# RATERNAAN BRATERNAAN BRANNE FEBRUARY 2017

# RMICRYO.COM Aspecialized division to better serve you.

# 350 Draft Beers World Record Beer Garden

Cryotherapy What you need to know.

SB-26 Requirements & Recommendations

# **ON THE COVER & IN THIS ISSUE**



# $X\text{--}18 \ (\text{cover})$

### Cryotherapy

Learn how cryotherapy works, the benefits, & how you can better serve this market.

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# **Arctic Fox® Mini Bulk Tank**

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### **Ratermann Cryogenics**

Lance Looper, National Sales Manager for Cryogenics, discusses his top product picks.



# ARNING

NS REFRIGERATED GAS, MAY CAD ENIC BURNS OR INJURY. LACE OXYGEN AND CAUSE HAPID ATION.

until all safety precautions have been read a only outdoors or in a well-ventilated place. ating gloves, face shield, and eye protectio. preventive device in the piping. or force fit connections. each use and when empty. hiner in upright position. IF ON IN: Th Do not rub affe advice/attentio

# **PREVENTING GAS MIX UPS:** RATERMANN MFG'S GUIDE TO SB-26

The Compressed gas association became aware of several incidences where CGA outlet connections on DOT-4L containers had been switched to connect to a cylinder containing a different product then what the liquid container was filled for. You can imagine how awful this would be if a medical patient were in need of oxygen and instead received nitrogen. After the CGA had reviewed the cases, they found that in each instance the cylinder outlet connection was changed on a filled liquid cylinder that was properly labeled and ready for use. The CGA created the SB-26 guideline to prevent tampering with outlet connections.. and if a connection had been tampered with it is easy to identify.

# MEDICAL

### **Required: Tamper Proof Restraint**

Medical portable cryogenic containers must have tamper-proof restraints on the outlet valve such as a TPG-540

\* a TPG-540 is easily installed using an allen wrench, the only way to remove the TPG is to saw it off, rendering it unusable which makes the TPG tamper proof.

See Ratermann's TPG here: bit.ly/tamperproof

# Required: 360 Tape

Dewar 360 tape that identifies the gas is required by the CGA to be present on all DOT-4L medical containers.

In addition to the 360 identification tape, a statement should be added to the cylinder that warns against changing the connection such as a Dewar body label. We have designed our 360 tape to include a warning against tampering with the connection.

See Ratermann's 360 tape here: bit.ly/360tape

### **Required: Label**

In accordance with the CGA-C7 guideline of labeling and marking compressed gas containers all DOT-4L medical containers must have a label that includes the company name, city, state, zip, and phone number of the company such as a dewar body label. Ratermann Dewar body labels are offered with this option

See Ratermann's labels here: bit.ly/dewarlabels



(Ratermann offers custom-imprint of your logo. If your logo includes your full company name you can use your logo as your company name.)



TPG restraints can only be removed by sawing off



Our 360 tape allows the contents in the container to be identified from all sides of the tank.



Optional sizes and styles available. Shown above is our most popular option which allows the most space for branding your company.

# reliably RATERMANN REQUIRED

# **RATERMANN** Products\* for SB-26

VER

OXYGEN

#### Required: Tamper Proof Restraint



#### Required: 360° Tape .



3 1/2" Medical **Oxygen Dewar** 360° Gas Tape Pt # DG-MEDO

Medical 3	1/2" Dewar 360° Gas Tape
Part #	Description

**Requirement of SB-26** 

DG-MEDO 250' Roll 3 1/2" Medical Oxygen DG-MFDN 3 1/2" Medical Nitrogen 250' Roll DG-MEDNO 3 1/2" Medical Nitrous Oxide 250' Roll

**Medical DOT-4L Labels for GHS & CGA SB-26 Requirements** 

**Roll Length** 

Medical Tape also available in French and Spanish, please call for part number.

#### **Required:** Label

#### **GHS Compliant DOT-4L Dewar Body Labels**



\* This guide was made by Ratermann Mfg. not the CGA. Products shown are Ratermann Manufacturing's recommendations, the CGA does not recommend or endorse any specific products.

# INDUSTRIAL

# reliably RATERMANN REQUIRED

# **Required: Tamper Evident Restraint**

Industrial portable cryogenic containers must have tamper-proof or tamper-evident restraints on the outlet valve such as a: TPG & CGP fitting restraint, CGP-PS1. Tamper evident restraints such as a CGP can be clipped off with scissors which shows the restraint has been tampered with, making the CGP's tamper evident but not tamper proof like the TPG.

See Ratermann's CGP here: bit.ly/cpgrestraint

# **Required: Label**

In accordance with the CGA-C7 guideline of labeling and marking compressed gas containers all DOT-4L containers must have a label that includes the company name, city, state, zip and phone number of the company such as a dewar body label.\]

See Ratermann's labels here: bit.ly/dewarlabels

a back flow . Use only with riats of construction . Use only with service. DO NOT c. Wrid splits. Do wer splits. Obse rempty. Always on. FORE USE.



(Ratermann offers custom-imprint of your logo. If your logo includes your full company name you can use your logo as your company name.)

# Recommended: 360 Tape

Dewar 360 tape is recommended but not required by the CGA on industrial cryogenic containers in accordance with CGA-C7 guide of labeling and marking compressed gas containers. In addition to the 360 identification tape, a statement should be added to the cylinder that warns against changing the connection such as a Dewar body label. We have designed our 360 tape to include a warning against tampering with the connection it is also included on our shoulder labels.

See Ratermann's 360 tape here: bit.ly/360tape



Tamper evident restraints can be removed by using wire cutters



Optional sizes and styles available. Shown above is our most popular option which allows the most space for branding your company



Our 360 tape allows the contents in the container to be identified from all sides of the tank.

# RATERMANN Products\* for SB-26

#### Required: Tamper Evident Restraint.

#### Restraints for Industrial Gas & Liquid Cylinder Fittings

Per SB-26–2014, on Industrial DOT-4L/TC-4LM liquid cylinders, the outlet connection of an industrial liquid cylinder valve shall be a threaded connection with a device that deters removal of the fitting and provides indication that removal was attempted or accomplished.

For additional details see page 32C-2 in our printed or online catalog

#### COMPLETE BOTTLE 3-VALVE

RETROFIT KIT for INERT GAS -NITROGEN & ARGON (liquid, gas, & vent valve)

Part Number	Description
CGP-13PK1	Package contains one kit
CGP-13PK5	Package contains five kits

#### **COMPLETE BOTTLE 3-VALVE**

(CGA 540, 440, 326, 320) RETROFIT KIT for OXYGEN, CO<sup>2</sup> (CGA 320) & NITROUS OXIDE (CGA 326) (liquid, gas, & vent valve)

Part Number	Description
CGP-23PK1	Package contains one kit
CGP-23PK5	Package contains five kits

#### Required: Label \_\_\_\_

### **GHS Compliant DOT-4L Dewar Body Industrial Labels**



#### Your Industrial Cryogenic DOT-4L 360° Tape per Recommendation of CGA C-7 2014, Appendix F

# **Promote Your Brand.**

Quickly See Tank that Belongs to Your Company!



