



Bonney-made, produced and tested

Bonney Forge didn't become a world leader in forged steel valve and fitting manufacturing by simply going with the flow. As one of the world's only fully-integrated manufacturing companies, Bonney Forge designs, produces, assembles, and tests every one of their products in-house, maintaining control over all aspects of manufacturing from the raw material to the finished product.

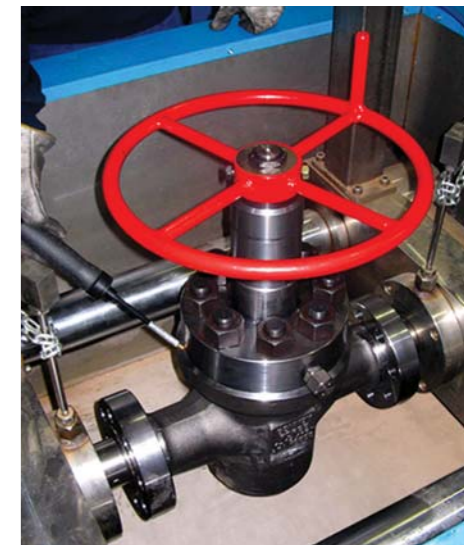
By Jody Hewitt & Sarah Bradley

Every link in the chain of production is controlled and guaranteed by the company's Quality Management System (QMS), certified and traceable. Products are manufactured and tested in strict accordance to ASTM, ASME, API, ISO, and other industry codes while modern machining equipment and adherence to

rigid inspection procedures assures the dimensional accuracy of every part. Quality assurance procedures include 100% hydrostatic and pneumatic testing of all valves in full conformance to API standards and industry codes. Chemical and mechanical properties are fully traceable to the original forging lot

and access to specific product information is readily available to customers. Customers can access not only test reports for the products, but also from the raw materials – which, according to Paul Heald, Vice President of Product Engineering, is becoming more of an expectation than an exception in the current market.

We set a critical path on products and we can make sure we hit milestones on those critical paths to show the customer that they are going to get their product within the time frame we have given them," says Steve Thomas, Vice President of Valve Products/Southwest Regional Sales. Having world class forge shops gives the company the ability to be self-sufficient. Valve assembly, testing operations and inspection to industry and in-house standards assures their forged and cast steel valves meet or exceed all applicable product specifications. The close proximity between forging, machining, warehousing, shipping and sales centers also contribute to shorter lead times, consolidated shipments and cost savings for the customer.



Factory inside a factory – pitching the Fast Track program

In 2016 Matt Dancho, Steve Thomas, and Antonio Sonzogni approached John Leone, President and CEO of Bonney Forge, with their idea to create a stand-alone unit, a "factory within a factory", dedicated exclusively to the manufacture, assembly, and testing of Fast Track products: custom orders with a very short turnaround time. Market analysis revealed that more and more customers were asking for faster delivery times, much shorter than the traditional 30-40 weeks that the company was used to. Delivering product within 8-12 weeks would tap into a whole new market; a market that was growing and underserved in the industry.

At that point, Bonney Forge already had a Fast Track program integrated within the company – but there was room for

improvement. "The existing process involved stopping our production mid-stream," explains Dancho, Director of Product Engineering & Market Development. "This was inefficient. We wanted to make sure that the customers' delivery was as short as possible, which meant separating the Fast Track process from normal production." Leone loved the idea. As a former Project Manager for Gulf Oil in Venezuela, he understood all too well how critical product delivery times are to the schedule and cost of a project.

"Most of the product is bought at the beginning of the project," he says. "Inevitably, changes and additions to the order are always required as the project moves forward, and these additions are required *immediately*. They are required immediately because you have crews and people in place who are waiting for that product. We are customer driven to provide this resource."

"Customers want to see that the material is of high quality," he explains. "That it's not substandard material from some remote location in the world where there's no control over the quality of the material."

The ability to perform all forging, manufacturing, assembly and testing within the walls of Bonney Forge also allows the company to control lead times, ensure a quick turnaround on products and guarantee delivery times.

"When we give a customer a delivery time frame, we rarely miss it. Not having to outsource the product allows us to control how it goes through the manufacturing and engineering processes. We're not having to rely on outside machining.



With a substantial investment, the company's Fast Track program now boasts a dedicated staff and machinery capable of manufacturing any valve type, from gate, globe and check, double block and bleed, API 6A and 6D to specialty items like severe service valves. Engineers are available at every facility, making it possible for customers to order specialty valves based on their own design requirements, drawings and specifications. Bonney Forge engineers can provide expert recommendations to enhance a customer's design and ensure application requirements are met. The new Fast Track program is just one example of investments Bonney Forge is making with a purpose. The investment is keeping with Bonney Forge's roots: providing a comprehensive product offering, holding quality paramount, and meeting customer requirements through customized solutions. The difference is now customers will be able to get this level of service in a fraction of the time. The decision becomes a no-brainer when the investment translates into growth in the most important part of the business: its relationships with its customers.

