

## LOHSE valves are in demand worldwide

For more than 50 years MARTIN LOHSE GmbH has been manufacturing valves for the paper and pulp industry. "Companies in the paper and pulp industry have always had a large demand for valves", explains Managing Director Ulrich Sekinger. "But the expertise that we have developed in this area should also benefit customers with other fields of application." Meanwhile, valves manufactured in Heidenheim are used in the chemical industry, waste technology, sewage treatment, the biogas industry, food production, mining and mineral processing. "The valve market is growing worldwide", says Sekinger. And LOHSE is growing too.

Over the decades, the Heidenheim-based company has become a global player. "We meanwhile have sales agencies in 26 countries", explains Dietmar Warnke, the second managing director.



The valves are used in diverse applications. In addition to the core sector of the paper industry, for example, in a system for manufacturing viscose for textiles or in a system that processes bamboo cellulose to produce household products such as toilet paper, cosmetic wipes, small jumbo rolls and tissues. Customers of LOHSE GmbH also include

de recycling factories, which process various special papers (such as decorative, thermal or packaging material). "We are absolutely following the right strategy by developing premium quality valves with advanced technical know-how", Warnke explains.

LOHSE relies on modular concepts and systems in the development of valves. This allows the company to develop valves for a wide range of applications, according to Sekinger. One example is the new CPD bulk material valve, which was specially developed for bulk material technology, such as powdery or granular media; it is not only dust-tight, but is also designed for an optimal flow rate. In addition, the compact dimensions of the valve allow its use in applications with limited space. "The CPD not only guarantees a high level of process reliability, but also high availability and longer machine operating times", explains Warnke. The CPD is used for example in the chemical and pharmaceutical industries, as well as in food production, agriculture and the feedstuff industry.

LOHSE valves control diverse substances, from licorice to adhesives, gypsum board and cement. In addition to their technical expertise, the specialists from Heidenheim rely on high-quality materials such as tungsten carbide coated components or special ceramic components, which are highly abrasive and acid-proof and therefore resistant to wear. "We never stop developing", Sekinger explains. A brewery recently ordered a large valve plate. The number of inquiries from other industries is also on the rise.

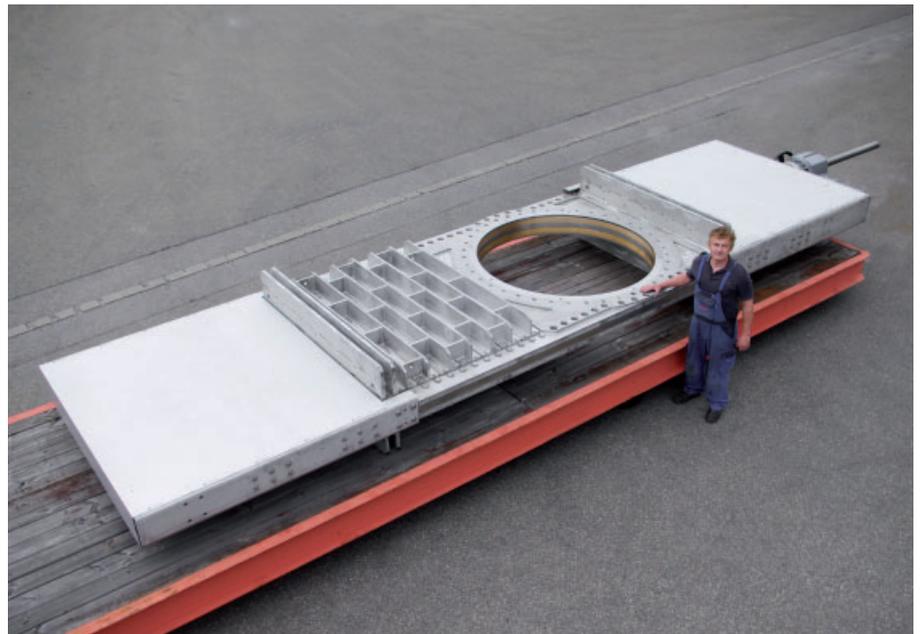
But LOHSE does not stop at unusual projects. The company's compact gate valves are available in impressive sizes, for example. The CDS DN 1600 has an opening with a diameter of 1.60 metres, and the valve plate has a thickness of five centimetres and is almost ten metres long. The entire valve weighs 13.7 tons. A valve of superlatives! In addition to a paper factory in Scandinavia, it is also installed in a factory in South America where it is used on a 55 metre high dump chest.

“Of course we also have standard valves in our product spectrum. For decades, however, LOHSE has stood out by offering products that meet the demands of harsh environments”, explains chief engineer Martin Hofmann. The valves withstand temperatures of up to 500 degrees Celsius, are designed for aggressive materials from pH1 to pH15, and are suitable for use with all viscous and powdery materials, as well as media containing foreign particles such as glass, stones or other sharp objects. “Depending on the application”, Hofmann explains, “we use different materials, from classic stainless steel to special steels and titanium.”

All LOHSE valves are manufactured in Heidenheim. “We pride ourselves on our extremely high product diversification”, says Warnke. The company constantly invests in new ideas and innovations. Development, engineering and processing are likewise located at the company headquarters. This allows the manufacturer to assure the quality and workmanship of the single components and the valves, and also to respond quickly and creatively to customer requirements. “The delivery time for some valves is only two weeks”, says Hofmann.

Quality orientation pays off not only for LOHSE; but also benefits the customers. “Meanwhile we are the only renowned manufacturer to offer a service friendly two-part valve body”, explains Sekinger. Some of the other manufacturers have abandoned this design, due to the high manufacturing costs. Their focus is on valves with a one-part design. But easy replacement of wear parts is possible only with a two-part valve body. “This allows us to keep life cycle costs as low as possible.”

What all LOHSE valves have in common is the company’s service. This does not end with delivery. “We offer a repair service throughout all of Germany”, Ulrich Sekinger explains. It includes not only repairs, but also all aspects of valve logistics. Reconditioning and repairs are carried out exclusively at the headquarters. In addition, the company provides a full warranty on reconditioned valves – which is unique in the industry.



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