CUSTOM PRINT\*\* – Industrial 3" Dewar 360° Gas Tape

Part #	Description	Roll Length
DGC-TA-XXXX	Argon	250' Roll
DGC-TC-XXXX	Carbon Dioxide	250' Roll
DGC-TH-XXXX	Helium	250' Roll
DGC-TN-XXXX	Nitrogen	250' Roll
DGC-TO-XXXX	Oxygen	250' Roll

VENT VENT ROBERTS OXYGEN CO. INC. REFRIGERATED LIQUID OXYGEN

ARBO	DN DIOX	ARGO	ON	XYGEN
Pt #	DG-TC	Pt # DG-TA	5	
PRE-PRII Industria	NTED – al 3″ Dewar 360° Ga	as Tape		YA
Part #	Description		Roll Length	Pt # DG-TO
DG-TC	3" Carbon Dioxide	e Dewar 360° Gas Tape	250' Roll	Pt # DG-10
DG-TO	3" Oxygen Dewar	360° Gas Tape	250' Roll	_
DG-TN	3" Nitrogen Dewa	r 360° Gas Tape	250' Roll	_
DG-TA	3" Argon Dewar 3	60° Gas Tape	250' Roll	_

250' Roll

\*\* One time plate charge. Roll minimum applies.

\* This guide was made by Ratermann Mfg. not the CGA. Products shown are Ratermann Manufacturing's recommendations, the CGA does not recommend or endorse any specific products.

DG-TH

3" Helium Dewar 360° Gas Tape

# **reliably RATERMANN** your specialist for branding & label compliance

Build your brand with a range of custom printed labels. Include your logo, phone number, address, and website all in full color. These CGA compliant labels allow you to brand where your customer's will see it most.



OXYGEN, COMPRESSED

USP UN 1072



**Give us a call to go over your branding program and GHS requirements.** No matter your application, Ratermann offers an extensive range of custom labels. Brand your industrial cylinders with status tags, custom shoulder labels, specialty gas labels, and pouches. Add custom, full-color side labels to your medical cylinders. Stay CGA compliant with your liquid cryogenic tanks with custom 360 tape, and side labels. Finally, add the finishing touch with a logo decal to maximize your branding efforts.

For more information on your branding options, please give us a call at **1-800-264-7793.** 

Want a free custom mock up with your logo? Go to rmi.rmimfg.com/customlabels.



OXYGEN,

USP UN 1072

OXYGEN,

USP UN 1072

BUTLER GAS

OXYG

COMPRESSED

BUTLER GAS

OXYGEN

medical side labels





reliable people.

reliable solutions.





# "THE NITROGEN GENERATORS CREATE A PERFECT POUR EVERYTIME."

- Raleigh Beer Garden

ERO2

40.00 SQUASH CV SAUSAGE & CETTA & HONE OW ROASTED PULL

SALADS

KALE & ROMAINE CAES ARUGULA & SPINACH SA GREEK INSPIRED CHOPPL HOUSE

# SANDWICHE



BEER GARDEN BURGER\* W/ A TOMATO & SECRET SAUCE SERVED CLASSIC PRESSED CUBAN SAL SERVED W/ FRIES

BED

MARM image source: carolinabrewreview.com

RET



# WORLD RECORD HOLDER **RALEIGH BEER GARDEN**

With 350 taps the Raleigh beer garden holds the world record for most beer on draft. Managing 350 taps, kegs and draft lines to consistently give a reliable pour is a challenge. Patrons of the Raleigh beer garden expect a perfect pour from any of the 350 taps which requires a con- stant supply of nitrogen and CO2, to keep up with the demand the Raleigh beer garden uses a Nitrogen Generator.

#### What is a Nitrogen Generator?

The nitrogen generator is used to push beer from keg to tap. The generator produces nitrogen from the air on demand and puts it into the beer system for a seamless process. Another commonly used method for pushing beer is with straight C02. Although, C02 is an actual ingredient in the beer which can cause a foaming effect and lead to a great deal of beer waste. The nitrogen generator makes the pushing gas a blended gas of C02 and nitrogen which allows the beer to be pushed by an inert gas which doesn't create overfoaming. In the end, the nitrogen generator causes less waste and allows for more usable bbeer in the keg.



Nitrogen generator at the Raleigh Beer Garden



Watch the full video at rmi.rmimfg.com/beverage-gas-supplies



# reliably RATERMANN BEVERAGE SOLUTIONS

Ratermann's beverage division will assist in creating new or additional cost saving opportunities by educating and working directly with customers to properly size and install Beverage Carbonation systems, including, but not limited to, tanks, generators and installation recommendations.



MICHAEL ERVIN National Product Specialist



Our proven line of on demand nitrogen generators utilizes heavy duty compressors with a 5 year warranty and advanced filtration systems that provide users with both the convenience and cost savings of three years between filter changes!

# Call Us at 800-264-7793 for more information.

# **Our Nitrogen Generator at a glance**

#### Doesn't need a climate controlled environment:

Our nitrogen generator is not temp sensitive, because our nitrogen generator isn't reliant on the climate, the nitrogen generator can be installed in either a climate-controlled or non climate controlled environment such as a basement.

Average nitrogen generator: 65-85 degrees

Our nitrogen generator: operates between 35-115 degrees fahrenheit

#### Life time of the compressor:

Compressors are an expensive asset of the nitrogen generator. Our industrial grade compressor expands the lifetime of the average nitrogen generator compressor.

Our nitrogen generator: 19+ years average life time (able to be used over and over)

Average nitrogen generator compressor: 5-7 years

#### Long lasting filter:

Average life time of our nitrogen generator filter: 2 years

Average life time of other nitrogen generator filter: 6 months

#### **Avoids altitude limits:**

Our nitrogen generator: Because of the membrane system, our nitrogen generator pulls in air from outside allowing it to work in any elevation

PSA system nitrogen generators: don't work above 1,000 ft elevation

#### Space saving:

The compressor of our nitrogen generator can be installed up to 100 feet from the nitrogen generator unit which allows the nitrogen generator to fit almost anywhere.

#### Noise of the compressor:

The compressor can be installed up to 100 feet away from the generator. If the nitrogen generator needs to be close to a dining room in a restaurant the compressor can be moved to avoid noise pollution.

