

# A TALE OF TWO COMPANIES

**PRODUCT DEVELOPMENT • MAKING A NEW VALVE SHOULD BE A COOPERATION BETWEEN MANUFACTURER AND USER, AS PEROLO'S LATEST AIRLINE INNOVATION ILLUSTRATES**

IT IS A ROMANTIC view to believe that some of the best innovations just pop up in an inventor's or engineer's mind while they are sitting leisurely in their chair. This of course is far from the reality of how innovations come about. Most developments are the fruit of a thorough collaboration between a supplier and a customer who together define the customer's need and the perfect solution to fit that need. This is true for virtually all sectors and activities - and holds equally as well for tank valves and fittings.

BIP Perolo has recently launched a compact 2"-1½" airline valve. The idea for this valve did not come from Perolo's own

technical department but was a particular request from one of its well-respected customers. This customer is one of the leading operators in intermodal transport solutions and known for its technical developments and adaptations for specific applications and customized solutions.

The client's technical team approached Perolo to discuss the specific problem they

**PEROLO'S IN-HOUSE CAPABILITIES ALLOWED IT TO DESIGN, MANUFACTURE AND TEST THE NEW VALVE IN COLLABORATION WITH ITS CUSTOMER**

were confronted with where they needed an airline valve with 2" inlet combining an 1½" BSP threaded outlet so that it would fit in terms of height constraints for a tank container. Most common airline valves with 1½" BSP outlet also have a 1½" inlet drilling, making them not suited for this specific application. Not finding what they needed in terms of quality and technical specification, they decided to co-develop this valve with one of the leading valve suppliers.

## GLOBAL CAPABILITY

As BIP Perolo boasts its own in-house engineering team, a fruitful collaboration was struck between the two companies to develop this new valve. Due to Covid-19 restrictions, all exchanges were made remotely. In just a few months of development, Perolo was able to get regulatory approvals and launched the first prototype, which was then validated by the customer. The next step was to produce the first batch of this new compact valve to match a tight tank manufacturer's schedule.

In the meantime Perolo prides itself on having made available worldwide maintenance parts even before the first tank was put in operation.

Thanks to the collaboration between the two companies, a bigger yet more compact airline valve was developed. This new compact valve will be beneficial to other companies, too. As such both Perolo and its customer continue their reputations as global leaders in their businesses, offering tailor-made solutions.

Established in 1919, Perolo SAS, now a division of the BIP Group, describes itself as a global leader in the design and manufacture of the finest tank safety and fluid transfer equipment for oils, chemicals, powders, liquefied gases and foodstuffs. It has a modern factory in south-west France and in 2015 opened a foundry and production unit in Rudong, China. Through BIP it also has access to a global network of offices, expert representatives and after-sales service sites, with fully comprehensive spare parts stocks in the US, Belex, France, the UK, Italy, Russia, Japan, Singapore and South Korea.

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