



Beric Valves: valves manufactured globally the American way

Foster Voelker - Director of Engineering, Rodney Roth - Vice President of Technology and Sam Davis - Global Director of Sales, Beric Valves. Photos by Jeff Wilson Photography - JeffWilsonPhotography.com

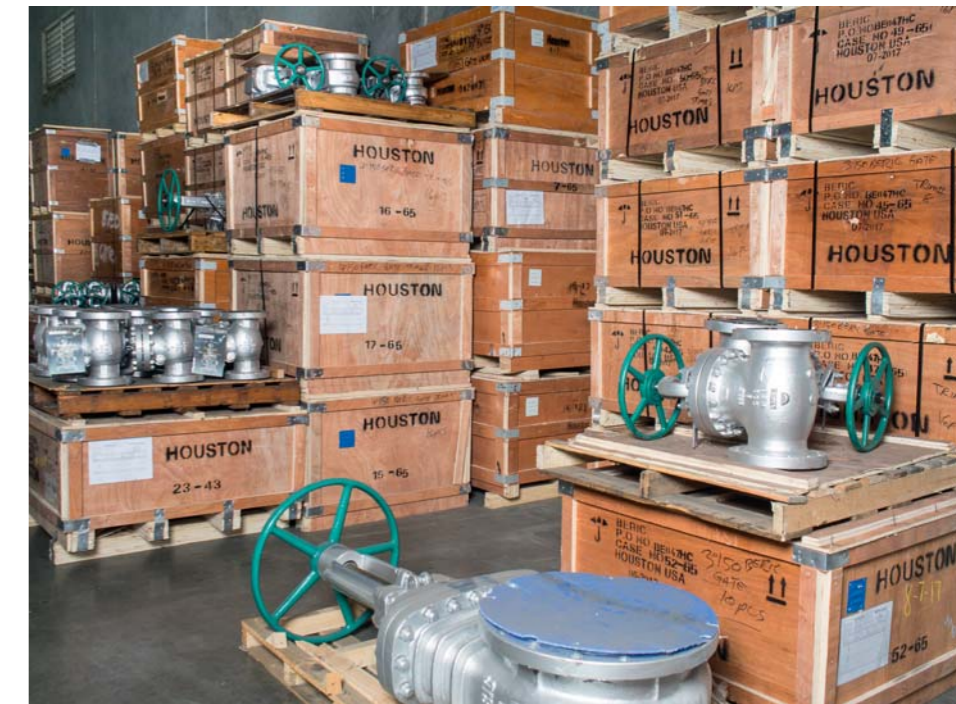
Since its inception, Beric Valves has been committed to not only producing products that meet high-quality standards but providing customers with the service and support that will ensure they succeed well into the future. Beric Valves has always put people at the forefront of its core values, be it customers or employees, and this is what has enabled the company to become the established manufacturer that it is today. "It is not just about selling products, it is about helping people," says Sam Davis, Global Director of Sales.

Valve World recently had the pleasure of meeting Sam, his father Gary Davis who is also Director of the company, and Rodney Roth, Vice President of Technology. The trio was excited to discuss Beric Valves' unwavering commitment to its customers through its quality management program, its ability to provide full traceability and performance guarantee, and its low emission valve offering. They also talked about the importance of relationships in and out of the office, as well as their global expansion plans.

By Deirdre Morgan & Sarah Bradley

Providing quality through consistency

Explaining how the company came to be, Gary recounts his many trips to Asia to seek out ways in which new valves could be made at a lower cost while maintaining an extremely high level of quality. Gary's father owned an apparel business in Asia in the late 1950's and helped pioneer American business in Asia when China re-opened in the early 1970's. Gary decided to follow his father's business model of leasing out production facilities in China and subsequently implemented a modular quality management program within each



facility. While many companies sought out manufacturing in China to help their customers from an economic standpoint, Beric Valves implementation of their modular quality control system in each of their facilities is what truly sets them apart from competition. Beric Valves has and continues to bring the core Western knowledge base with them to build a high-quality product in a country that had a stigma associated with it. "An American-made valve that is built in China," as Rodney puts it. Gary elaborates: "We have our quality control teams, we bring our designs and engineering into the facilities in China, lease out the production for our products, but keep our people to control everything from beginning to end."

While most valve manufacturers are focused on saving money, Beric Valves, is focused on supplying their customers with a quality product that will meet the API's stringent requirements, solve problems and consistently adhere to high quality standards they have established. Gary explains that the company's manufacturing program is a modular system that can be put into any country in any facility. This strategy only works if the Beric Valves team goes with it – bringing with them the quality assurance, knowledge, documents, and experience – only then can the same quality product be made in any country. "The only thing the valve factories are supplying is the labor," says Rodney. "Everything else is based on the quality system that we employ."

Providing quality through consistency is extremely important for Beric Valves, and this is evident in their strict requirement to own their drawings for their forgings, castings and sealing components, rather than using existing factory patterns and products the facilities may already have in place. "Some other companies have different forgings and castings that different facilities designed for their valves. For example, you might purchase one of their valves, and then you go to another plant and see the same name but on a different product. That is the difference with Beric. We are not going to have multiple patterns for the same product going out with the Beric name on them," says Rodney.