#### **Automatic shut off:**

Our nitrogen generator has an automatic shut off after 6 hours of no-use or if there is a leak in the cooler.



### **BEVERAGE CARBONATION SYSTEMS**

**EasyCarb Dewar Tanks Specifications** 

# **Redefining Performance with EasyCarb**



Part Number	Description
	Description
TWBC-300	easyCARB 300 lb.
TWBC-300-VF	easyCARB 300 lb. with Vent Fill
TWBC-300LE	easyCARB 300 lb. with Legs
TWBC-300LE-VF	easyCARB 300 lb. with Vent Fill and Legs
TWBC-450	easyCARB 450 lb.
TWBC-450-VF	easyCARB 450 lb. with Vent Fill
TWBC-450LE	easyCARB 450 lb. with Legs
TWBC-450LE-VF	easyCARB 450 lb. with Vent Fill and Legs
TWBC-550	easyCARB 550 lb.
TWBC-550-VF	easyCARB 550 lb. with Vent Fill
TWBC-550LE	easyCARB 550 lb. with Legs
TWBC-550LE-VF	easyCARB 550 lb. with Vent Fill and Legs
TWBC-600	easyCARB 600 lb.
TWBC-600-VF	easyCARB 600 lb. with Vent Fill
TWBC-600LE	easyCARB 600 lb. with Legs
TWBC-600LE-VF	easyCARB 600 lb. with Vent Fill and Legs
TWBC-750	easyCARB 750 lb.
TWBC-750-HTR	easyCARB 750 lb. with Heater
TWBC-750-VF	easyCARB 750 lb. with Vent Fill
TWBC-7501F	easyCARB 750 lb. with Legs
TWBC-750LE-HTR	easyCARB 750 lb. with Heater and Legs
TWBC-750LE-VF	easyCARB 750 lb. with Neater and Legs
TWDC-/ JULE-VF	easyCAND 750 D. WILL VEIL FILL ALL LEGS

#### **OPTIONS FOR easyCARB 600**

TWBC-600-HTR	easyCARB 600 lb. with Heater
TWBC-600LE-HTR	easyCARB 600 lb. with Heater and Legs

MODEL NO.	EasyCarb-300	EasyCarb-450	EasyCarb-550	EasyCarb-600	EasyCarb-600 120 VAC	EasyCarb-750	EasyCarb-750 120 VAC
Dimensions							
Diameter in. (mm)	20 (508)	20 (508)	22 (559)	22 (559)	22 (559)	26 (660)	26 (660)
Height in. (mm)	49.4 (1255)	64.6 (1641)	67.7 (1720)	70.0 (1778)	70.0 (1778)	70.0 (1778)	70.0 (1778)
Weight							
Empty lb. (kg) (Nominal)	200 (91)	260 (118)	410 (186)	355 (161)	355 (161)	348 (158)	348 (158)
Capacity, CO2 Saturated @ 125 psig (8.6 bar)							
Liquid lb. (kg)	301 (137)	447 (203)	574 (260)	594 (269)	594 (269)	789 (358)	789 (358)
Gaseous cu.ft. *cu.m) @ NTP (STP)	2628 (69)	3906 (103)	5020 (141)	5195 (136)	5195 (136)	6897 (182)	6897 (182)
Flow Rates							
Peak Demand lb./hr. (kg/hr.)	7.0 (3.2)	12.0 (5.4)	20.0 (9.0)	20.0 (9.0)	40.0 (18.0)**	20 (9)	40.0 (18.0)
Continuous lb./hr. (kg./hr.)	5.0 (2.3)	7.0 (3.2)	10.0 (4.5)	10.0 (4.5)	20.0 (6.0)**	10.0 (4.5)	20.0 (6.0)
Minimum Usage (no venting)							
Liquid lb./day (kg./day)	2.5 (1.13)	2.7 (1.22)	2.9 (1.32)	2.9 (1.32)	2.9 (1.32)	3.0 (1.4)	3.0 (1.4)
Pressure Building System							
Standard Operating Pressure	125 psig (8.6 bar)	125 psig (8.6 bar)	125 psig (8.6 bar)				
Safety Device Settings							
Primary Relief Valve	300 psig (20.7 bar)	300 psig (20.7 bar)	300 psig (20.7 bar)				
Secondary Relief Valve	330 psig (20.7 bar)	330 psig (20.7 bar)	330 psig (20.7 bar				
Fill line Relief Valve	400 psig (31.0 bar)	400 psig (31.0 bar)	400 psig (31.0 bar				

\*\* Flow rate using 120 VAC power. Using 240 CAV power, flow rate is 40 lb.lhr. (18.0 kg.lhr.) peak and 30 lb.lhr. (9.0 kg.lhr.) continuous. The EasyCarb-600 is also available in 240 volt. (EasyCarb-600 240 VAC)

# Tamper Evident Solutions for BEVERAGE CO2



Beverage Grade CO2 Valve Wrap – Imprint White Material



Food Grade CO2 Valve Wrap – Imprint White Material





# TAMPER EVIDENT CGA-320 DUST COVER

Tamper Evident CGA-320 Dust Cover



Tightening the strap down



Breaking tamper evident seal – removing dust cover

 Part #
 Description

 HP-WQP320PK100
 Tamper Evident CGA-320 Dust Cover, Red - Pack of 100

 HP-WQP320PK1000
 Tamper Evident CGA-320 Dust Cover, Red - Pack of 1,000





Beverage, Brew & Carb Products & Parts Catalog For Soda, Beer, & Wine Call to receive your catalog today. 1-800-264-7793 Or visit rmi.rmimfg.com/beverage-gas-supplies to download your catalog now



George Ratermann

#### Ratermann Manufacturing and Taylor-Wharton's Commitment to Quality

atermann Manufacturing and Taylor-Wharton's partnership ensures quality of both products and service. George Ratermann, President of Ratermann Manufacturing, excitedly speaks on the strengths of the partnership, "The first thing we consider before entering into any partnership is whether or not it will give us the ability to provide a product that will either meet, or hopefully exceed, the quality and delivery expectations of our customers. I can say with confidence that this has indeed been the case during our partnership with Taylor-Wharton. We are very excited about the continuation of our partnership and the quality product offerings that we will be able to provide for our valued customers in the future." Eric Rottier, Chairman & CEO of Taylor-Wharton, commented, "The expansion of our partnership with the Ratermann team for Beverage EasyCarb, and Cryogenic Dewars for North America will provide improved customer service, simplified order processing, and industry-leading fulfilment. The Ratermann team has done an outstanding job representing us and we look forward to jointly supporting the Gas Distributors."



