. The overall consensus was that 2017 had been a better year than the previous two years and monthly activity could swing from one extreme to the other, with uncertainty over whether growth will continue into 2018."

Pressure Tech has seen sales increase by 30% on our previous year with several changes being made to our structure and strategy to ensure further growth into 2018, and beyond. We have developed approximately six new pressure regulator designs and started work on a complimentary range of products during the early part of 2017. We also have two additional Design Engineers and a new sales and marketing team, who work extremely well together to ensure our customers individual requirements are being met. Recent investments have also been made, expanding our parts inspection facilities and installing an additional CNC Sliding Head machine. All of which confirms our intent to continually improve customer service levels and support future opportunities."

Steve Yorke-Robinson - Managing Director, Pressure Tech

■ INNOVATION, INNOVATION

**TIS Order Sees SS-690 Reworked For Remote Subsea Operation**

Pressure Tech were asked by our authorised reseller, TIS Hydraulics, to provide a design solution to enable the remote set point control of one of our subsea regulators during its service under water.

As standard, a regulator's set point is configured according to a customer's specific requirements during its build at our unit in Glossop, near Manchester, UK. The regulator is then supplied as 'set and lock' and any changes after this point must be physically conducted, either prior to system installation or during maintenance intervals.

Our solution? A closed loop actuator.

Through the use of a rotary actuator, the customer is able to control the set pressure point constantly via an electronic signal during regulator operation. The actuator itself is fully sealed, IP69K rated and has a sea water depth rating of up to 3000m, making it perfect for under water control applications.

The use of an actuator required a regulator design adaptation which was successfully provided by the Pressure Tech design department.

■ DESIGN IN FOCUS

Each issue, we're going to take a closer look at one of our products and focus on its features and design history. In this issue, we're focusing on the HYD-691 - our low-flow, hydraulic pressure regulator.

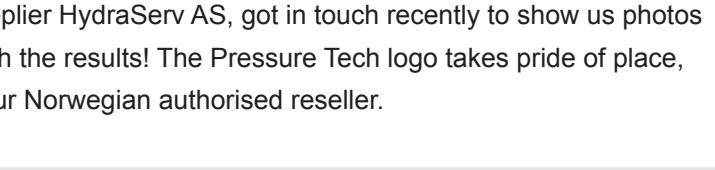
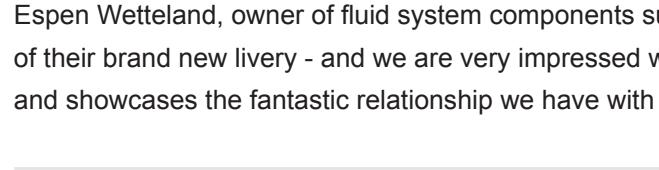
HYD-691 Hydraulic Pressure Regulator

After the success we had seen utilising the ceramic seat on some of our other regulators, the Pressure Tech design team set about re-visiting the main valve arrangement of the HYD-690 to see if changing to a ceramic seat would enhance the performance of Cv 0.1 model, by improving its resistance to damage from contamination and valve load. The design challenge was to implement the ceramic seat without affecting the geometry of the body so that existing HYD-690 regulators could be upgraded to the new HYD-691 design.

The design team focussed their efforts on utilising a cartridge design - one element to house the ceramic seat and valve. This made for easy installation and was maintenance-free as the full cartridge would then become part of the HYD-691's service repair kit, pre-tested in-house. After conducting extensive cycle tests, it became apparent that the initially sourced ceramic components and internal seals were not up to the standards we expect from our regulators.

After careful analysis, a second concept was proposed. This time, the same principal was used but more robust materials were sourced and seat load was minimised by a reduction in Cv which allowed for a smoother operation. In addition, a filtration feature was later introduced to prolong its service life. This extensive research, testing and analysis ensured the updated design ticked all of the boxes of the brief we originally set out to achieve. Job done!

■ NEWS

**£135,000 Investment in New Sliding Head Machine**

Mid-August the Pressure Tech car park was in part taken over by the delivery of our new Citizen L32 sliding head machine. Matt Woodward, our specialist machine operative, went on an extensive week-long training course whilst the new machine was installed alongside our existing Quest machine.

Our new Citizen L32 is capable of handling up to 32mm bar diameter, and is much more precise and quicker - in fact it is an improvement in machine times of up to 75% over our existing Quest machine. Now with the additional in-house manufacturing capacity, we are able to leave both machines running longer to complete bigger batch runs. The overall purpose of this significant investment is to improve our delivery times, which we are hoping to see take effect over the coming weeks.

We're Exhibiting!

We have a busy few months ahead with a number of exhibitions and events already in the diary! We think they are a great opportunity to get out and talk to our customers about their plans for the future. If you would like to speak to us face-to-face then we would love to see you at Expoquimia or Adipec during October and November:

EXPOQUIMIA - The International Chemistry Event | www.expoquimia.com

When: 2nd to 6th October 2017

Where: Gran Via Exhibition Centre, Barcelona, Spain

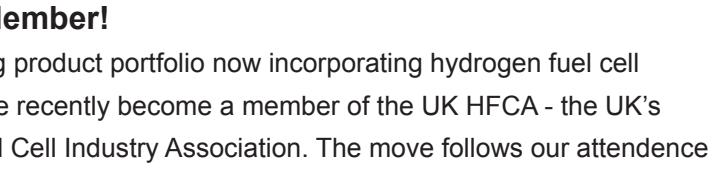
Stand: E227 with Arcamo Controls

ADIPEC - The Abu Dhabi International Petroleum Exhibition & Conference | www.adippec.com

When: 13th to 16th November 2017

Where: Abu Dhabi National Exhibition Centre, Abu Dhabi, UAE

Booth: 8635

**HydraServ AS Fleet Undergoes a Revamp**

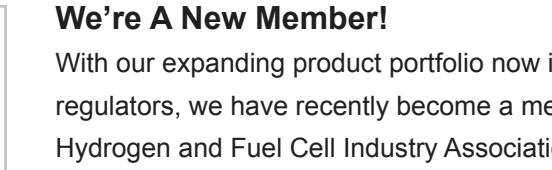
Espen Wetteland, owner of fluid system components supplier HydraServ AS, got in touch recently to show us photos of their brand new livery - and we are very impressed with the results! The Pressure Tech logo takes pride of place, and showcases the fantastic relationship we have with our Norwegian authorised reseller.

We're A New Member!

With our expanding product portfolio now incorporating hydrogen fuel cell regulators, we have recently become a member of the UK HFCA - the UK's Hydrogen and Fuel Cell Industry Association. The move follows our attendance at Hannover Messe in April 2017 and adds to our momentum and emergence in the Hydrogen market.



■ PRESSURE TECH



Pressure Tech prides itself on its innovative, bespoke approach to solving its customers' problems.

For further information about please visit www.pressure-tech.com or call us on +44 (0)1457 899 307.