

Forum Valve Solutions – It's y

Forum Energy Technologies was formed in 2010 through a five-way merger between Forum Oilfield Technologies, Triton Group, Subsea Services International, Global Flow Technologies and Allied Technology. The company's valve business line, Forum Valve Solutions is a name that is new to the market, but its valve brands are not. ABZ, DSI, PBV and Quadrant valve have all been in various aspects of the flow control business for over 30 years.

It is these proven brands that have allowed Forum Valve Solutions to keep pace with the market and provide a quality product which keeps their customers returning. Valve World Americas had the opportunity to speak with Vice-President of Sales and Marketing, Maury Mills to discuss the updates to their valve offerings, plans for the future and the secret to being a strong company.

By Sarah Bradley

"All four brands are products recognized for inherent quality and design and thanks to our very strong disciplined quality assurance programs, we make sure that what we provide to the end user is a product that meets all their requirements," explained Maury. "Our sales have grown rapidly over the past few years and we have made big improvements in our manufacturing by adding new equipment and machines, new and additional test stands and have implemented lean manufacturing practices, to help things happen more rapidly."

Originally founded in the 1940s as Zidell Valve Corporation, Forum Energy Technologies' Valve Solutions' roots were in the salvage operations of naval ships for World War II. The company disassembled the valve systems in the ships and sold the used valves, before eventually selling new products and acquiring the Duo-Seal International valve line of API 600 gate, globe and check valves. This line became known as DSI, which is still one of the premier lines of valves that the company manufactures today.

PRIME PRODUCTS

Forum is an integral part of API and is active on all product related updates to standards and very proactive on implementation of changes prior to publication. API 624 has received global recognition as a standard with greater technical merit than previously published tests. API 624 requires packing previously tested to API 622 and less than 100ppm results and no other document has tied the packing pre-verification to the emission testing guidelines.

Forum performs extensive in-house testing, random sampling and witness testing as required by end users. Testing includes API 6D, API 598, NDE and API RP-591 on new design. The DSI brand is currently in the process of compliance testing for low emission API 624. DSI brand valves manufactured using certified API 622 packing and pretested per API



DSI confirming its Low-E packing



ABZ valves servicing South America, with their Double Offset Butterfly valves.



Our PBV Plant, located in Stafford, Texas. We still machine, assemble, and test in Texas, Ya'll.

624 are available from Forum's extensive inventory in Houston, Texas. The existing inventory is approved as "Certified Low Leaking Valve Technology" pursuant to "generally accepted good engineering practices" as defined by the EPA. As a well-known and widely approved valve company, DSI Valves realizes it is not a matter of when to comply, rather "Our Commitment is NOW". DSI Valves are approved and exceed EPA Low Emission Guidelines with end users operating under consent decrees. They offer a five year packing warranty for low fugitive emissions to end users upon request.

Another line of valves was added in the 1990s, when the company developed PBV - a line of trunnion ball valves and floating ball valves. At their production facility, Forum still maintains active machining centers which allow for the manufacture of three piece trunnion mounted ball valves up to 36" in size. The company's assembly and test areas constantly flow with product that makes Forum Valve Solutions a true manufacturer of valves. In their Stafford, Texas facility a sizable inventory of machined parts is kept in order to build products to order, and in some cases pick up where other manufacturers are unable to meet required deliveries. It is that commitment to supplying their customers with the products they need, when they need it, that drives the company.

Their severe service floating ball valves, allows PBV to offer a product into the market that has high temperature requirements, engineered for zero-leakage and critical applications. As an addition, when customers' needs are not high temperature, but they have a metal-to-metal seated requirement. Forum has started offering metal-to-metal seated floating ball valves based on their proven standard floating ball valve line. When it comes to media leakage and critical isolation, their customers can now look to PBV's superior quality, long lasting, low maintenance metal seated ball valve solutions.

The newest addition to the PBV brand and the Forum Valve Solutions family is the Slab Gate Through Conduit Valves. These gate valves are bidirectional double block and bleed, which are engineered to use line pressure force to provide mechanical tight sealing on the downstream side when high differential pressure occurs. Then low pressure sealing, which is achieved by internal springs that assist in pushing the seat ring against the gate. The slab gate valve is through conduit, piggable, and top entry for inline repair. Applications include transportation pipelines for gas, crude oil and oil products.

Quadrant Valve and Actuators, a highly specialized line of API and ANSI compliant



From A to Q, and from 1/4" to 36" and beyond. We have a solution for you. It's your Forum, let's talk...valves.

our Forum, let's talk Valves..



this young line. Word is getting out about the Dual Door Wafer check – a competitive line that is loaded with new design features and is in stock in good quantities. Add in the metal seated option along with the no external leak path feature and ABZ has a very complete and competitive line in the dual door wafer check valves.

