



ITT

the **EXTRAMile**
Meeting You Where Your Needs Are

A newsletter for the distributors of Engineered Valves products
Spring 2006

Dedicated to the Company and to the Customer



Enthusiastic and motivated employees are the driving force of our company. Ignoring distractions that could easily have stymied our growth in 2005,

the Engineered Valves team successfully integrated people, products and processes into the Industrial & BioPharm Group.

You really demonstrated the "Power of One" by turning in one fantastic year. It is significant to note that you all exceeded your goals by making some tough numbers while concurrently providing real value to your customers.

I commend each and every one of you for your valuable contribution to IBG's success.

Congratulations.
Bill Taylor

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ExtraMile is published for the distributors, staff, and friends of ITT Engineered Valves by the Communications Department. Contact John Beca at 315-568-7122 or email: john.becca@itt.com

New Push on Power

PowerGen
2005 Booth

by Dan Ellis,
Global Market
Manager –
Power



The North American Power Market, specifically coal fired utilities, represent significant opportunities for growth of Engineered Valves products. Today's utility companies are being forced into installing large scale scrubbing systems to remove sulfur dioxide from the flue gas. Many plants are coming to the end of their life cycle and are in need of maintenance. In addition, it is predicted that with the high cost of natural gas and the abundance of coal reserves in the United States, coal will be the favored fuel source in the near future.

For these reasons, Engineered Valves is focusing its efforts on becoming a leader in the attractive coal fired power market. To support this move Engineered Valves has developed a program called the Power MRO Initiative. This initiative will focus on increasing our presence and sales at the maintenance level, focusing on Dia-Flo, Fabri-Valve, and Skotch applications. The MRO initiative involves new product development, training, marketing support, and channel alignment all of which you will hear more about in the coming weeks and months.

One of our recent marketing efforts was a product display at PowerGen Show. The twenty foot linear booth included valves and pumps in the same booth, demonstrating the "Power of One." The valves displayed were our Fabri-Valve, Dia-Flo, and Skotch valves for demineralization, coal handling, safety shut-off, and ash handling services. Our presence at the show signified to the power industry that we are serious about our role in power.

Our new Power Market brochure is another result of our Power MRO initiative. We have created an eight page brochure that outlines how our valves are utilized throughout a power plant. The brochure includes a schematic of a typical power plant process, including references to where our products are used throughout.

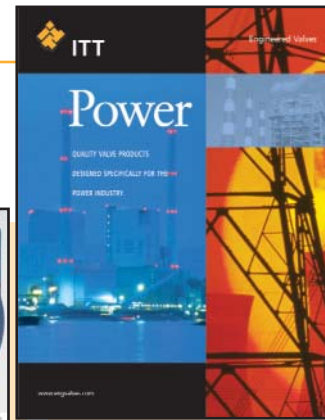
Engineered Valves is also planning a new media program! Our full page, full color advertisement features the new XS150-ULV designed for flue gas desulfurization applications for the power

Engineered for life

New Push on Power **Continued...**

market. It will appear in *Power Engineering* and *Energy Tech* through 2006. The XS150-ULV will be formally launched soon. Our technical sales representatives were trained the second week in March. Distributors will be contacted shortly to schedule training sessions.

You will see that this is just the beginning of our major effort to focus on the power market. Throughout the next several months we will be conducting many WebEx and local training sessions, covering the applications and our products for this market. We appreciate your support and look forward to the long term benefits of participating in this attractive market.



Hands On History

Engineered Valves employees roll up sleeves to light up Pentagon Memorial

The most inspiring memorials don't just draw us in visually; they compel us to touch the marble, the granite, the bronze, as a way of connecting with the honored dead.

Randall Wigginton wants to give all his co-workers the chance to pay hands-on homage to the 184 individuals killed at the Pentagon and aboard Flight 77 during the 9/11 attacks. They'll get that opportunity without having to leave their workplace in Amory, Mississippi.

The Engineered Valves plant in Amory, where Wigginton is Operations Manager, has been chosen to fabricate the LHUBs (Light Housing/Utility Boxes) for a planned Pentagon Memorial that will occupy almost two acres of the Pentagon's west lawn.

"Everyone here is very proud of our participation," says Wigginton. "We're excited about using our skills to help create a lasting monument that will commemorate the victims and give comfort to their families."

The memorial, to be built entirely with private funds, will encompass a park-like field of 184 cantilevered benches, each inscribed with a victim's name. More like pieces of sculpture, the benches will appear to float above lighted pools of water, and will be aligned parallel to the flight path of the jet that struck the Pentagon on Sept. 11.

The Amory housings will illuminate the benches and reflection pools, and also provide light for walking through the memorial at night. They'll be made of the same stainless steel material, 316L, as the benches themselves. The material is dent-proof, easy to maintain and highly resistant to corrosion, a key attribute



since the housing and base of each bench will be submerged.

ITT is presently working with the Memorial Team to develop the prototype LHUB. Changes to the original LHUB design have been required since the original quotes for all materials were well above the team's original budget. Amory expects to begin work on the LHUBs as soon as the design is finalized.

