

Petrochem and Bürkert bring value for process control projects in Ireland

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The success of large projects in the process sector relies on the collaboration of its stakeholders. Within this relationship, the role of the distributor is essential. The Petrochem Group, a major distributor in Ireland, has built a relationship with Bürkert to deliver valves and instrumentation components with optimum performance and value. This relationship also provides an excellent trade-counter service, ensuring knowledgeable staff with a firm connection to the equipment manufacturer.

Across various sectors within the process industry, the key to building value is partnership. In markets from pharmaceutical manufacturing through to wastewater treatment, each stakeholder provides a unique contribution. As engineers responsible for project specification select from process equipment manufacturers, the role of the distributor is often integral to assembling the best solution.

The distributor is central to communication between the specifier on one side, which could be the engineering services provider and their chosen contractor, or an OEM with in-house expertise, and on the other side, the equipment vendor. An experienced distributor with the right engineering knowledge ensures that the specification is met as quickly as possible within time-constrained projects. Assuming the distributor is equipped with a broad stock, they also typically facilitate rapid product supply.

In Ireland's process control sector, this is exemplified by the partnership between flow control specialist Bürkert, and distributor Petrochem Group, which has provided value to end users and OEMs, as well as contractors, for over 15 years. Originally founded to supply the petrochemical market, today the vision includes all sectors within the process industry including pharmaceutical, food & beverage, water treatment and biotech. Supplying tubing and hardware is a mainstay of Petrochem's expertise, but to provide a comprehensive solution, this is combined with valves and instrumentation, the point where Bürkert integrates within the portfolio.

"Among our biggest customers are contractors for large engineering firms who design and specify projects for the dairy and pharmaceutical industries. We also work on projects for some of the large multinational corporates based in Ireland, taking care of their process control requirements for office space and data centres," says Petrochem's James O'Driscoll, responsible for service to the company's existing accounts.

"When it comes to valves, valve actuation, instrumentation as well as the control and measurement of pressure, flow and temperature, many projects have specialised requirements. This is where we rely on Bürkert's knowledge to help guide the detailed specification," adds James.

Petrochem has a wide network of contractor relationships in Ireland as a result of the company's broad ranging experience. When the distributor is approached for a new project, they typically engage with Bürkert's engineering experts, dedicated to specific segments such as hygienic or pharmaceutical applications. This enhances advice provided by Petrochem in meeting a specification with specific expertise gained from working on applications around the world.

“A good example is a recent project working with a big engineering services provider that was specifying a water supply and wastewater control system to a tech corporate. Measurement of organic impurities was crucial. Our network and experience enabled us to initially source the opportunity, but Bürkert’s engineering expertise dedicated to this sector helped increase the value we could provide to the project,” says James.

Notwithstanding the partnership that enables Petrochem to involve Bürkert’s expertise, the company has extensive specification knowledge in its own right. From Petrochem’s 70-strong team across Ireland, the company has an in-depth understanding of valve and instrumentation integration.

“The importance of Petrochem, in terms of their sector knowledge and experience, is crucial,” says Bürkert’s Ireland Account Manager, Des McCarthy. “The close contact they have with contractors and OEMs, from dairies to chemical plants, and the understanding of the engineering challenges that this brings, is very important. With their technical know-how of valves and instrumentation, they can arrive at a very close specification that, if required, our engineers can fine-tune.”

With two large facilities in Ireland, in Cork and Meath, Petrochem is also able to carry a wide-ranging stock, enabling rapid availability for large projects. This also means that Petrochem can provide trade-counter sales to contractors.

“As well as the technical support they provide, Bürkert is at the forefront of design and innovation, meaning that their products continually improve on accuracy and efficiency. Their designs are built to last, so this gives us confidence and helps create the trust we share with our customers,” says James. “Together, this creates a strong partnership to serve engineers at all levels across process sector projects.”

Image captions:

Image 1: The Petrochem Group, a major distributor in Ireland, has built a relationship with Bürkert to deliver valves and instrumentation components with optimum performance and value.



Image 2: With two large facilities in Ireland, in Cork and Meath, Petrochem is also able to carry a wide-ranging stock, enabling rapid availability for large projects.

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About Bürkert

Bürkert Fluid Control Systems is one of the leading manufacturers of control and measuring systems for fluids and gases. The products have a wide variety of applications and are used by breweries and laboratories as well as in medical engineering and space technology. The company employs over 2,200 people and has a comprehensive network of branches in 35 countries world-wide.

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