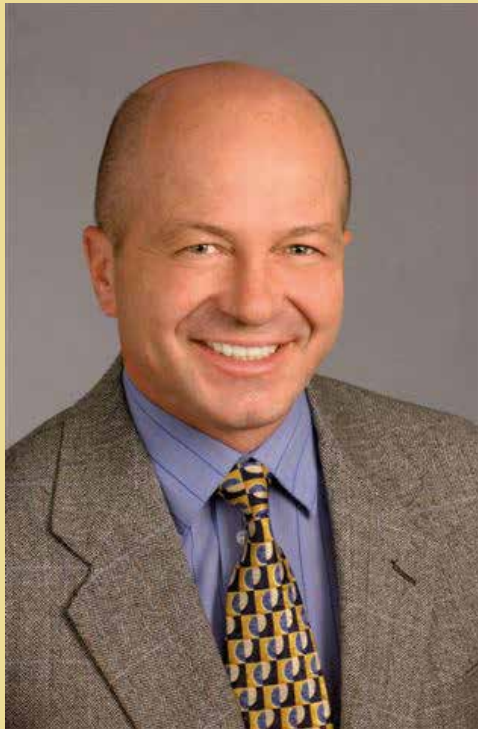


Haskel International – A leader



George Volk – Director of Sales & Marketing

Haskel International is a manufacturer of highly engineered fluid and gas handling equipment for generating, storing, and controlling high pressure gases and liquids. Over 70 years ago, cofounders Don Driskel and Richard Hayman, were employed by Lockheed Aircraft Corp.'s engineering department working on hydraulic design. Hayman and Driskel founded Haskel after World War II to design, manufacture, and sell aircraft hydraulic equipment, later licensing its aircraft hydraulic designs to others and devoting the company's attention to industrial manufacturing and distributing.

Haskel was a pioneer in the development of the first dry running, hydraulic gas booster used in mille technology with nitrogen and helium for pressures as high as 10,000 psi. The company achieved a number of significant advances throughout the 1960s, such as launching a range of metal seals able to withstand the extreme temperatures of aircraft engines (a product line that would remain vital over 40 years later), as well as introducing air-driven gas boosters and liquid pumps. Over the decades, Haskel continued to grow, broadening its scope to service industrial markets, including the oil and gas industry, opening facilities across the globe and making strategic acquisitions. One acquisition was the BuTech product line of high pressure valves, fittings, and tubing for pressures as high as 150,000psi.

Valve World Americas had the opportunity to visit Haskel's Burbank, California, headquarters to meet with Director of Sales and Marketing, George Volk to discuss Haskel's recent growth, organizational changes, and diverse product line.

By Sarah Bradley

Haskel recently reached a new company milestone as the company was recently sold from UTC (United Technologies Corporation), which had acquired Haskel in 2004. UTC sold its industrial division, Hamilton Sundstrand Industrial, as one unit. The unit consisted of three groupings; Milton Roy a metering pump company, Haskel is grouped under, as well as Sullair and Sundyne. Sullair manufactures rotary screw air compressors and Sundyne deals in high-speed centrifugal pumps and compressors. Two private equity companies joined to form Accudyne Industries, which is headquartered in Dallas, Texas, USA. Haskel is owned by Accudyne, and the company looks forward to the return to an entrepreneurial environment.

Haskel maintains the integrity of its roots and has continued to strive to become the highest quality, low cost provider of highly engineered, liquid, and gas handling equipment in the world. Acknowledging that building customer relationships is the key factor in achieving continued success, the company is becoming more engaged with its customers and end-user base.

Because Haskel sells mainly through industrial distributors, the company relies on



Headquarter in California

the strength of its relationships with these channel partners to properly represent the Haskel and BuTech brands. To help its distributors add value to their customers and differentiate themselves in the market, Haskel has given them the ability to offer

engineered systems build and repairs at the local level.

Establishing a strong, dedicated distribution network committed to the Haskel brand has resulted in fruitful sales channel partnerships, to which Haskel attributes a significant amount of its success.

Although Haskel sells through an industrial distribution channel, the company's BuTech valve line is also targeted directly at specifying agents, engineering procurement contractors (EPCs), front end engineering and design contractors (FEEDs), the oil and gas companies, and Haskel's key original equipment manufacturers (OEMs).

Haskel operations revolve around the philosophy that it must meet the requirements of its end users and customers by ensuring market lead times are met. To do this, the company applies continuous improvement practices at the manufacturing level, namely by maintaining safety stock and reducing vendor lead times. At the lo-

cal level, distributors meet these demands by ensuring that products are always on-hand to guarantee shorter lead times for customers.

"We have a continuous improvement program that follows the principles of Lean Six Sigma," said Volk. "In the restaurant business, it's location, location, location. In manufacturing it's all about response."