Staying ahead of the pack

Since its establishment in 1876, Bonney Forge has thrived in an ever-changing industry through investing for the growth of the company, pioneering advancements in technology, expanding product lines, recognizing trends in the market and paying

detailed attention to their customers' needs. By committing to be part of the industry, not simply as a supplier of material but as active participants in industry organizations and governing bodies, the company has been able to adapt to changes in the industry and stay ahead of its competitors. When fugitive emissions regulations started changing in North America, and the EPA was demanding stricter compliance from end users, Bonney Forge was not caught off-guard. Knowing the change was coming, the company switched to a proprietary packing for low fugitive emissions years before it became mandatory.

"For many years, Bonney Forge has worked alongside the standards organizations, with the task groups who write the language for the new standards," says Heald. "We stay at the forefront of new requirements and we will not hesitate to improve our designs in order to meet these requirements before they actually become required." According to Heald, the company has been manufacturing API624 Valve Emissions Standard compliant valves since at least 2011, long before the EPA adopted it in 2014.

When asked why it is so important to be proactive versus reactive in this industry, Steve Thomas told us that not only has it helped Bonney Forge to make changes seamlessly, without disrupting production, but also, "it gives customers, be they distributor or end user, the knowledge that they have access to



a product that meets any code or standard that's out there and they know they will be able to get it ahead of time." "We were already providing low fugitive emission valves when the demand came in so our customers were very comfortable knowing they would get a product that met the code by a leading manufacturer already on their approved manufacturer's list."

Continued growth in O&G and energy

As a global company with locations in Mount Union, PA; Houston, TX, Bergamo, Italy and Shanghai, China, Bonney Forge is well situated to meet the needs of customers around the world. While the market has contracted in recent years with the drop in oil prices, the company continues to see growth in the valve



industry and continued demand for energy-products. As plants run longer, harder, faster, the demand for customization and special alloys is increasing. The ability to change quickly will be critical to the sustainability of any company. By investing in facilities, machinery, state-of-the-art technology and people, Bonney Forge will continue to push the envelope to develop better and better products, while continuing to provide unparalleled customer service to distributors and end users. For example, WFI International, a Bonney Forge Company, is a leading manufacturer of ferrous and non-ferrous branch connection fittings, specialty flanges, and seamless fittings for use in piping systems and on pressure vessels. WFI and Bonney Forge are the world's leading manufacturers of integrally reinforced branch connection fittings (Pipet®). WFI International operates from over 120,000 sq. ft. of office and production space spread out over 13 acres.

The company's integrated sales and Made-To-Order Manufacturing organization allows WFI to work hand-in-hand with customers, engineers and distributors to develop quality products. Expertise and capability have allowed WFI to become a world leader in the design and manufacture of highest quality forgings, fitting, flanges and a wide variety of specialty items. WFI International maintains one of the highest levels of on time deliveries in the industry and their professional sales and engineering staff can always be reached to assist - at your service 24-hours-a-day, 7-days-a-week. "Bonney Forge has focused a lot on service and the quality of product for many, many years," says Antonio Sonzogni, Managing Director of Bonney Forge's Italian operation. "Consistent quality and service has been the key element for Bonney Forge. Customers can rely on our quality and service without exception."

A comprehensive product range

As a leading manufacturer of forged steel fittings and unions, branch connections, forged steel valves, cast steel valves, and specialty products, Bonney Forge sets the pace for the industry. Here's a closer look at the company's wide range of offerings:

Forged Steel Valves

Bonney Forge is an integrated supplier of the widest range of forged steel valves in the industry with in-house forging, machining and assembly-test operations. Available in the U.S. and Italy, the valves are manufactured in a variety of sizes and designs including gate, globe, check, cryogenic, integral flanged, bellows-sealed, extended-body gate, y-pattern and pressure seal—from stainless steel to carbon steel, common alloys to exotic alloys. A leading manufacturer of API 602 and API 600 valves, Bonney Forge has expanded the product line to include—floating and trunnion-mounted ball valves, double block and bleed, API 6A, API 6D, and compact valves for offshore applications. Valves sizes range from 1/4" thru 30" in pressure classes from 150 thru API 15000.

Cast Steel Valves

Bonney Forge's line of cast steel valves is extensive and comprehensive. Manufactured at their company-owned facility in China, Bonney Forge produces both standard and customized configurations, offering a choice of trim, body materials and special features in sizes ranging from 2" thru 36", and pressure classes 150 thru 2500. "In cast valves, we manufacture carbon low alloy and stainless steel and we are moving into the exotic alloys," said Leone.

Forged Steel Fittings and Unions, Branch Connections, and Specialty Products

The company produces high volume runs of forged steel fittings and unions available in a variety of classes and material grades for any application. Clearly a leader, Bonney Forge pioneered the concept of integral reinforcement of branch connections, the Olet®, which has met the test of time and is used in a growing variety of industry applications.

