

Neway Valve: Pursuing a 'Newway' through innovation

Since its foundation in 1997, Neway Valve has been striving to make a name for itself as a leader in the valve industry. Now with a presence in over 100 countries, the valve giant from China continues to grow with production expansion and sales facilities on a worldwide scale. With seven production facilities in Mexico, Saudi Arabia and China and sales and marketing offices in the United States, Brazil, Italy, Singapore, Dubai and the Netherlands, Neway is able to deliver comprehensive engineered valve solutions rapidly around the globe.

By Sarah Bradley



Onsite testing and modification in Stafford, TX

Neway continues to fulfill its ambition to become a leading supplier in the global valve industry, as one of the most recognized brand names in the valve community. Having successfully become the preferred supplier of valve solutions to many world class end users and EPC companies, Neway serves most major industries including Oil, Gas, Refining, Chemical, Power Generation, Marine, Pipeline Transmission and Nuclear.

"Neway's global presence allows our company to be more competitive on a local level. We stock products from the wellhead to the refinery, to meet our customers' immediate delivery requirements in this ever changing global market," said Dwayne Dickerson, President – Neway Oilfield Equipment.

"Having a wide breadth of products to offer into the various markets gives Neway the opportunity to focus on those various markets in the up and down turn in the economy," added Andy Mullally, VP of Sales – Neway Valve International, Inc.

Neway aspires to be a truly global company through growing the business

in the Chinese domestic market and focusing on international growth. Neway has a tradition of global strategy through the establishment of offices and joint ventures in various locations. North America has been the biggest market for Neway, exporting 25% of their products to the region. It is for this reason that Neway continues to invest heavily in the market in the United States with a fully equipped distribution and service center to provide all the local services in order to fully support the growing business. Neway successfully established its first logistic service hub in Houston, where the company has a 150,000 square-foot office and warehouse and USD\$15 million valve stock for the local markets in North and South America, focusing on the sales and marketing for its cast and forged gate, globe, check, and butterfly valves, 6D pipeline and 6A wellhead/x-mas tree products.



Quality control is present throughout the entire process from casting to assembly

"With Houston being the hub for many of the global Oil & Gas and EPC companies, Neway continues to invest in staff to support these companies from our Stafford operation," explained Andy Mullally.

Neway USA further expanded its operations by establishing Neway Valve



Neway USA Headquarters in Stafford, TX

Brazil in the city of Sao Paulo – one of the most important industrial centers in Brazil and a market that the company considers very promising for the company. The Brazilian facility collaborates with Neway USA, holding a local stock inventory and in America a very wide inventory portfolio is available to support the local supply chain to Neway's distributors. The facility is also able to provide valve testing, automation, repair shop and sales and marketing support to the growing industry in Brazil.

"Amid the economic irregularity of the different countries in the region and their political diversity that directly influences our business approach, Neway is strongly committed to support the growth of our distributors and clients," said Jose Joves, President – Neway Flow Control.

Investing in Innovation

The Neway Valve global growth plan is to continue to supply high quality products at a balanced commercial level for sustainable economic results and to develop and/or widen their product range according to the needs of the customer. The company's initiative is to continuously provide additional value and benefits to the market place to strengthen their position as a global leader.

"We continue to introduce new products to the industry through distribution, in order to provide "total valve support" from an engineering standpoint as well as technical sales support. We have committed significant



Neway personnel strives for continuous improvement & zero defects

resources in order to constantly research, develop, and test new products for the industry," said Randy Verdin, VP of Business Development & Engineered Products.

With technological advancement and R&D being top priorities, Neway is achieving new developments in technology and quality, by investing and focusing even more on products and innovations. The company employs a team of over 180 people to focus on new product design and development, holding 60+ product patents and investing over USD\$12 million annually in R&D. This commitment to developing new technology, concepts and innovations is in line with the company's philosophy of literally being a "new way" to provide solutions to the valve industry.



Designed in accordance with API 609, Neway Triple Offset Butterfly Valve

Neway continues to develop the quality and technical specifications of their standard products. Significant testing and research is being conducted in the areas of design, fugitive emissions and environmental challenges. Neway's facilities can conduct most all valve testing procedures required by industry. Performed in cooperation with client requirements while meeting global standards such as API, NORSOK, DIN/EN (AD2000), ISO, GOST.

