Shenjiang Valve Co., Ltd (SJV) was founded in 1979 and is now a leading valve company in China. Since its establishment, the company has enjoyed steady growth, which has helped them develop a solid worldwide reputation.

This is SJV’s first spotlight in Valve World Americas, so we sat down with Mr. Tom Hu, Vice Sales Manager for SJV, to discuss the history of the company, their wide array of products and what the future holds.

By Zhu Yixing

History and development of SJV

When asked about the origins of Shenjiang Valves, Mr. Tom Hu, Vice Sales Manager of SJV explains, “SJV is a family business. The Chairman, Mr Ye Xuqiang realized that there would be a great demand in the oil and gas, power, petrochemical industries, which would result in a great demand for valves. With the background of being an experienced engineer in a government owned factory, he decided to start up a company to manufacture valves. In the beginning, we only had one small factory and several machines. With the increased capacity and capital investment, we have grown to become one of the best valve manufacturers in China.”

As sales increased, SJV began to receive big domestic orders and the company also started to receive orders from other parts of the world, beginning to export products to clients globally in 1993. Now, SJV specializes in the production of gate, globe, check, ball, butterfly and plug valves for any available size all over the world.

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SJV – first class global valve supplier

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SJV can precisely meet and exceed all their customers' expectations and specifications, also in terms of quality assurance, single sourcing, quick deliveries, etc. "In recent years we have focused exclusively on producing different types of valves. However, if a customer should request spare parts, trims for other designs and many other custom requests we would certainly be pleased to oblige. Apart from valves, we still supply the devices called HIPPS, which consist of valves, control system and pipe lines. Many clients come to us for booking these high-tech products. Our key products are gate valves and ball valves, but we are still in developing valve automation, including control valves, axial flow valves and valves for the aeronautical industry. We can also accommodate special materials for severe service and valves with superior erosion and wear resistance, as well as corrosion protection," Mr. Tom Hu stated. "We also offer a huge range of special tests such as cryogenic testing, fugitive emission testing, vacuum, hydrostatic, high temperature and so on. Looking at our after sales market, we give a warranty for our products and we have a team dedicated to helping customers on site if required."

Clients and industry

In order to support this and other global projects, SJV uses three separate distribution channels - direct with the end-user, with distributors and with the EPC contractors and engineering companies that are working for the end customers. The main channel of the overseas business for SJV is through outside sales agents. "We are here as the center, and then channel to the agents throughout the world. After doing the business of OEM, we now do the business of our own engineering company and owners, including doing certification, auditing, as well as some necessary technical and commercial clarification. Our domestic team and colleagues abroad work together as a team to win the projects."

Regarding the industry, SJV provides the most products to the oil and gas industry, but also focuses on hydropower, thermal power, nuclear, chemical and fertilizer, water treatment and desalination industries. Suppling to the domestic nuclear power market is also an important business for SJV and the company is involved in the maintenance, repair and replacement of valves for the nuclear sector. Shale oil and gas will be an opportunity for further development for SJV with the advances in extraction technology and the large reserves located in China, Russia and the United States.

Overseas market

Being a longstanding global supplier of valves for a large variety of oil and gas and chemical and petrochemical company means that the products are used in a wide variety of applications and projects. "We have been heavily involved in all kinds of projects for more than 30 years. We work closely with various companies from the Middle East, such as Iran and Saudi Arabia, and Southeast Asia, such as Malaysia, Bangladesh and India. We are still supporting plants during maintenance and repair operations and of course, there are still a lot of projects under construction and planned for the coming years," maintains Mr. Hu.

Another important market for SJV is South America, where the company is doing business in the oil market mainly through agents. "Petrobras in Brazil has an important certification, the CRCC. We got a CRCC quasi-certification in about two-year period. In the next two years they gave us some orders. I remember in 2010 when we got a list of 1.7 million dollars from the engineering company. Petrobras sent an experienced engineer to do inspection, including tests of valves and spare parts. Inspections were carried out for six months. At that time we placed great importance on supporting this order. After that, Petrobras also sent a team to our company for review. Finally, we got the official certificate of CRCC. With this certificate, there are few limits for us on business in South America," explained Mr. Hu.

Mr. Hu adds that North America is definitely an interesting region and one where SJV has found trade shows to be an excellent way to reach out to potential customers. "North America is of course rich in oil and gas, so there is a natural customer base for us in that continent. We will follow developments of shale gas and explore more good agents and stockiest there."

Looking into the future

Asked what he foresees for the valve industry, Mr. Hu replies that, "The oil and gas industry and the connected petrochemical industry are driving the growth of the valve market. In addition to the midstream market we also manufacture valves to meet the upstream, downstream, and power market demands. I would say we have the ideal mix of both a family company with private finance, flexibility and passion, with that of a larger public company with management expertise, structure and industrial strengths."

Looking into the future of Shenjiang Valve, Mr. Hu concludes, "In the future we will pay close attention to the traditional market, targeting the high-level market. Our products will be traditional products with different sizes and high-pressure development. SJV would like to have a bigger presence in the market and be top of pyramid in the valve industry."

SJV attributes its success in business to two key elements: product quality and customer service. Mr. Hu states, "The management of the company has put great emphasis on quality. What does quality mean for valve users? Perhaps the easiest assessment is to consider our products and we have a team dedicated to helping customers on site if required."

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