Spaced out over the length of the job, all 91 Amory plant associates, including office staff, will get the opportunity to contribute their labor. "I'm inviting everyone to wear their work clothes one day and spend some time in the shop actually working on the parts," says Wigginton. He doesn't expect any turndowns. "I think I speak for everyone here when I say we're all eager to demonstrate our patriotism and pay our respects to the victims of this tragedy."

Co-designer of the memorial, Julie Beckman of KBAS, has commented on Engineered Valves' involvement. "We looked at the intricacy of the light housing, and we knew we had a separate design challenge on our hands. Not only did it have to perform the lighting function, but it also had to serve as a corrosion-proof utility box housing control valves and water/debris strainers."

Continues Beckman, "To all these functions, add the requirement of compactness. Our foundry partners, Carondelet, recommended ITT Engineered Valves as a fabrication partner that could handle the challenge."

(To learn more about the memorial, or make a donation, go to www.pentagonmemorial.net.)

On The Highway

Solvay uses Richter® PFA/PTFE lined Safety Relief Valves

Solvay Fluor Mexico S.A. de C.V. is in the north of Mexico in Cd. Juarez, Chihuahua (close to the border near El Paso, Texas). The company was born in 1979 as Fluorex, and now is part of the international Chemical group Solvay (www.solvay.com).

Solvay produces Ammonium Hydrogen fluoride and Hydrogen fluoride. Their principal markets are Agrochemicals, Air Conditioning, Automotive, Chemicals, Construction, Electrical Engineering, and Fire Safety.

Solvay was using exotic metal safety relief valves or a rupture disc for their Hydrogen fluoride applications. However, they needed a security valve that would protect people, equipment, installations, and the environment as well as save money. ITT felt that the KSE safety relief valve would be a good solution for this application.

Solvay began using ITT's KSE safety relief valve in September 2003. Over the next few years, they began replacing their old metallic valves with the KSE. They bought three valves in September 2003, five in November 2003, two in April 2004, one in October 2005, and two in March 2006. The valves were applied to relieve Hydrogen fluoride gas from reactor vessels. The parameters of the application were Hydrogen fluoride gas (Hydrofluoric Acid), $P = 3 \text{ Kg/cm}^2$, $T = 60^\circ\text{C}$ Set pressure = 5 Kg/cm^2 .

The valve materials were standard with the exception of the disc and seat, which were pure PTFE (Hydrogen fluoride can not handle carbon material, since there is a chance for explosion). The nozzle material was PFA. Solvay was con-

cerned about the PFA because they had not handled this material before. However, ITT responded to their concerns by comparing PFA with the more commonly known material PTFE.

PTFE and PFA have the same chemical and thermal resistance and are the best resistance materials you can get. PFA is even better for some applications since it can be manufactured by transfermoulding. Transfermoulding is a lining method that guarantees defined lining thickness and smooth "handling" of the plastic when lining by keeping the velocity of the molten plastic low. PTFE can not be molded and has to be isostatic pressed. Therefore, thickness is not defined and molecule linkage is unstable. For these reasons, PFA was used instead of PTFE for the nozzle material. ITT gave Solvay an extended warranty to cover replacement of the valve nozzle in the event of a liner failure within 24 months.

PTFE was used for the casing of the KSE. The casing is designed with a special shape to allow for its hydraulic characteristic. It is not possible to use transfermoulding for the casing, eliminating PFA as a material option.

The sale of KSE valves to Solvay not only met the customer's needs but signifies the first time the KSE was used in Hydrogen fluoride in the Americas. This success will help to launch the new KSEA Safety Relief valve. The KSEA features ASME and National Board certification, ANSI 150 class RF inlet and outlet flanges, PTFE balanced bellows, and is compatible with API 526 face to centerline dimensions.

The Checkered Flag

In Brazil, Fabri-Valve® Products Tame the Fury of the Slurry

The southeast coast of Brazil, in the Ferrous Quadrilateral of Minas Gerais, is abundant with the richest iron-ore deposits in the world. Many of these are mined by Companhia Vale do Rio Doce (CVRD) – the largest global producer of iron ore and one of the world's largest mining businesses.

Because iron ore is one of Brazil's fastest-growing commodities, CVRD is expanding to meet the demands of a hungry market. Expansion plans include increasing annual iron-ore production capacities at six mines over the next two years, including the Brucutu Mine in the Minas Centrais Complex of CVRD's South System.

The mining company is achieving its rapid growth in part through the purchase of 350 ITT Fabri-Valve units for the Brucutu Mine. The contract, won after a highly competitive sales process, is a significant accomplishment. It can help ITT Engineered Valves expand its relationship with CVRD as the company expands mining operations internationally.

This success was achieved through a combination of proven product – CVRD uses thousands of ITT valves in other mining operations – a strong distributor and

excellent work by ITT Industries Engineered Valves Regional Manager Jorge Diaz.

