

# Accelerating Success in the Chemical Industry with Tailored Breather Valve Solutions for Acetylene Black Application

## RESULTS

- Rapid Engineering Support & Tailored Solutions:**  
Emerson provided quick technical responses and offered the Enardo Model 851 valve to meet Japan EPC's high-pressure requirements, ensuring compliance with special testing and delivering within the 24-week deadline.
- Streamlined Approval & Negotiation Process:**  
Leveraging previously negotiated terms and supporting Japan EPC's with Product Qualification (PQ) documents helped secure Thai End User's approval, reducing commercial clarification time and expediting the project timeline.



Outside North America Only

## APPLICATION

Breather Valves (Vacuum Relief Valve)

## CUSTOMER

A joint venture of Thai and Japanese End Users and they focus on innovations such as Acetylene Black, which is used in key industries like Electric Vehicles (EV) and offshore wind power.

## CHALLENGE

Japan End User, through its vendor Japan EPC's, faced challenges in sourcing a breather valve that could meet a high design pressure of over 18 psig while adhering to a tight delivery deadline of 24 weeks. Additionally, negotiating terms with multiple vendors and meeting special testing requirements further complicated the process.

- Focus on Acetylene Black:** Japan End User is targeting the growing demand for Acetylene Black to support Electric Vehicles (EV) and offshore wind power industries, both of which are projected to experience significant growth.
- Urgent Vendor Support:** Japan EPC's, Japan End User vendor, required quick engineering responses to meet a stringent delivery deadline of 24 weeks.

*"Emerson's fast engineering support and ability to meet our high-pressure needs helped us stay on schedule."*

*Their efficiency made all the difference."*



Enardo™ Model 851

## CHALLENGE

- **High-Pressure Requirement:** Limited vendors could meet the need for a breather valve with a design pressure exceeding 18 psig.
- **Prolonged Negotiation:** Time was being consumed negotiating terms and conditions with multiple vendors, further delaying progress.

## SOLUTION

Emerson provided quick engineering support and proposed the Enardo™ Model 851 valve to meet the high-pressure requirements. By leveraging existing agreements and offering compliance with special testing standards, Emerson ensured a 24-week lead time, meeting the customer's tight deadline.

- **Close Engineering Support:** Emerson provided rapid technical support with engineering responses delivered to Japan EPC's India within 1-2 days.
- **Collaborative Engagement:** Emerson India played a key role in engaging with Japan EPC's India to clearly communicate Emerson's value proposition and benefits.
- **Product Offering:** Emerson proposed the Enardo Model 851 valve, a solution capable of meeting Japan EPC's high-pressure breather valve requirements.
- **Expedited Approval:** Supported Japan EPC's with PQ documentation, helping them secure approval from Thai End User to add Enardo, Tulsa into their Approved Vendor List (AVL).
- **Leveraging Prior Agreements:** Utilized previously negotiated terms and conditions under Emerson's Isolation Valve (ISV) business unit to minimize commercial clarification time and speed up the process.
- **Compliance with Special Testing:** Emerson offered compliance with Thai End User's unique testing requirements, which included hydrostatic tests that typically differ from Tulsa's standard pneumatic tests.
- **Special Lead Time:** To meet the customer's urgent needs, Emerson guaranteed a special lead time of 24 weeks, ensuring that Japan EPC's delivery schedule was met.

Through tailored engineering support, collaboration across teams, and offering a solution that met all technical and commercial needs, Emerson successfully addressed the customer's challenges and ensured timely delivery of the breather valves. This partnership helped Japan End User stay on track with its focus on Acetylene Black and future energy demands.

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