“The competitive 227 series of Pneumatic Actuators has been recently released; the double offset high performance is important for those projects that require a high quality option with a little sharper pencil to them. The Triple Offset Performance with its field replaceable body and disc seat utilize leading edge technology in design. Inventory options keep expanding and our customer service ratings keep going higher than ever. Couple all of the above with the original lines that ABZ has been providing for the last 25+ years and you will see one of the most complete butterfly valve lines the market has available today. Add in the new additions and continuous improvements to our existing product lines and you have one of the valve companies of choice to serve your needs,” said Maury.

ball valves both socket weld, threaded and flanged, was acquired in 2008. Quadrant's claim to fame is being the first manufactured ANSI compliant small diameter socket-weld ball valves and has become the group's fastest growing product line over the past few years.

“Quadrant has experienced steady growth in recent years in both the Industrial and Oil & Gas markets. Traditionally, Quadrant has specialized in full stainless steel, seal-welded, code compliant valves. With continuous growth in previously untapped areas, Quadrant is now stocking extensive amounts of carbon steel, seal-welded, code compliant valves. With the addition of this inventory stocked in multiple end configurations, Quadrant is poised to meet any customer's high pressure ball valve needs,” said Maury.

In 2015, Forum's ABZ valve company will be celebrating 28 years in the valve manufacturing business and 37 years in overall business. Combine the age old experience with the new young experience of new products and offerings, for the complete package in valve suppliers. The new Spring Return Electric actuator is taking off due to many features and improvements that it provides over the conventional competitor units. Direct mount capabilities and longer life reliability are just a few of the features offered by

SERVICING THE INDUSTRY

While offering one of the widest selections of high quality quarter-turn and multi-turn products that are recognized by virtually every primary end user in the world is a major factor to Forum's success, the company strives to make sure that they meet or exceed their customer's expectations in all aspects from the quotation of highly engineered valves, to the construction and finally the shipment. Ensuring on-time delivery and that lead times remain short is of the utmost importance to Forum and their customers.

“We try to maintain substantial inventories, as well as be very flexible when needed for special requirements. We go the very last mile in customer service. Lead times are vital to customer service – the typical lead time of a product, depending on the product, can range from stock to 8 weeks depending on any special aspects,” explained Maury. “However, over the past twenty years and especially in the last ten, end users are faced with making decisions in a manner that is not allowing them to plan as far out as would be desirable for convenient inventory forecasting, so it is important for the manufacturer to be able to anticipate what the demands will be.



ABZ Cryogenic Triple Offset - from Cryogenic service, to high temperatures Forum Valve Solutions has a valve for your needs.

If we are able to forecast our customers' needs more accurately we can obviously meet their expectations. For example, 25% of business at DSI and PBV are orders placed and delivered in the same month. We could not achieve that if we didn't have a strong inventory.”

Another important factor to Forum's success is the extensive amount of testing the company performs on it's products. All products from Forum come with full documentation and are traceable. Maury believes that offering such a wide range of testing is merely a part of customer service: “That's where our flexibility comes in to play and the fact that we are not restricting what we can do because of convenience. To meet our customer's needs we have to be able to do a wide range of testing.”

STRENGTH INTO THE FUTURE

“We are always working to maintain the tradition of the company by always looking for new improvements to our designs to adapt to a changing and evolving world,” revealed Maury.

This strong desire to continuously evolve with the industry is why Forum Valve Solutions is a rapidly growing company. Forum will strive to maintain sustainability

and grow in the future through the further investment in the company through adding new products, a new online store and always working to improve customer service.

According to Maury, the secret to being sustainable in the future is being a strong company, which he defines as a company that includes an inherently sound quality system, someone you can call when there are problems, a competent sales force and an engineering force that is knowledgeable when assisting customers or dealing with special issues.

“In recent years there have been a wave of companies that surfaced which are little more than brokers who import products from other parts of the world. I am not saying these products are poorly designed or of poor quality, but it is important for customers and end users to recognize that there needs to be a strong company behind every product they buy,” explained Maury. “Merely worrying about the absolute lowest dollar cost of the product when purchasing it is asking for problems because you might buy a very cheap product, but in the end if it is not supported properly, it can cost you a lot more than if you had purchased a valve from a company who provides a full range of support and services. Forum is to strive to be that strong company.”



Quadrant valves in the field keeping end users secure and safe.



It's all just a click away!

Forum has recently implemented a new feature that allows customers to access their order history, previous purchase product breakdowns, shipping information by purchase order, among other handy features that help improve customer service and on-time delivery. Customers also have the ability to retrieve any related documentation such as material test reports (MTRs), export documentation, invoices and download drawings, brochures, operation manuals and any other necessary documents related to their purchased products. Having this information available at their fingertips gives customers easy access to download information and have their order history readily available for reference. This feature also helps Forum interface with international customers who will now have immediate access to information without having to rely on the communication breakdown that can sometimes be caused by time differences globally. The system is available for all four brands that Forum represents. For more information on Forum Valve Solutions please visit: http://www.f-e-t.com/our_products_technologies/valve-solutions/