

A-T Controls - Broadest quality product offering in the quarter turn valve and automation business

Since its establishment in 1994, A-T Controls has become a global leader in the design, manufacturing and sale of manual and automated, highly-engineered valve solutions for process industries. Products such as actuation systems for valves and dampers including pneumatic actuators, electric actuators and electro-hydraulic actuators, as well as manual ball valves and automated valve packages to control industrial valves. Supplying products to virtually every industrial sector, A-T Controls is active in the oil & gas, refining, petrochemical, chemical processing, pulp & paper, mining, water & wastewater, transportation, food & beverage, pharmaceuticals, ship building, HVAC and power industries. A-T Controls currently operates from its 122,000-square-foot headquarters in Cincinnati, Ohio and newly-expanded 68,000-square-foot facility in Stafford, Texas, supported by several sales offices throughout North America. Valve World had the opportunity to meet with President and CEO, Brian Wright at A-T Controls' headquarters to discuss the company's solutions-oriented sales structure and plans for future growth.

By Sarah Bradley

Broad offering

Originally providing automation, actuators and quarter turn accessories, A-T Controls began offering valves in 1997 with three piece valves in simple pre-sized, pre-engineered, pre-priced packages to provide customers with simple complete assemblies. From there the product lines expanded with the introduction of flanged valves, three-ways, stainless and carbon steel, sanitary, fire-safe and resilient seated and high performance butterfly valves. Maintaining the goal of providing efficient and convenient packages A-T Controls serves as a single point for all their customers' needs.

"We have as broad an offering in the quarter turn valve and automation business as anyone. We are a one-stop shop," explained Mr. Wright. "Customers can look to us for solutions for about any quarter turn application and we are not afraid of specials and modifications."

With such a broad product offering, A-T Controls is able to address many markets and spread out the exposure instead of relying on the success of a single industry to maintain their sales. This versatility has given the company greater opportunities to excel.

"I think our longevity can be attributed to the immense breadth of product we offer, our loyalty to our distribution network and the consistency in our products," revealed Wright. "What you bought from us in 1994 is going to be the same as the one you buy next week. We do make updates and revisions, but customers can have peace of mind knowing that our products are consistent and reliable."

Quality products

A-T Controls offers complete automation services for quarter turn valves, with the Triac brand actuators and accessories well-known within the industry as quality Quarter turn products. The company also manufactures precision mounting kits to automate other manufacturers ball, butterfly and plug valves. The pneumatic rack and pinion, heavy duty scotch yoke, and electric actuator offering allows the flexibility to accessorize with virtually any control requirements. The company's wide line of products is complemented by a broad accessory line which includes Solenoid Valves, Filter Regulators, Limit Switches, Proximity Sensors, Positioners, Manual Overrides and Customer Valve Mounting Hardware.

Leading the way with new trunnion mounted ball valves

A-T Controls has released their new Trunnion Mounted Ball Valve line, including 2" - 48" valves in ANSI Class 150-2500 RF and RTJ. Valves are available in cast and forged construction, and numerous alloys including A216WCB, A352 LCB/LCC, CF8m, CF3M, Duplex and WC6. The valves are suited for numerous applications including Gas and Oil, Refining, Mining, Marine, Power, Primary Metals, Geothermal, and Water/Waste industries

As the latest addition to the A-T Valve and Actuator offering, complete automated valve packages are available including Rack and Pinion, Heavy Duty Scotch Yoke, and Electric Actuators with pneumatic and electric accessories and custom control circuits. The new Trunnion Mounted Valves are heavily stocked in both the Cincinnati headquarters and Houston warehouse and automation center. The Trunnion Mounted valves are certified as SIL 3 capable and have achieved CE (PED Module H) certification from TUV Rheinland April 2017 for series TS2 and TS3 Trunnion Mounted Ball Valves.

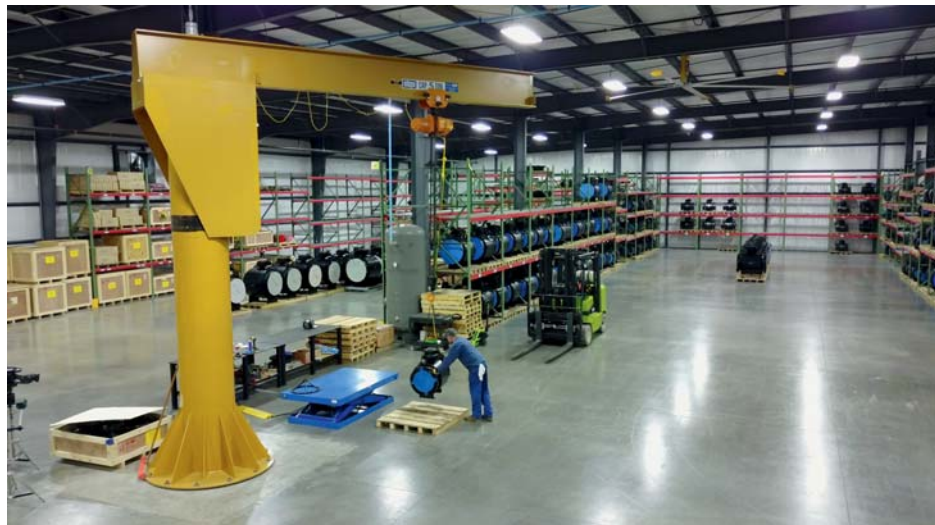
"We added the Trunnion to the line, because we believe that we have the most broad quarter turn offering in the industry. We wanted to expand our offering to include two-piece, three-piece, fire-safe, sanitary, flanged, multiport, etc. and all the actuators to automate them - pneumatic, rack and pinion, stainless steel pneumatic rack and pinions, 180 degree pneumatic rack and pinions, electrics and heavy duty scotch yoke," said Mr. Wright.