"In order to create this "new way" of providing total solutions, Neway continues to develop and create unique manufacturing techniques and systems to provide "0" defect products to the end user with timely and efficient deliveries," said Randy Verdin, VP of Business Development & Engineered Products.

"Continuous improvement and zero defect" is Neway's eternal quality policy and objective. Based on international and domestic industrial standards and customer requirements, Neway sets higher internal quality assurance standards to implement comprehensive and full quality management. The company's world-class testing center enables Neway to independently complete all tests in-house, from product prototype tests to final inspection.

A Foundation Built on Quality

The Neway name was chosen to represent the company philosophy of wanting to do business differently – in a "NEW WAY". Unlike many competitors, the quality of the company's products is partly due to the design standard and having all the capabilities in house to ensure the right quality, to meet the customer requirements and that the correct quality and safety procedures are in place. A product starts with a quality design - the foundation is crucial to the quality of the finished product.

Neway does not build valves for the short term, but instead builds their products to last and providing high quality castings is the foundation. Neway ensures that their products are cast or forged in a high variety of materials. From inception, the company decided to establish its own foundries in order to control the quality of their products. For 95% of the company's production, the castings are made in their own foundries allowing them to control the planning and quality. Neway's

integrated foundries give the company total product quality control throughout the entire supply chain - from design, materials, casting, heat treatment, machining assembly, testing, painting to packing and shipping.

Looking Into the Future

The company is confident about the future of the industry and the role Neway will continue to play in the valve world. With continued investment in their own factories and foundries by optimizing and



Neway is now locally stocking a new line of 6A products in Stafford, TX



Underground ball valves with gas over oil actuators

investing in the latest technology to ensure effective and efficient management of the entire production process.

Neway will continue to focus core business concepts in the design, manufacture, and sale of industrial valves. The company will aim for position in the medium and high end valve market. It will be through investing in its own innovation and the improvement of a systematic and sustainable R&D program that Neway will maintain a leading position in the oil and chemical industries while establishing a market standing in nuclear, metallurgy, and water industries.

Neway Announces New President

Neway Valve International, Inc. has recently made it known that Mr. Shelby Coleman has been appointed President of the company. He officially joined Neway on March 2nd, 2015.

Mr. Coleman comes to Neway after spending just over 10 years as Vice President of Marketing & Business Development at Setpoint Integrated Solutions, Inc. (formerly DMC Carter Chambers, Inc.) Before Setpoint, Mr. Coleman played vital roles at Valve Systems & Controls and Cameron. With over 30 years of industry experience and a solid reputation, he is a valuable addition to the Neway team.



Godwin Cheng, CEO, says "I am confident that Neway's position in the market will strengthen under his leadership." Mr. Coleman will head Neway operations in North America, and he will play a vital role in the development of the Neway brand both in North America and globally.

Neway Valve International is a subsidiary of Neway Valve (Suzhou) Co., LTD. As the leading valve manufacturer in China, Neway is committed to providing innovative and reliable flow control solutions on a global scale.

NEWAY AT A GLANCE

Established:	1997
Industries Served:	Oil & Gas, Ship Building & Offshore, Chemical, Common Industrial System, Coal Chemical, Air Separation, LNG, Power, Hydrogenation
Product Portfolio:	Gate, Globe, Check, Ball Valves, Cryogenic Valves, High Performance Butterfly Valves, Wellhead Products, Control Valves, Nuclear Valves, Safety Valves
Locations:	China, USA, Brazil, Netherlands, Italy, Singapore, Dubai, Mexico (JV), Saudi Arabia (JV)
Number of Employees:	2000+ (valve division)/4200+ (total)

This Spotlight article is paid for by Neway Valve. The views and opinions expressed in this article are those of the profiled company and do not reflect the position of Valve World Americas.



Neway offers a wide range of Gate, Globe, & Check Valves tested & certified to API 624



The lightweight & cost-effective Neway API 603 Stainless Steel Gate Valve



Neway valve undergoing fire test to provide maximum safety and protection for end users