# TAYLOR INDUSTRIAL



# - W H A R T O N I Q U I D C Y L I N D E R S



# IN STOCK AT RATERMANN'S DISTRIBUTION CENTERS

#### Upgrade to Build Your Brand



Part #	Description	Roll Length
DGC-TA-XXXX	Argon	250' Roll
DGC-TC-XXXX	Carbon Dioxide	250' Roll
DGC-TH-XXXX	Helium	250' Roll
DGC-TN-XXXX	Nitrogen	250' Roll
DGC-TO-XXXX	Oxygen	250' Roll

\* One time plate charge – Roll minimum applies.



Quickly See Tank that Belongs to Your Company!



ARGON 🗫 ARGON 🏤 ARGON

Your Industrial Cryogenic DOT-4L 360° Tape per Recommendation of CGA C-7 2014, Appendix F

Requirement of SB-26 Medical 3 1/2" Dewar 360' Gas Tape				
Part #	Description	Roll Length		
DGC-MEDCO2-XXXX	Carbon Dioxide	250' Roll		
DGC-MEDN-XXXX	Nitrogen	250' Roll		
DGC-MEDO-XXXX	Oxygen	250' Roll		

#### **Dewar Operation Label**



Dewar Operation Labels -Operation Safety Common Questions Pt # DL-14

Pressure I.D. Disks Color-coded pressure relief I.D. disks are imprinted with the appropriate ressure of safety relief value.

Part #	Description	Color
DS-22PK50	22 PSI	Yellow
DS-35PK50	35 PSI	Green
DS-50PK50	50 PSI	White w/Black Text
DS-75PK50	75 PSI	Tan
DS-100PK50	100 PSI	Lt. Blue
DS-230PK50	230 PSI	Blue
DS-235PK50	235 PSI	Blue
DS-350PK50	350 PSI	Orange
DS-350CPK50	350 PSI CO2	Red
DS-500PK50	500 PSI	White

# CRYO THERAPY

A new industry trend has emerged & the benefits are worth looking into.

f you have ever used an ice-pack or have taken an ice-bath you have experienced a form of cryotherapy. Whole body cryotherapy is simply an extreme version to give maximum benefits. At negative 165 to negative 240 degrees Fahrenheit, a person stands with their hands by their side and their head above the sauna wearing nothing but gloves, socks and booties (to protect extremities from the temperature) in what looks like a vertical tanning bed for up to 3 minutes.

How it works on your body: During the 3 minutes of extreme temperatures the body goes into survival mode. Survival mode triggers the fight or flight reaction in your body which pushes all of the blood to the bodies vital organs. While the human body is in the fight or flight mode organs release enriched nutrients, anti-inflammatory chemicals and endorphins. Once a person finishes the 3 minutes of extreme cold and steps back out into room temperature, the blood that is now enriched with nutrients moves from the organs and back into the extremities, naturally targeting areas with problems such as inflammation or muscle soreness with the enhanced blood.

Marie Ratermann gets ready to try cryotherapy for the first time.



Ratermann MFG tries out local cryotherapy spot Redux in Alameda, CA

Where did it start: Cryotherapy started in Japan in 1978 for patients with rheumatoid arthritis. After several studies scientist and doctors found that cryotherapy had other benefits. Cryotherapy then emerged into the European market. For over 20 years now cryotherapy has been backed by the European Union as a medical treatment and is covered by health insurance. Although, cryotherapy is just now emerging into the US market and has yet to be backed by the FDA.

Who uses it: Celebrities and professional athletes started the "trend" of cryotherapy here in the USA. Health and cosmetic benefits such as faster workout recovery, decreased joint inflammation, boost of energy and immune system, improved sleep behavior, wrinkle reduction, accelerated metabolism and more, are appealing outcomes to celebrities and athletes. Along with celebrities, people with severe pain from conditions such as rheumatoid arthritis or cancer have seen a great deal of pain relief and healing from cryotherapy. Cryotherapy has also emerged to the traditional market of people with busy lives who want to feel better and sleep better.



"Cryotherapy puts your body into a fight or flight mode which allows your body to release enriched nutrients, antiinflammatory chemicals, and endorphins."

- Noel Redux Cryotherapy Noel of Redux Cryotherapy switches tanks between sessions.



How the machine works: Noel with Redux Cryotherapy based in Alameda, CA explains how the cryotherapy sauna works, "Liquid nitrogen is pumped from a cryogenic tank, through a vacuum jacketed hose and into the cryotherapy sauna. Once the liquid nitrogen reaches the sauna the liquid nitrogen is turned into nitrogen gas, at no point does liquid nitrogen ever touch a patient's body." Noel Continues, "The air around the patient feels cool but never does a patient feel cold and wet like you would in an ice-bath, which is what makes cryotherapy tolerable. "

What does this mean for distributors:

Speaking about the demand cryotherapy requires, Noel elaborates on how much nitrogen is needed to operate his business, "on average the cryotherapy sauna takes about 10L every time I administer a cryotherapy session, I can do about 25- 26 sessions before I run out of liquid nitrogen." Typically, a cryotherapy clinic administers about 25-30 treatments a day. When asked if there was anything specific that a cryogenic tank needed to do Noel replied, "All cryotherapy saunas need to operate between 18 and 28 PSI depending on the brand of the cryosauna. For the cryosauna brand we use at Redux Cryotherapy, if the PSI is below 22 or above 25 I cannot administer the treatment because the sauna won't work. From my experience, the two most important features on a tank are it's ability to keep the correct pressure and to have a gauge that I can accurately read.



To learn more about cryotherapy watch our videos at rmi.rmimfg.com/ cryogenic-equipment



Customers can use anywhere from a 240L dewar up to a 2000L-6000L Arctic Fox® mini bulk tank.

# CRYOTHERAPY & SAFETY

"Whole body Cryotherapy is a safe form of recovery from physical activity or injury."

-Alamo Cryotherapy

#### Safety features of Cryosaunas:

#### **Oxygen-Monitors:**

In the Cryotherapy facilities Ratermann Mfg. visited, all of the facilities were mandated to have proper air ventilation and had an oxygen monitor/alarm present in every room. Oxygen monitors and ventilation is required by the NFPA (National Fire Protection Association)-55 Compressed Gases and Cryogenic Fluids Codes.

#### **Regulated environments for safety:**

Cryosauna facilities must meet certain requirements such as; door size, ventilation, oxygen detector and size of room. These requirements are mandated by the NFPA-55 code. The NFPA-55 addresses fundamental safeguards for the installation, storage, use, and handling of compressed gases and cryogenic fluids in portable and stationary cylinders, containers, and tanks.

#### What do you wear?

During Cryotherapy a patient will wear wool socks, slippers and gloves to protect the ligaments of the body from frost bite. Men wear briefs and women can choose to wear underwear and/or a bra. Hair can be left down and make up and lotion are fine. Although, lotion should not be applied within an hour of the treatment to avoid moisture on the skin. All jewelry from the neck down must be removed. Cryotherapy facilities have changing rooms and robes for privacy.

