

Eii Valve Company – Serving with quality engineered valves

As a growing manufacturer of high quality valves, Eii Valve Company recognizes the importance of building relationships and working with their customers to provide the highest level of service and quality. Eii Valve Company is striving to demonstrate the importance of maintaining product quality and integrity to provide clients with confidence in their purchases.

Valve World Americas had the opportunity to speak with CEO NK Gupta, Director of Operations Tom Thompson, Director of Marketing Laura Fitzgerald and Outside Sales, Sheilah Troiano, to discuss Eii Valve Company's growth, their dedication to unmatched customer service and the importance of providing a "home-grown" product.

By Sarah Bradley



Tom Thompson, Director of Operations

Eii Valve Company was originally founded as a valve modification and service company and evolved into a manufacturer, in order to meet the growing needs of their client base.

"Our CEO, NK Gupta decided to change the focus of the company with the idea to manufacture a U.S.A. product, and build our own design" explained Tom Thompson. "Eii Valve Company is an growing manufacturer of U.S.A. made products that has international reach. We use domestically sourced materials, as well as global partners that we have approved and evolved alongside. We want to be on the cutting edge of the global demand for U.S.A. sourced products currently gaining strength."

"It is important to us and to our customers that we are providing U.S.A. sourced and manufactured valves that have competitive prices and deliveries, against the big global companies that offshore-source their materials and have extended deliveries. Being able to bring a product to the market that is able to compete against the major companies in pricing and deliveries while still providing domestic quality, is very important to us," said Tom. "Manufacturing a product domestically allows us to have greater control over the material, chemistry and mechanical properties, as well as the machining and final finish. Our customers want to have the confidence in the market that they can only achieve through purchasing domestically produced valves, and we strive to provide them with that peace of mind."

The benefits of the growing company

Priding themselves on being a project-based as well as a stocking valve manufacturer, the Houston, Texas-based company is able to meet most customer requirements through providing a wide range of materials and designs. Their close-knit team contributes to their ability to serve their customers with the personal attention the customer deserves. Eii Valve Company ensures that every customer is provided with the information and products they need in a timely and efficient manner.



Performs API 6A, API 6D, and API 598 - Shell, seat & air testing of 1/2" – 24"

"The testing unit itself is very easy to operate and is quite mobile. It provides constant monitoring of the hydro-testing process. The computerized data is generated and retained and can be viewed or exported via pie charts, graphs, or straight data. We can test in either direction without having to change connections reducing testing time immensely. The adapter plates are pressure energized so you don't have to supply a big external load versus systems that use hydraulic loading forces." (Tom Thompson)

"We are small, privately-held and have good solid financial strength. We have our own engineering and design group, which can react quickly to our clients' needs. Our engineers are able to provide out of stock or design whatever the client is looking for by reviewing their specifications and manufacturing to their requirements.

"We can provide quicker response, turnaround and shorter delivery on specialty products than the major companies. The removal of department silos and the proximity of the departments is unique to small companies," explained Tom. "We are able to share information

between departments quickly and make faster decisions. I also believe that this brings more value to the customer than when they are dealing with a larger company, because to the bigger company, they're just another customer, but we don't have that attitude. As a smaller manufacturer we really value our customers and go beyond the call of duty to ensure their total satisfaction."

Knowledge is power

"We have a great team - from the production side and manufacturing, to engineering, QA/QC to our CEO, NK



the Oil & Gas market for over eighteen years



Gupta," said Sheilah Troiano. "The end users are eager to work with Eii Valve Company due to the fact that we have the experience and the customer service they require. We have tapped into a demand that is often overlooked or disregarded by larger companies."

"Just about everyone at Eii Valve Company has made the valve industry their career path. We know what is required and what our customers are looking for from the manufacturer. It is a very competitive market and we are creating this company to go above and beyond what is already out there, as far as customer service and quality are concerned," said Laura Fitzgerald.

Quality products for all markets

With a wide offering of standard inventory valve products and the ability to design and engineer a wide spectrum of specialty, made-to-order valves, Eii Valve Company insists on providing the highest level of

quality to their customers. In order to ensure that quality expectations are not just met but exceeded, Eii Valve Company is a member of the American National Standards Institute (ANSI), and is API 6D Licensed and ISO 9001 Certified.

"Our API 6D Monogram and our ISO 9001 certification gives us global validity and it demonstrates to our global and domestic customers the strength of our quality program," said Tom.

Quality control and assurance is an integral part of Eii Valve Company's mission. The testing procedures performed ensure a high standard of quality is upheld as this an integral part of the company's success. Each Eii product design is put through stringent in-house valve hydro-testing and endurance testing, fire testing, and fugitive emissions testing. Eii has developed and plans to market their own uniquely designed electronic valve hydro-testing equipment.

"Many companies would subcontract out much of their testing, but we do ours in-house because it is immediate to the result rather than working through a third-party. It gives us first-hand involvement and that flexibility and immediacy that is important to the customer, because it means they aren't relying on someone else's timeline and we can address design issues right away," said Tom.

One of the unique features of the Eii Trunnion mounted ball valve is its available seating configuration. Offering DIB and DBB design characteristics can be achieved without major component changes within the same valve.

Each Eii Trunnion mounted ball valve is capable of providing single directional flow isolation and double directional flow isolation valve (DIB) design specifications. The addition of the optional DIB seat ring provides the valve with the

design characteristics and application opportunities to perform as a true double block and bleed valve isolating from either or both directions simultaneously.

Both of these design features are important to many different oil and gas/pipeline applications. These are often important considerations to EPC companies when designing pipeline systems. This exclusive design capability is suited to many applications (DIB + DBB) such as gas service pipelines, metering stations, and process fluid isolation during maintenance.

The road ahead

With the many opportunities in the oil and gas industry, Eii Valve Company has



promising upcoming growth plans. These include providing products to projects in the shale plays and the Canadian oil sands and actively participating in joint ventures in Latin America, Africa and the Middle East. With the level of growth in the coming months, Eii Valve Company also plans to move its inventory to a new, much larger manufacturing facility as the company continues to expand.

Eii at a glance:

Eii Valve Company is an API 6D licensed valve manufacturer headquartered in Houston, TX USA. We are ISO certified and provide quality engineered valves serving oil & gas markets. We have in-house engineering, competitive pricing and shorter deliveries. Product offering includes 2 and 3 piece Trunnion mounted ball valves, floating ball valves, thru conduit gates, plug (lubricated and non-lubricated), as well as 2 inch and below alloy steel forged gates, globes and checks.

"South America is a big target for us in the future. We have been working on approvals with the Brazilian state-owned oil company, Petrobras and we have been working closely with companies in Latin America on some special designs from our engineering group for a very special application," says Tom.

On the domestic front, we are gaining momentum with numerous major companies and are working to be added onto their AMLs. We are also pursuing our minority owned certification to further help our customers who have Supplier Diversity programs. We are excited to be involved with the Houston Minority Supplier Development Council and look forward to making new relationships there.

"The future of the valve industry is tremendous. We are still on the cutting edge for domestically produced energy both onshore and offshore and valves are required in every aspect. "We just want to earn our place in the market, and grow from there," concluded Tom.



Global Presence & Representations:

- Houston, TX USA Headquarters
- Canada
- Brazil
- Libya
- Nigeria
- Angola
- Iraq
- Egypt
- Malaysia
- Kuwait
- UAE
- Vietnam
- Korea
- Kenya
- Tanzania
- Madagascar
- Trinidad