

Market study PE – ball valves for gas- and water distribution

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5.1 Data sheet PE ball valves: **Producer XXXX**

Valve-Type Fulfilled the demands of utility qualification standards		for Water: Type XXX EN xxxxx and DVGW xxx	for Gas: Type XXX xxxxxxxxx
Dimensions *)	d _n min. – max [mm] d _n min. – max [inch]	d _n 32 to d _n xxx	d _n xx to d _n xxx
	Wall thickness spigot after EN ISO xxxxx	SDRXX	
	free Ø in the ball	Full passage (..... reference to the standard of the pipe)	
Nominal pressure	PN Class	XX XX	XX XX
Working pressure	MOP=max.operating press.	max. XX bar	max. XX bar
	Test pressure Test pressure	XXx PN body XXx PN ball valve	XXx PN body XXxPN ball valve
Temp.-Range	Construction TS min. – max .	0° - XX°C	-XX° - XX°C
Design	Typical marks	Body with spigots All function parts– of No dead to d _n xxx for xx socket fusion	
Pipe Connection	Standard spigot Melt flow index	For fusion no information	
	Special design	.....	
Materials	Body ball Gasket at ball Back-up of the gasket Control axle Gasket at control axle Square valve	XXX XXX XXX XXX XXX EPDM PA xx	XXX XXX XXX XXX XXX XXX XXX
Actuation	Square at ball valve	XXxXX mm	..... ..... .....
	Square at assembly fittings	customer wishes	.....
	Stability of the stop positions	XXX Nm	XXXNm/ Gear:
Accessories (separate order)	Standard offer	Assembly fittings telescope Base	
	Special offer	no information	
Quality-security	Production	ISO 9001	ISO 9001
	Production tests	after .....	.....
	Certification	.....	.....
Remark: *) d _n = Standards sign Pipe extern-Ø			

5.2 2-ways PE ball valve, 90° angle - main competitors - product range overview

Producer Valve-Type	Applica- tion	d _n Pipe extern-Ø [mm]	MOP [bar]	Connection Standard	Materials			Actuation for 90° with gear	Remarks
xxxx	Gas	xx to xx	10	Spigot for but- *) or for PE-pipe SDR 11 	body	xxx	xxx	x	
	Water/ Sewage	32 to 225	xx		xxx	xxx	xxx	x	only for water:gear.....
xxxxx	Gas	xx to xx	xx		xxx	PA	xxx	x	dn 63
	Water/ Sewage	20 to xx	16		PE100	xxx	EPDM	x	dn xx for
xxxx	Gas	not specified							MOP= xx bar SDR xx. SDR xx
	Water/ Sewage	16 to xx	11		PE100	Acetal	xxx	x	Material
xxxx	Gas	xx to xx	xx		xxx	PE100	xxx	x	variants
	Water/ Sewage	32 to 225	16		xxx	xxx	xxx	x	.....
xxxx	Gas	xx to xx	10		xxx	xxx	xxx	x	.....
	Water/ Sewage	xx to xx	xx		xxx	xxx	xxx	x	.....
									ASME
xxxx	Water/ Sew.	not specified			xxx	??	xxx	x	
	Gas	xx to xx							
	Water/ Sewage	not specified							
xxxx	Gas	xx to xx	xx	xxx	POM	xxx	x		
	Water/ Sewage	xx to xx	xx	xxx	xxx	xxx	x		
xxxx	Gas	xx to xx	xx	St52-3	Steel chromised	xxx	x		
	Water/ Sewage	not recommended	xx	Spigot xxx		xxx after d _n			
Comments:									
1) to pipe extern-Ø d _n :									
2) to MOP : MOP = max. operating pressure =									
to to									

Profile XXXX

1.	Adresse/ Address	XXXX Phone. : Fax www.
2.	Rechtsform/ Legal status Register	 company Founded:
3.	Grundkapital/Capital	Xxxxx Mio € Target payment: XX days, Rating: xxxxx Recommended credit: until xxxx T€
4.	Eigentümer/ Owner	..... .....
5.	Management	CEO
6.	Anzahl Mitarbeiter/ Number of employees	2004 -xxxx (in)
7.	Jahresumsätze/ Annual turnover	2004 – XXX Mio €, Export: XX % PE ball valves – ca XX Mio €
8.	Umsatz / Mitarbeiter Turnover / employee	Xxx xxx,- €/employee
9.	Cash flow	
10.	Jahresergebnis/EBIT	xxxxx

Profile xxxx

	Standorte/ Locations	In qm production square
12.	Sortiment/ Products	,,,,,,, PE- ball valves
13.	Marktsegmente/ Market segments	Industry, Gas- and Water – Distribution treatment,
14.	Kundenstruktur/ Customer structure	Good sales, range of products all important end In the
15.	Marktanteile/ Market share	 main program important In the area of plastic valves New in the
16.	Banken/ banks	, BLZ
17.	Bemerkungen/ Remarks	 capital xx % Sales not exclusive over ,

7. Market volume PE ball valves 2010 in pieces and in T €

Regions		Germany		Europe		World	
Population in Mio		79		650		6800	
Segment	T €	pieces	T €	pieces	T €	pieces	
Water-distribution							
	XXX	XXX	XXX	XXX	XXX	XXX	
Sewage disposal							
	XXX	XXX	XXX	XXX	XXX	XXX	
Gas-distribution							
	XXX	XXX	XXX	XXX	XXX	XXX	
Industry							
	XXX	XXX	XXX	XXX	XXX	XXX	
Total							
	XXX	XXX	XXX	XXX	XXX	XXX	