#### The body never touches liquid Nitrogen:

The Cryosauna chamber is cooled with nitrogen gas but never does liquid nitrogen enter the chamber. A trained technician must always be present in the room during cryotherapy sessions. Only the air around the patient feels cold but the patient will never come in contact with liquid nitrogen. On hot days a patient will be asked to dry their skin before entering the cryosauna to avoid sweat from freezing on the patient's skin.

#### **Immediate Client Exit:**

The door to the cryosauna does not lock so that the client can exit the cryosauna at any time.

#### Prevention of self-administered treatments:

The IMPACT cryosauna brand has developed Smart Sauna Software with the "Engage" safety feature. The "Engage" feature was designed to prevent unattended use. On the display screen of the IMPACT cryosauna, the "Engage" feature prompts the cryotherapy operator to "press to continue" every 31 seconds during the session. This technology keeps the technician who is operating the sauna engaged and doesn't allow the cryosauna to run alone under any circumstances. IMPACT cryosaunas have an automatic shut off after 3 minutes of operating.

#### Head outside of the cryosauna:

The head of the patient must always be above the cryosauna. Some brands of cryosaunas have automatic electric lifts that lift a patients head above the cryosauna based on their height and weight. Others are lifted manually by the cryosauna technician.

#### **Automatic Shut-Off:**

All of the cryo-sauna brands Ratermann Mfg. encountered (IMPACT, JUKA & Criomed) had automatic shut-offs after 3 minutes. 3 minutes is the maximum amount of time that a person is allowed in a cryosauna for safety of the core body temperature.



#### Can You Get Hypothermia?

The body's core temperature is 98.6 degrees. In order to be considered to have very mild hypothermia, the core temperature of the body would need to drop to 95 degrees. Gordon Gesibercht a Professor at University of Manitoba studies hypothermia and cold stress and explained that spending 3 minutes (the maximum amount of time someone is allowed in a cryosauna) in negative 200 degrees was not nearly enough time for the body's core temperature to drop enough to be considered hypothermia. Pawel, Zalewski, a sports medicine researcher at Nicolaus Copernicus University studied the affect of cryotherapy on the body's core temperature and found that there was a slight drop in the core temperature about 40 minutes after a session which he hypothesizes to be the cooler blood from the extremities of the body retuning to the core of the body. Yet still, not enough of a drop in the core temperature to be considered hypothermia.

#### Is it Painful?

Employees and President, George Ratermann at Ratermann Manufacturing tried Cryotherapy for our own knowledge. Everyone from Ratermann Mfg that tried cryotherapy agreed on the following: It is cold, not as cold as expected, it wasn't painful & it felt more tolerable than an ice bath. Everyone also agreed: they felt more energized, they slept better that night and felt they had more endurance than normal during a workout conducted later that day.

#### Who shouldn't use cryotherapy?

Anyone under the age of 14 should not use cryotherapy. People with the following conditions shouldn't use cryotherapy: high blood pressure, have had or have seizures, have a severe case of Raynaud's syndrome, are pregnant, have existing heart issues, have had or have any major vascular issues, have clots or have had a brain aneurism, have severe reactions to the cold or have had a stroke. Other limitations exist but are presented to each patient before treatment is ever administered.

#### **Trained Technicians:**

A trained technician will ask about prior and current health conditions before any treatment is administered. Certified technicians that run the cryotherapy sessions are fully trained on safety and operational protocols and they stay with you during the length of your treatment. The cryo-sauna can be turned off by the technician at any point and the door to the chamber does not have a lock so a patient can step out at anytime. Cryochambers have a 3-minute automatic shutoff timer to prevent overexposure. A manufacturer of cryosaunas explained to us one of the ways they validate safety with training, "Safety of the cryotherapy operators and their clients is of utmost importance at IMPACT. To ensure that our equipment is used with the safest and bestpractices, IMPACT provides a two-day training course complimentary to the purchase of our cryosaunas. During the safety course, cryotherapy operators receive hands on training and cover a detailed safe use program with emphasis on safety features, precautions and tips to allow for the safest cryotherapy environment."

- IMPACT Cryotherapy

# FOR DISTRIBUTORS

#### **Things To Know:**

- Tank must maintain a constant pressure of 18-25 PSI. Depending on the brand.
- One 240L dewar can administer about 22-25 sessions.
- Each cryotherapy session uses about 6-10L of liquid nitrogen (including cool down time of the cryosauna).
- \* Please call us for the exact pressure settings of the different cryosauna brands. 800-264-7793

**Machine Types**: There are different manufacturers of cryosaunas. Each brand carries it's own specifications. Ratermann is working directly with each manufacturer so we can provide you with the most current requirements for each cryosauna. Please give us a call and we can send you the specifications.

#### Tank Designed For the Following Cryosaunas

#### **Impact Brand**

Part # TWD-LPI240RD (240L Round Base) Part # TWD-LPI240SQ (240L Square Base)

#### Juka Brand

Part# TWD-LPJ240RD (240L Round Base) Part# TWD-LPJ240SQ (240L Square Base)

#### 240L Dewar Designed for Cryotherapy:

Ratermann has designed a specific Taylor-Wharton 240L dewar to maintain a constant pressure for your cryotherapy applications.

**Arctic Fox**<sup>®</sup> **Mini Bulk Tanks:** With top and bottom fill capabilities the Arctic Fox Tank allow you to fill without needing to drop head pressure, so your customers can continue with their appointments.

**Vacuum Jacketed Hoses:** Allows for quicker cool down times and does not produce condensation so you are not left with a puddle of water.

#### Article Sources:

Source: "NFPA 55: Compressed Gases and Cryogenic Fluids Code." NFPA 55: Compressed Gases and Cryogenic Fluids Code. NFPA, n.d. Web. 14 Feb. 2017.

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Sale By CryoUSA. N.p., n.d. Web. 29 June 2016.

"Redux Cryotherapy Interview." Personal interview. 07 June 2016. "Alamo Cryotherapy Interview." Personal interview. 10 July 2016. "Relief Express Cryotherapy Interview." Personal interview. 20 June 2016.

"Whole Body Cryotherapy (WBC): A "Cool" Trend That Lacks Evidence, Poses Risks." FDA, 07 June 2016. Web. 29 Aug. 2016.