Diaz worked with Miquelanti, our exclusive distribution partner in Brazil, to negotiate the agreement with CVRD through a two-year sales process. They made frequent trips to the Brucutu mine to answer questions and demonstrate the superior quality of ITT valves compared to those of our competitors, including the Weir Group and Brazilian valve manufacturer Durcon-Vice.

According to a decision-maker for CVRD, the ITT Fabri-Valve choice was made on the basis of quality, performance and reliability.

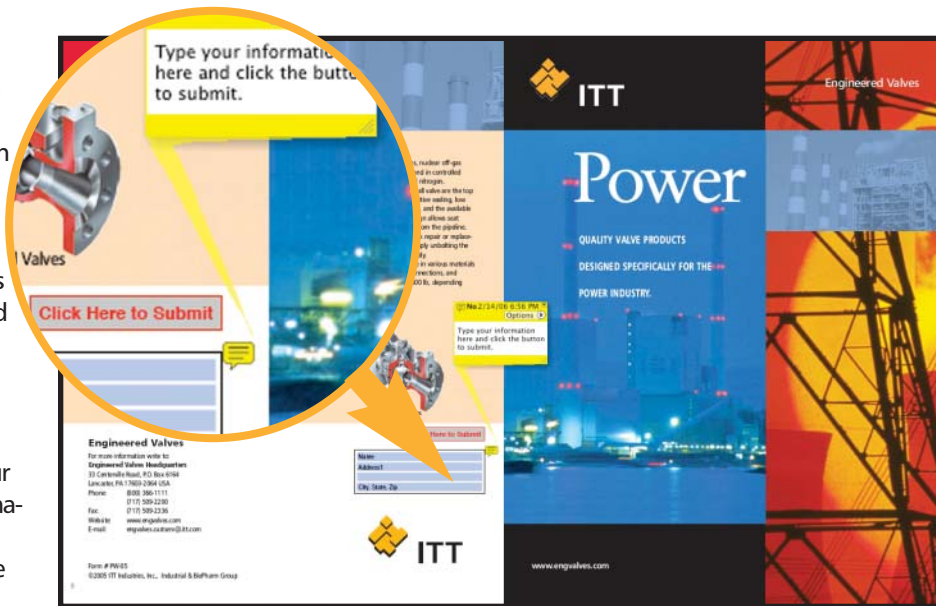
"There are several strong competitors in the industrial valve market that our mine could choose from," said Vincentino Rodriguez, manager of automation development at the Brucutu Mine. "But none could match the quality and performance of ITT and its Fabri-Valve line. ITT Industries has proven to be a reliable partner with excellent products in other CVRD mines. We look forward to working with them on the expansion of the Brucutu Mine and potentially other expansion projects."

New Products Coming Soon Customize Your Literature

Wouldn't it be great if you didn't have to use a ball point pen to write your contact information on a product brochure. Or, worry about the paper clip falling off and losing your business card which was fastened to the bulletin. We have a solution to your problem. Custom imprinted literature!

Now you can have your company contact information printed on the back of your Engineered Valve literature. It's simple.

On the back cover of the Engineered Valve literature, we have identified an area where your information can be added. Here's how it's done: Go to www.engvalves.com and click on Literature - Distributor Literature



Orders. Enter your login code to enter the ordering site and then click on Customized Literature. Click on the unit price for the item you want to order. Click on Customize and enter your contact information. Click Submit. Add

additional pieces or check out to complete your order. A portion of the cost for literature printed with the distributors contact information will be charged to distributors. The cost for each piece

will be displayed in the online ordering system and users will be prompted to pay by credit card to complete their order.

If you need a pass code or help ordering, contact Nancy Mitchell at 315-568-7235.

Road Crew Grant Rust Joins Engineered Valves Council

I am pleased to join the ITT Engineered Valves Distributor Advisory Council. I have seen very positive results from an active dialogue between Distributor Councils and Manufacturers. I believe that this level of communication is imperative to the solid sustainable growth of any manufacturer. I am pleased to bring Rust Automation & Controls nearly 30 years of ITT experience to this council. My focus will be to bring the customer and distributor feedback clear-

ly to the attention of the Factory. I will also address any specific market challenges or opportunities that we perceive for the Western U.S. I welcome everybody's input and look forward to working with each of you.

Personal Notes

Vice President of Rust Automation & Controls, Inc. (Founded in 1976 with offices in Salt Lake City, Denver, and Boise). I joined the business full-time in the Mid-90's and have worked in nearly all capacities, from the

Warehouse to the Boardroom. I was born in Iowa and attended Kansas State University. I have enjoyed selling the Engineered Valves products. My most memorable moment was the selling of a project that included three 72" Bonnetted Fabri-Valve Knife Gate Valves with Electric Actuators.

I have been married to Shannon for 7 years, we live in Riverton, UT and have 3 children (Jessica, Jacob, Joshua) with one on the way.



My contact information appears below. Feel free to contact me with any issues that can be addressed by the DAC.

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