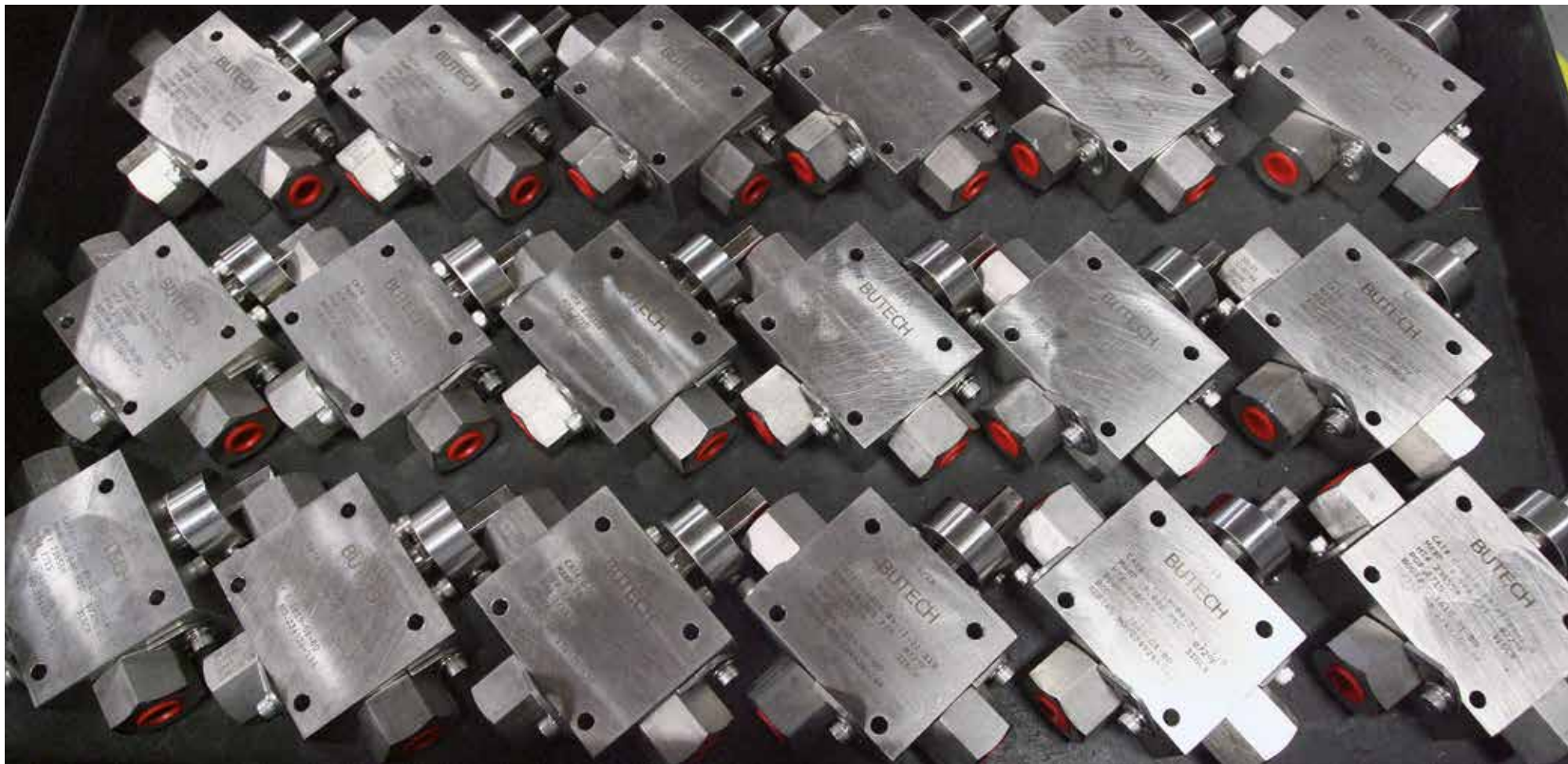
Prime products - testing to the toughest

With an increase of production and exploration in the offshore oil and gas market, Haskel anticipates a positive impact on sales of its BuTech line of high pressure valves. To meet new requirements from offshore developments, Haskel plans to grow the BuTech product line by adding new subsea and medium-pressure products.

In recent years, Haskel has made significant investments in product qualification



in high pressure technology



testing capabilities, purchasing test equipment necessary to support new market requirements for subsea small bore valves. "Having the ability to perform necessary product qualification testing in-house, instead of relying on outside services, helps from both cost and time standpoints, and we have greater control over our ability to ensure the quality of our products," explained Volk.

The company has made investments in temperature chambers, necessary for qualification testing, and in flushing/particle counting equipment, to ensure product cleanliness level requirements are met. Non-destructive ultrasound testing and positive material identification (PMI) of bars is conducted to ensure there are no weaknesses in raw materials used in the construction of its valves. Haskel also offers

turing base in one location, Haskel can ensure consistency in production and quality around the globe, while also having the ability to tailor its product lines to meet the varying needs of its international clients.

Haskel is a global company with direct offices in the UK, France, Spain, the Middle East, and Singapore. Each location is supported by a set of industrial distributors and by its center of manufacturing in Burbank. The company's global distribution network enables Haskel to connect with its end-user base and gain knowledge of the varied needs of its international customers, as each market has unique requirements.

Into the future

Haskel anticipates that the industrial markets will continue to flourish over the

coming years, and the company is confident that it will continue to grow its product lines to meet the increasing demands of its customers. "We continue to see a

growing trend, particularly in offshore development," said Volk. "It is increasing dramatically and Haskel is going to be there to support it."

HASKEL AT A GLANCE

| | |
|--------------------------|------------------------------------|
| Product Line: | High Pressure Products +10,000 psi |
| Globally: | 250 employees |
| Sales Channels: | Covering 85 Countries |
| Focus: | Oil & Gas Upstream |
| Other Industries: | Automotive |
| | Aviation/Aerospace |
| | Defense |
| | Fluid Power |
| | General Industrial |
| | Specialty Gas |
| | Power/Energy |



clean room capabilities based on parts per million cleanliness levels— 100,000ppm, 10,000ppm and 100ppm. Volk recognizes that certification is an integral part of ensuring that customer's high standards for quality are met. In a recently completed project, the company was required to inspect every part and all non-destructive and assembly tests had to be witnessed by both the OEM and the end user.

Global presence

Volk believes that Haskel's strong international presence has helped the company to further develop its customer relationships. By maintaining a strong manufac-