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Tanks available in square or round base\*

**Taylor-Wharton** 



# **CRYOGENIC HOSES**

Vacuum Jacketed Insulated Flexible Cryogenic Hoses





#### Vacuum Insulated Flexible Hoses – 3 Feet through 25 Feet 3/8" I.D. CGA 295 x CGA 295 and 1/2" I.D. CGA 295 x CGA 295

#### Features

 Reduced evaporation and the elimination of frost and condensation during transfers Vacuum jackets and super insulation for an optimally efficient flexible transfer line

Hose Specifications – Length 3' through 25' (Other Custom

• Can be used with ALL liquid cryogens from LNG to liquid helium (LHe) depending on the end fittings • A full line of bayonets, pipe threads, compression and custom end fittings are available

configurations available)

• Hose assemblies can be fabricated with full length ARMOR casing or cuffs

I.D. Inner	O.D. Outer	Inner MAWP* (PSI) Non-braided Braided		Minimum Bend Radius		t Leak 80K
(IN.)	(IN.)	(PSI)	(PSI)	(IN.)	W/M	BTU/HR/FT
3/8″	1.5″	159	3712	5.0″	.74	.77
1/2″	2.2"	N/A	883	7.0″	1.38	1.44

\* Pressure ratings based on hose material, end fitting choice may lower MAWP rating.

#### Vacuum Jacketed Hoses – 3/8<sup>4</sup>

#### 3/8" I.D. CGA 295 x CGA 295

	Size	Part Number	Description	
	3′	VS-38ID36CGA295	3 foot Vacuum Jacketed Hose	
۲	4′	VS-38ID48CGA295	4 foot Vacuum Jacketed Hose	<b>MOST COMMON</b>
	5′	VS-38ID60CGA295	5 foot Vacuum Jacketed Hose	
٠	6′	VS-38ID72CGA295	6 foot Vacuum Jacketed Hose	<b>MOST COMMON</b>
	10′	VS-38ID120CGA295	10 foot Vacuum Jacketed Hose	

#### Vacuum Jacketed Hoses – 1/2"

#### 1/2" I.D. CGA 295 x CGA 295

	Size	Part Number	Description	
	3′	VS-12ID36CGA295	3 foot Vacuum Jacketed Hose	
	4′	VS-12ID48CGA295	4 foot Vacuum Jacketed Hose	
	5′	VS-12ID60CGA295	5 foot Vacuum Jacketed Hose	
۲	6'	VS-12ID72CGA295	6 foot Vacuum Jacketed Hose	<b>MOST COMMON</b>
Ċ.	8′	VS-12ID96CGA295	8 foot Vacuum Jacketed Hose	
	10′	VS-12ID120CGA295	10 foot Vacuum Jacketed Hose	
	12′	VS-12ID144CGA295	12 foot Vacuum Jacketed Hose	<b>MOST COMMON</b>
	15'	VS-12ID180CGA295	15 foot Vacuum Jacketed Hose	<b>MOST COMMON</b>
۲	18′	VS-12ID216CGA295	18 foot Vacuum Jacketed Hose	<b>MOST COMMON</b>



Shown below is a traditional cryo hose that doesn't prevent condensation. Unlike a traditional hose the vacuum jacketed prevents condensation making it great for indoor use.

"A vacuum jacketed hose is something you should consider mandatory. When using a standard cryogenic hose the shell is all ice which creates a puddle inside of our building. Similarly, when the hose is iced, you lose pressure, the flow from the tank to the chamber isn't as good as it should be. The vacuum jacketed hose prevents ice from accumulating on the shell of the hose."







**Example of** frost from moisture in the air.

# **ARCTIC FOX® Bulk Cryogenic Hose**

# Bulk Liquid Transfer Armored Cuffs / Full Armor / **Non-Armored Hoses**



• 516 to 571 PSIG MAWP Rated -SS FNTP End Fittings

This is an all-stainless steel corrugated hose with stainless steel over braid. It is ideal for cryogenic liquid bulk transfer. Light weight and flexible at cryogenic temperatures. Standard assembly has 18" long stainless steel armor casing cuffs to act as bend restrictors. Prices include 1" assemblies, normally used in micro-bulk applications. 100% leak tested.



Image shown is of a Non-Armored Bulk Hose

#### **Style Specifications**

#### 1 & 1 1/2 Inch • 100% Leak Tested

Liner: Corrugated 321 SS standard pitch Reinforcement: Stainless steel braid Temperature: Cryogenic to + 1500° F Branding: Manufacturer, pressure rating, date.

#### Threaded Hose End Assembly

Note: All assembly numbers are for bronze nuts and naval brass headpieces. For stainless steel, order as individual items.



For Different Bulk Hose CGA See Online Catalog Section 19B



#### **Bulk Hose with FNPT X FNPT Ends**

	v Arm	ndard Built vith 18″ nored Cuffs - <b>571 PSI</b> , 1″ FNPT	× 1″ FNPT	Full Armor PT		J	Non- Armored	
	Hose Length	Part #	Hose Leng			Hose Length	Part #	
	14′	BH-A18-1ID-168F1	14'	BHA-1I	D-168F1	14'	BH-1ID-168F1	
	15′	BH-A18-1ID-180F1	15'	BHA-1I	D-180F1	15'	BH-11D-180F1	
	16'	BH-A18-1ID-192F1	16'	BHA-1I	D-192F1	16′	BH-11D-192F1	_
е	20'	BH-A18-1ID-240F1	20'	BHA-1I	D-240F1	20'	BH-11D-240F1	
	-							_

#### 1 1/2" I.D. - 472 PSI, 1 1/2" FNPT x 1 1/2" FNPT

Hose Length	Part #	Hose Length	Part #	Hos Ler	se Igth	Part #
14'	BH-A18-112ID-168F112	14'	BHA-112ID-168F112	14	4'	BH-112ID-168F112
15′	BH-A18-112ID-180F112	15′	BHA-112ID-180F112	1	5'	BH-112ID-180F112
16′	BH-A18-112ID-192F112	16′	BHA-112ID-192F112	1	6'	BH-112ID-192F112
20'	BH-A18-112ID-240F112	20'	BHA-112ID-240F112	2	0'	BH-112ID-240F112

#### **Bulk Hose with FNPT X MNPT Ends**

	itandard Built with 18" Armored Cuffs - 571 PSI, 1" FNPT x 1	1" MNPT	Full Armor		Non- Armored	
Hose Hose Hose Length Part # Length Part #						
14′	BH-A18-1ID-168F1M1	14′	BHA-1ID-168F1M1	14'	BH-1ID-168F1M1	
15′	BH-A18-1ID-180F1M1	15'	BHA-1ID-180F1M1	15'	BH-1ID-180F1M1	

BHA-1ID-192F1M1

BHA-1ID-240F1M1

16'

20'

BH-1ID-192F1M1

BH-1ID-240F1M1

#### 1 1/2" I.D. - 472 PSI, 1 1/2" FNPT x 1 1/2" MNPT

16'