Product reliability: warranties & traceability

Too consistently offer the customer a high level of quality, Beric Valves requires all their factory management and employees to adhere to strict quality control standards, as well as maintaining rigid testing and traceability practices. Each valve manufactured by Beric Valves has a serial number to be able to maintain full traceability for the customer as well as for Beric Valves. "The customer has quality assurance because we know exactly what goes into each valve, the Low -E packing used, including the chemical composition and the physicals. If a valve ever fails, we know everything about the valve – including the machinist who made it," says Gary.



If something goes wrong with a Beric Valves product, Beric Valves will first determine whether the correct valve was sourced for the correct service. Secondly, the factory is involved in determining the cause and potentially identifying a process change that may be needed to resolve an issue that may have led to the problem identified. Then at the stage the issue can be addressed a corrective action can be taken, such as providing extra training for the machinist or welder; something that is regularly offered to each staff member. In addition to this, one of the Beric Valves services is to provide customers, with the knowledge and skills to be able to successfully install and maintain their equipment, in turn leading to better performance and a longer life-cycle. Sam, Rodney, and Gary have noticed over time that often issues arise because of the wrong valve product being selected for the application. To address this issue, Beric Valves is committed to providing "Knowledge-Based" training programs for

"It is not just about selling products, it is about helping people,"

***Sam Davis,
Global Director of Sales.***

its End User customers and Distributors, so they understand the equipment, standards and best practices relative to product selection and maintenance. "Valve selection is extremely important, and our training helps end users that do not necessarily have the resources to conduct these training programs internally," explains Sam. To further enhance quality assurance for its customers, Beric Valves provides a document package with every single valve sold. The package

includes the MTR (Material Test Report), warranty paperwork, fugitive emission statement and the API 598 test report. "We ensure 100% API 598 testing on every single valve produced," says Sam. "Also, the serial number on the front of the package matches the serial number on the flange; providing traceability and quality information for the customer." Additionally, because Beric Valves manufactures low emission valves, we not only offer a product warranty on the actual product, but we also offer a performance guarantee, to 100 parts per million or less for five years," says Rodney. He explains that Beric Valves offers the performance guarantee because we back up our products with testing. Ultimately, the customer is at the forefront of everything Beric Valves does, so whether a problem occurs during the warranty period or not, Beric will help the customer, whatever the issue. "We still show up when there is a problem; figure out what happened and why," says Gary. Furthermore, Beric Valves works with their distributors to ensure a system of inventory rotation is implemented in every warehouse or facility. A first-in-first-out method is very important, especially when it comes to their low-e valves. "We do not want the older valves that may have been on the shelf for ten years with older packing, non-low-e material, being installed in a refinery as this could cause problems for the customer and the environment," explains Rodney.

Low-e valve offering

Beric is focused on reducing fugitive emissions and is proud to be able to offer a wide range of low-e valves for a variety of industries, including refining, chemical, plastic, pulp & paper, power, petrochemical, pharmaceutical, agriculture and more. Their valve offering includes API 600 cast steel gate valves, API 602 forged steel valves, API 603 stainless steel valves, API 608 Ball valves, and API 623

cast steel globe valves, all of which are manufactured to meet Low E definitions being included in Consent Decrees. Being able to offer "Certified Low Leaking Valve Technology" and "Certified Low Leaking Packing Technology" re-emphasizes their dedication to meeting stringent standards and to performing necessary testing for each product. Their products meet API 624 and 641 standards, and if a customer requires the product meet, for example, ISO 15848-1, Beric Valves will deliver. "Our goal is to be a leading provider of low-e valves globally," says Sam. "We are always trying to get our products to lower leakage levels. As an example, we are currently working with Specialists who are helping us manufacture a zero leakage valve design." This innovative design will be used to replace valves in lethal service, where the processes may be highly dangerous or cause injury to workers potentially exposed to such a leak. "We are in research and development stages right now, but we should have this product available in late 2018," says Rodney.

Investing in relationships

The company invests heavily in the development of its employees, which is one of the biggest reasons for the longevity of the company, along with hard work and loyalty of their staff. The Company does its utmost to create a great work environment which can be lacking in so many other companies.



They respect their employees and care about them on a level that goes beyond the workplace relationship. Rodney adds: "As an employee, the family feeling in the company is strong. Gary cares about families. He asks about my wife and my children. He wants to make sure that families are being taken care of because if I can be a good husband and a good father and enjoy going to work, I am going to be a much happier employee. If you care about the people that work for you, those people are going to care about

you and will take an interest in taking care of your customers as well." In addition, Beric Valves' philosophy of investing in employees also applies to its customers. Taking the time to show customers their facilities, what they do and how they do it is just as important for Beric Valves as it is for the customer. They will even go as far as showing customers, for example, why certain castings were rejected. "This emphasizes the fact that we are involved in the processes at our facilities," says Sam. "That is what sets us apart; caring more about customer service than caring about the initial sale.

Future endeavours

To carry this commitment to its staff and customers into the future, Beric Valves intends to expand its operations by the end of 2017. Already in the process of marketing their products globally. Rodney explains that over the past five or six years he has witnessed a gradual, trolley car movement upwards for Beric Valves. "That trolley car movement is about to become a rocket booster," he comments. To complement this expansion, Sam adds that he has spent the past three years identifying the right people to build the team necessary to launch this rocket ship, and has finally found those people. "I think over the next two years you will see us not only grow in the marketplace but become one of the leading providers of valves while continuing to increase our staff with the addition of highly trained personnel," says Sam.