All assemblies are calibrated, tested and properly packaged to assure that the user receives the exact product required for their application. Every actuator and actuated assembly is provided with a serial number upon completion which allows for easy traceability.

We do everything from torque testing new products, cycle testing valves and actuators, material analysis and tests for endurance. We are very cognizant that we have to be on top of new regulations, different certification requirements and expectations in different countries," shared Mr. Wright.



A-T Controls launches new website

In August 2017 A-T Controls did a complete re-design of their web site. The vision for the new design was to simplify the user experience and to be mobile-friendly. The new design features an updated, clean look with more white space and less repetitive text. The streamlined navigation makes information much quicker to find. Improved user interaction & resources include:

- New search function
- Forms to easily submit a Literature Request, Request for RMA, or Quote Request from the sales team
- Sign up to receive the A-T newsletter & view the newsletter archives
- Careers page to see open positions

Visit us at www.atcontrols.com to learn more about the company and products at your fingertips.

"We have just added four new valve testers with the ability to test in-house up to 36" ball valves. You are required to test should you make any modifications to the valves and having the ability to do the testing in-house allows us to respond quickly and have control over the product. The customer knows they can count on us for consistent quality product, so that when they receive it, they do not have to worry whether its going to perform properly. It also speaks to safety – if you have good quality product, you know you have a better opportunity to keep your plant and your workers safe." A-T Controls continues to develop and expand the product line based on customer requests and paying close attention to the latest developments and requirements to meet their customers' needs, as well as making investments to obtain all necessary certifications.

"We listen to our distributors and our end users. When they tell us 'we love this product but we need it in a new material or you need to consider new pressures or a different design' or another product to speak to their needs – we just listen and then we prioritize. We listen and we try to make the most frequently requested products bubble up to the top. It is a several year process in many cases to bring these things forward to the market, because when we want to bring it forward and put our name on it, it has to be good, it has to perform and it has to be deliverable," he said.

The company relies on its distribution network and manufacturer representatives across the globe to sell and service its wide product range and has established a Distributor Council that meets bi-annually to relay feedback from customers regarding new product ideas, application needs, industry trends and more.



Innovation

With customer needs in mind, A-T Controls is known for strong engineering and application expertise and superior service in automated valves and day-to-day automation and controls. The company's solutions-oriented sales group also specializes in offering customized items for more unique and difficult applications by manufacturing products based on solving customer problems.

"We have a team of nine full-time engineers to respond to specific customer issues, because not every application is cookie-cutter. People come to us for solutions for abrasion, high-pressure, material compatibility or end connections that need to be customized," explained Mr. Wright. "We are equipped to react quickly and efficiently to help when customers require applications assistance and we know that if we are able to solve a client's difficult problems, they will know they can also come to us with the easy ones."

Availability

Known for its extensive inventory and highly experienced staff, A-T Controls is able to provide the customer solutions needed to fulfill most valve and actuator requirements, while offering a competitive price and fast turnaround.

"It is very important to have inventory available to ensure you meet project deadlines. In addition to our finished goods inventory, we stock components. It gives us the opportunity to convert product, whether it is changing ends from threaded to socket weld, or changing actuator seals, etc. We have a vast flexibility because we have a modular system for components to change the valves to what you need," said Mr. Wright. "We stock completely assembled and tested ball valves, but we also stock v-ported ball valves that if you decided to convert that into a control valve, we can put a 60-degree v-ball in that same valve and now you have a v-port valve."

Responsiveness

A vast and varied inventory allows A-T Controls to provide product beyond general industry expectations. They pride themselves on responsiveness with regard to communication, as well as product deliveries.

Efficiency is paramount to A-T Controls – from the organization of product packages to the layout and cleanliness of their facilities. Ensuring structure and systematic management leads to efficiency that benefits clients by providing fast and easy access to support, simplified product selection and speedy on-time delivery.



"Our company culture is about making things as easy as possible for our customers to do business with us. The more we do to make things easier for the customer and to accommodate their needs, the more likely they are to continue working with us in the future," he said.

Looking forward to the future

A-T Controls is continuing to expand internationally and increasing its sales network throughout North America. Through organic growth, strategic acquisitions and continuing to broaden the product offering, the company is exploring ways to support other industries. "It is important to our business to maintain exposure across the board and ensure that we can provide solutions throughout all the different process industries. The expansion of our facility in Texas was an important step in being able to offer a greater local inventory to support the Gulf Coast region and ensure we are able to act quickly to supply to our customers," Mr. Wright said. "We are also going to continue to grow with our customers with the introduction of new products in the next several months which will broaden our offering even further but also speak to some new markets as well."

A-T Controls' five pillars of success

- Availability
- Responsive
- Innovative
- Quality products
- Broad offering