20'

BH-A18-1ID-192F1M1

BH-A18-1ID-240F1M1

16'

20'

Hose Length	Part #	Hose Length	Part #	Hose Length	Part #
14'	BH-A18-112ID-168F112M112	14'	BHA-112ID-168F112M112	14′	BH-112ID-168F112M112
15'	BH-A18-112ID-180F112M112	15'	BHA-112ID-180F112M112	15′	BH-112ID-180F112M112
16'	BH-A18-112ID-192F112M112	16'	BHA-112ID-192F112M112	16′	BH-112ID-192F112M112
20'	BH-A18-112ID-240F112M112	20'	BHA-112ID-240F112M112	20'	BH-112ID-240F112M112

# **ARCTIC FOX® MINI BULK** Data Sheet for 1.500 Liter. 3.000 Liter and 6.000 Liter

Features of the Arctic Fox® Series of Mini Bulk Tanks	1500 Liter	3000 Liter	6000 Liter
Top fill capability with Micro bulk CGA connection	$\checkmark$	$\checkmark$	
Top/Bottom bulk fill connection w/inline checks & oversized plumbing for rapid fill times.		$\checkmark$	$\checkmark$
High gas output capacity	$\checkmark$	$\checkmark$	$\checkmark$
Excellent NER and product retention	$\checkmark$	$\checkmark$	$\checkmark$
External Pressure building system for rapid recovery	$\checkmark$	$\checkmark$	$\checkmark$
Vaporizer with high volume gas output capability included	$\checkmark$	$\checkmark$	$\checkmark$
Isolation valves for all components for field repairs with minimal product loss.	$\checkmark$	$\checkmark$	$\checkmark$
2" Pressure gauge and 3 1/2" easy to read Liquid level gauge	$\checkmark$	$\checkmark$	$\checkmark$
Port for testing annular vacuum levels	$\checkmark$	$\checkmark$	$\checkmark$
VHP (500 psi) gas service with other service pressures available	$\checkmark$	$\checkmark$	$\checkmark$
Strainer protected PB Regulator	$\checkmark$	$\checkmark$	$\checkmark$
Liquid withdraw options	$\checkmark$	$\checkmark$	$\checkmark$
Mounting provisions for your telemetry unit	$\checkmark$	$\checkmark$	$\checkmark$
Dual vent lines for rapid blow down capability	$\checkmark$	$\checkmark$	$\checkmark$
Dual $\frac{1}{2}$ " x 1" safeties with Heavy Duty divertor valve	$\checkmark$	$\checkmark$	$\checkmark$
Small footprint galvanized skid included	$\checkmark$	$\checkmark$	$\checkmark$
5 Year warranty on the vacuum			
1 year parts and labor	$\checkmark$		$\checkmark$

Specifications	1500 Liter	3000 Liter	6000 Liter
Height (inches)	88.60	121.00	130.00
Foot Print (L x W) (inches)	63.00 x 63.00	75.00 x 75.00	112.00 x 112.00
Pallet base (L x W) (inches)	59.00 x 59.00	66.00 x 66.00	94.50 x 94.50
Empty Weight with pallet (pounds)	2,976	4,404	9,480

CAPACITY
----------

CAPACITY			
Liquid (Liters) Gross	1,500	3,000	6,000
Liquid (Liters) Net	1,290	2,580	5,400
Liquid (Gallons) Gross	396	793	1,585
Liquid (Gallons) Net	341	682	1,426
Gas capacity (ft <sup>3</sup> ) Nitrogen	29,470	58,940	123,362
Gas capacity (ft <sup>3</sup> ) Oxygen	36,338	72,677	152,112
Gas capacity (ft³) Argon	35,561	71,123	148,860
Gas capacity (ft <sup>3</sup> ) Carbon Dioxide (CO <sub>2</sub> )	25,550	51,099	106,953
Capacity (Lbs) Carbon Dioxide (CO <sub>2</sub> )	2,923	5,846	12,236
PERFORMANCE			
NER (% /day LN <sub>2</sub> )	≤0.8%	≤0.8%	≤0.45%
NER (Lb/day) Carbon Dioxide (CO <sub>2</sub> )	≤2.8	≤4.0	≤5.6
Gas Flow (scfh) N <sub>2</sub> , O <sub>2</sub> , Ar	2,471	2,825	3,531
Gas Flow (scfh) Carbon Dioxide (CO <sub>2</sub> )	927	1,060	1,900
Gas Flow (Lb/hr) Carbon Dioxide (CO <sub>2</sub> )	113	130	218
PRESSURE RATINGS			
Max. Pressure relief setting (psig)	500	500	500
Operating Pressure (psig)	450	450	450
Design Specification	ASME VIII-1	ASME VIII-1	ASME VIII-1





**ARCTIC FOX® 1500L** 1500 Liter Mini Bulk, VHP500 Part # MBK-1500VHPL



**ARCTIC FOX® 3000L** 3000 Liter Mini Bulk, VHP500 Part # MBK-3000VHPL



**ARCTIC FOX® 6000L** 6000 Liter Mini Bulk, VHP500 Part # MBK-6000VHPL

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All specifications are subject to change without prior notice. All dimensions are measured from the floor to the top of the tank.

X-24 2017 Ratermann Manufacturing, Inc. 1-800-264-7793 | Fax 1-800-264-7797 | Email sales@rmimfg.com | www.rmiorder.com

# MINI BULK TANKS 1,500L 3,000L 6,000L



Watch the Video



#### 6000 Liter Arctic Fox<sup>®</sup> Top and Bottom Filling Tank

The Arctic Fox 6000L tank comes equipped standard with top and bottom fill valves:

The benefits of a tank with top and bottom fill valves is that the customer does not have to be taken offline to have the tank refilled. Designed for applications in medical and laser cutting where a large drop in downstream pressure would cause problems. The driver can now maintain the filling pressure by opening the top and bottom fill valves simultaneously to keep the pressure up while not allowing any interruptions to the gas supply.

Auxiliary Blow Down Vent Valve

DIVERTOR VALVE – Herose divertor

valve with redundant ASME 1/2" x 1" pressure reliefs.

Heavy duty pressure building regulator

Galvanized Skid

1/2" NPT Bottom Port For Liquid Withdrawal

> *For more information and videos go to* **rmi.rmimfg.com/arctic-fox-tanks**



# **MEDICAL DUST COVERS**

The popular tamper evident dust covers that are a fill plant favorite to push on and a customers dream to take off.

