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FLUID CONTROL SYSTEMS

Customer testimonial: Martella Refrigeration

TASTING THE SUCCESS OF NEW FLUID CONTROL TECHNOLOGIES

“We have progressively moved all our customers over to Bürkert.”

Martella Refrigeration – operated by father and son team Allan and Bryan Martella – chooses the reliability of German engineered fluid control components when designing winery systems, with technologies and products from Bürkert Fluid Control Systems.

“Our work with local wineries is largely based on the temperature control side,” says winery & refrigeration controls engineer Bryan Martella.

“Winery temperature systems with exact control characteristics, generally with glycol agents, are key to making quality wines. However the process can be quite demanding due to external factors such as temperature and weather conditions, as well as the continuous recycling of glycol which can result in contaminated glycol flows.

“Our aim at all times is to improve production efficiency for customers, whilst achieving quality standards that give a real edge when the wines are marketed domestically as well as overseas. Quality opens doors to exports,” said Mr Martella, whose company serves wineries with annual production from a few hundred to a few hundred thousand tonnes of grapes.

“We started working with Bürkert about five years ago, and the difference in quality was immediately apparent. With Bürkert products we see a considerable difference in the level of ruggedness and reliability. Whereas previously we were continuously unblocking and replacing glycol valves, Bürkert Type 2000’s were trouble-free from the start,” says Mr Martella.

An additional benefit of working with Bürkert NZ is the company’s single-supplier capability. Bürkert has supplied Martella Refrigeration with process, solenoid and pilot valves, pneumatic actuators and customised instrumentation, as well as accessories including fittings and air tubing.



Martella Refrigeration in Blenheim, NZ.



Bürkert 2000 Series Angle Seat valve, shown in flanged variant and with electro-pneumatic position feedback switches 1062 Ex and 8630.



Bürkert Paddle-Wheel Flow Controllers, Type 8032 compact.





A simple glycol flow system, with Type 2000 process valve and two isolating valves at the tank. Controlled via temperature controllers on each tank and connected to pneumatic control panels.

"It is convenient to deal with only one supplier to purchase all products and accessories – particularly with Bürkert, since their high level of service and partnership means we can rely on them to work together with us to sort out with any immediate needs and any issues we face," says Mr Martella.

"We have progressively moved our customers over to Bürkert, expanding our relationship over the past few years to involve thousands of pneumatic actuators, process valves and electronics solenoid valves annually."

Martella Refrigeration uses Type 2000 process valves, preferring the unit for its ease of operation and toughness in the face of demanding weather conditions and challenging media flow. The Type 2000 is ideal for winery use, where it has been shown to operate for years without requiring service.

Another Bürkert Solution for Martella Refrigeration

Supported by regional and global R&D houses, Bürkert Fluid Control Systems has an engineering centre in Auckland with the in-house expertise to undertake customisation jobs such as recently brought by Martella Refrigeration.

The recent concept was to develop a portable glycol flow sensor, to monitor glycol flow to wine tanks. Local NZ Bürkert engineers worked with Bryan Martella to customise a Type 8032 Flow Sensor switch powered by a battery pack, for portability and on-site flow measurement.

The compact 4-20mA Type 8032 Flow Sensor paddle-wheel switch with display is designed for use in clear, neutral and aggressive fluids. Combined with a battery pack for portability, the simple device demonstrated that many glycol lines are oversized. This generated an immediate and considerable cost efficiency for customer wineries, as glycol flow was optimised.

The Marlborough wine region, in the South Island, is home to more than half of New Zealand's wine production. Sauvignon Blanc is the pre-eminent wine of the region, produced for both domestic and international consumption.

Contact Bürkert to discover more about our world-class products and customised turnkey solution packages for Wineries.

Bürkert - the Smart Choice in Fluid Control Systems

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Bürkert Partnership.

This level of partnership by a supplier organisation has provided invaluable assistance to Martella Refrigeration, with Bryan Martella adding that "with Bürkert you know they will take the extra step to make sure you get the best solution, on time."

With increasing price-pressure and a tough world wine market, Mr Martella says that more than ever wineries need to ensure optimum production and avoid batch contamination and loss.

"Whether large or small, wineries are now very particular to ensure they have quality processes and control devices – after all, losing an entire batch to a faulty valve just isn't worth it," he says. "While cost is always a factor, quality and service are a necessity.

"Our relationship with Bürkert has answered both of these vital and decisive aspects."

With thanks to Allan and Bryan Martella for permission to develop this case study. Tel +64 3 578 0030.