 Part #
 Description

 Pt # MPS-2DM
 Easy Finger Pull Tab Dust Cover w/out Seal Holder

 Pt # MPS-MCDM-G
 Green Seal Push-On Medical Dust Cover

 Pt # MPS-MCDM
 Gray Seal Push-On Medical Dust Cover



Push-On MPS-MCDM Fast & Easy



CALL OR EMAIL FOR SAMPLE 1-800-264-7793 / sales @rmimfg.com

#### **Fill Plant Favorite**

Fast & easy to push on
Time saving pre-loaded seal (optional)

- Universal for use on medical oxygen, nitrous oxide, and carbon dioxide

#### **Customer favorite**

- Easiest to take off
- Seal does not fall out
- Great for patients with arthritis or limited dexterity

#### What are VariQuik Quick Connects?



VariQuik connectors add versatility in your filling system. The VariQuik couplings system by FasTest allow pumpers to quickly switch between traditional 540 yolk style connectors to 870 connectors within seconds.

#### Chris Singleton, Conroe Welding Supply -

# How has the VariQuik System helped your business?

"The VariQuik Quick Connects system saves us on fuel expenses. Without the VariQuik system we would need to transport the cylinders to another facility to get them filled. Using the VariQuik connectors saves us on driver time and of course pumper time. The VariQuik connectors allow us to switch out our connections quickly and we're off and running filling our customers cylinders."

#### Was there a learning curve?

"There wasn't much of a learning curve, its just so easy, you take off one connection, put on another one and you're going, its that easy."

# What if you don't have a full rack of cylinders?

"If you don't have a full rack of cylinders you leave those connections off which stops any kind of air flow so you can do whatever else you need to do."

# What change have you noticed most after switching to VariQuiks?

"We are now able to fill a lot more cylinders than before. Before using the VariQuik's our pumper would of had to fill a certain amount of cylinders one day and another batch a different day because our pumper would have had to switch out the connections."



VariQuik Quick Connects allow pumpers to quickly switch between traditional 540 yolk connections to 870 connections.

VariQuik Quick Connects



Connecting CGA 870 to fill







# CRADLES & MANIFOLDS

Quality Construction with durable powder coated paint & galvanized options. Drain at the bottom for lasting quality in any weather. 7 gauge steel top protects while providing a sturdy lift point.



#### **10 Year Exemption**

10 Year Exemption on Many of the 6 & 12 Pack Models. Big Benefit – Due to the design you have a 10 year exemption for inspection. Cradle ships fully assembled, comes stamped with a serial number, and is designed with open sight to the cylinder bottoms for the 5 and 10 year inspections. Select cradles come with PE stamps and load-test certification to meet vigorous offshore requirements.

Choose your color and brand your name into your cradle!

Build Your Brand into 6, 12 or 16 Packs Call Ratermann Manufacturing for more information: 1-800-264-7793.





### **RMICRYO.COM**

Lance Looper is National Sales Manager of Ratermann Cryogenics. Lance has nearly 20 years of experience in the CO2 and Cryogenic Marketplace. He has both vast technical knowledge of all cryogenic systems and applications, as well as true hands on experience that will help answer your cryogenic questions and provide you with solutions. Ratermann Cryogenics objective is to provide our customers with a full product offering to service Cryogenic and LNG Bulk tank and trailer manufacturers, installers, and refurbishers. We also offer a wide array of products to service and build air separation plants across North America and beyond. This will provide our customers with one point of contact for all of their product and application requirements. Ratermann Cryogenics has a full line of products to help manage any cryogenic application and a team of technical experts to help you with your systems while also providing the reliable delivery service that our customers require.

For any Cryogenic questions please email sales@rmicryo.com or give us a call (844) 341-3433

Shown above: Ratermann's range of high-performing valve packages have been developed to meet the changing needs of the industry.





# Lance's Picks

#### (1) Generant CRB Relief Valve: Safety, Safety, Safety

If your company is looking for a great safety record in 2017 you should consider a new product we offer called the Generant CRB. This device is ideally suited for use as a "Blocked Line Safety" in cryogenic systems and on your bulk tanks. This valve is different from other pressure relief valves in the industry due to a unique bleed valve built into the valve. The bleed valve's porting configuration vents system pressure away from the operator so your techs can remove/install these SAFELY. If you're looking to change out your safety valves and want to put an end to the out dated removal style of block line safeties, use the Generant CRB "New" safe approach! These valves come in  $\frac{1}{4}$ " –  $\frac{1}{2}$ " sizes for all your application needs. Give us a call to try them out for yourself and see how happy you make your installers.



#### (2) Generant GDR Regulator: Balance the Pressure

Think about if you have you ever got a call from a customer telling you their low or high pressure alarms are going off? Let us help put a stop to that with the Generant GDR regulator. The regulator balanced design helps with pressure fluctuation on the downstream side of your regulator due to pressure spikes on the inlet side. The Generant GDR regulator will keep your techs from having to make unnecessary service calls when pressure alarms go off. You can rest assured the regulator will keep running during most spikes your customer may see due to low tank pressures or those freezing temperatures some of us bundle up for in the winter. Don't let your techs use any regulator, when they can install Generant's GDR regulator that will decrease the phone calls to you and increase your customer's productivity.



#### (3) Herose Stainless Globe Valve: Look Good & Cut Down on Repairs

Have you ever looked at your bulk tank after 5 years and thought to yourself "Wow, it sure has aged?" If you notice, customers do too. This may even prompt them to think about switching suppliers. The way to fix that is by having your tanks equipped with the Herose 01341 all stainless globe valves. The Herose valves will give a nice face lift to all your bulk tanks and trailers. This globe valve is being used all around the world and helps preserve the piping structure of the tank. Once the tank has been in service for years, down time for tanks needing repairs can be cut in half with easy to install Herose parts. Herose's stainless valves will keep your tanks looking new and your customer's believing they have the best equipment in town.





Click here to request additional information

# RATERMANN

Payment Center 601 Pinnacle Place, Livermore, CA 94550 USA Distribution Centers Strategically located in USA • North America



### reliably **RATERMANN Giving Our Customers Solutions**

# **Our Claims & Why They Matter**







reliable people.

What's most gratifying for me is that our claims are not something we had to create. We're very fortunate that we did not have to sit down and ask ourselves "How do we come up with a brand identity ?"

This new branding represents a culmination of how our company has developed over the last 20 years and our identity was created by simply listening to our customers and being committed to servicing their needs.

Brent Lockhart - Vice President

#### reliable solutions.

reliable delivery.

Throughout the years we've had many conversations about what we stand for at Ratermann and it always comes back to a couple of basic principles. First and foremost it's our people and how we all treat our customers to make sure they have a great buying experience. We always say "It's not just about what we sell, but how we sell it." At Ratermann, we don't just sell products for our own benefit, we give our customers solutions.

George Ratermann - President



For more information about what Ratermann Mfg. stands for check out rmi.rmimfg.com/videos.