

## Teadit: Global Expansion Through a Strong

Since its establishment in 1958, The TEADIT Group has grown to be a recognized leader in the development and manufacturing of innovative products for sealing critical processes in industries, such as refining, chemical process, power generation and many others. With a production and distribution network spanning across 52 countries, the company has experienced significant growth in recent years.

Valve World Americas had the opportunity to visit Teadit Group's headquarters in Rio de Janeiro, Brazil to meet with President of Teadit's Board of Directors and CEO of Teadit Global, Marcello Cattaneo Adorno and Global Technical Director of The Teadit Group, José Carlos Carvalho Veiga to discuss the company's current growth plans, the importance of providing quality products and take a tour of their state-of-the-art R&D laboratories.

By Sarah Bradley

Teadit's innovative fluid sealing products have helped many industries to achieve the goal of an emission-free environment within their facilities. With locations in USA (Texas), Brazil (Campinas and Rio de Janeiro), Argentina (Buenos Aires e Bahia Blanca), Austria (Kufstein), Germany (Koln), China (Shangai) and India (Vadodara), the company has been making great investments in expanding and solidifying its presence globally.

In recent years the company has expanded with the opening of a new metal gaskets plant in India, a new European headquarters in Germany and a new manufacturing facility in Houston, Texas. The new plant in Vadodara, India has allowed Teadit to expand into the metal gaskets operation and the introduction of the new European headquarters in Koln, Germany is part of Teadit's strategic plan to be closer to the European and Asiatic market.

July, 2014, Teadit North America moved into its larger plant in Houston. The new facility is a 110,000 square feet stand-alone corporately held building. The move allowed the company to consolidate two facilities to enhance efficiency and better manage capabilities. The new facility gives Teadit North America room to grow existing product lines and to expand new ones.

"We have experienced quite a lot of growth over the past 15 years. The industry in Latin America and the market in Brazil have grown quite quickly which has been very satisfactory for the company. We have experienced very strong growth from our largest customers in Brazil and at the same time we have also been growing significantly in the United States and Europe," said Adorno. "Much of this growth is due to the development of some interesting and exciting products, primarily, products that are specifically designed for a low emission performance."

Teadit's manufacturing facilities utilize the highest level of technology for testing devices and procedures relative to the

specific products produced at each site. Individual laboratories are located within and under the direct supervision of the primary Research and Development facility, located in Rio de Janeiro, where very sophisticated equipment is utilized by highly trained Product Development Engineers and Technicians. There are new materials and products under continuous development, products that will improve performance and offer practical solutions to the most difficult fluid sealing problems. Modern equipment enables Teadit's Engineers to simulate operational field conditions for rotating equipment, valves, flanges and flanged unions, in a controlled environment, making it the benchmark for R&D facilities.

### The Importance of Research & Development

"We are always trying to develop something new and we have many processes that are unique in the market in terms of selectivity and endurance. In order to meet the new demands from the EPA and other regulatory agencies, we need to perform all the necessary testing and be able to simulate the actual conditions on a small scale in the laboratory. Testing in the field is very difficult and dangerous, so simulating realistic conditions in the laboratory is necessary to see the results before you go out to the field," Veiga explained. "A lot of the testing we perform is client specified. They will ask us to perform certain tests and simulate scenarios specific to their products. Offering this service has helped us to build relationships with the customer. The customer does not see you as just another brand, they see us as a collaborator or partner and we work together on the projects."

Teadit's commitment to research and development has played a great role in the ongoing success of the company. Investing in technology and experience for over 50 years, has allowed for the development of a strong background of resources including production and testing equipment along with the intellectual capacity needed to make it useful for our partners.



Teadit's main research and development plant located in Rio de Janeiro, Brazil

"R&D is very important to our company. If a customer has a special need or requires some special testing that they haven't been able to obtain elsewhere or that they have been thinking about but don't know how to do it, we can provide this or come up with an idea of how to modify or manufacture new products to satisfy their specific application," Veiga said. "We can tailor our manufacturing process or produce a tool specific to their application. We can recommend a product for their specific conditions, which is what is so beneficial about having a large array of different testing rigs at different conditions and we can do it with different fluids, so that we can actually measure which of our products is able to work in that condition."

Also new to the U.S. facility is a Virtek Imaging machine which gives the plant reverse engineering, drawing and extreme quality control capabilities. Whether measuring gaskets for first article of inspection or creating drawings from customer submitted sample gaskets, this new technology will significantly reduce processing time and provide extremely accurate data. The new Houston facility will also increase the research and development facilities with the addition of a larger laboratory. The lab operations will run congruently with the main facility in Rio and the testing and development facility in Austria.

### Premier Products

Being a leader in the latest research and development trends is just one way that Teadit ensures that it stands apart from competitors. The company is continuously working on developing new ideas, investing in creating new products and constantly working to improve existing ones.

"Raising awareness of our products in the industry has enabled us to go to the customer and offer solutions for some needs that they may not even know they are going to have in a few years," said Adorno. "We want to be known in the industry for what we are – a state-of-the-art company that manufactures state-of-the-art products."

Teadit's packing products for highly abrasive applications, showcase their development capabilities. The Style 2070 packing product, with expanded PTFE, utilizes Teadit's patented EGK yarn. The yarn encapsulates a strong aramid core. The aramid fibers encapsulated in the core



of the packing provides additional strength while the expanded PTFE Tape combined with graphite within its matrix allows for superior lubrication at startup of the pump, and reduces heat dissipation and frictional characteristics thereby reducing abrasion on the shaft. The most recent Packing development from Teadit is its Style 2238-OX. 2238-OX was developed specifically for severe applications in oxygen services, where there are extreme restrictions due to the hazardous conditions that could result in plant explosions. Because of the importance of this product, Style 2238-OX has been BAM tested to levels giving Teadit and its partners certainty of its capabilities.

Teadit is strategically located to service industry requirements with a broad range of sealing products including Spiral Wound Gaskets, 905 Metalbest Corrugated Graphite Gaskets, Camprofile Gaskets, Double Jacketed Gaskets, Compressed Sheet, Valve Stem and Pump Packing, Expanded PTFE Joint Sealant and Sheet Material, Precision Cut Gaskets, and many more. Teadit also has several patented products.

Being a privately owned company is another factor that sets Teadit apart from their competitors. Product development



## Commitment to Research & Development



has benefited from this as it has enabled the company to develop a deep knowledge of the sealing products and the raw materials used in the manufacturing. The synergies of a privately owned company allow Teadit to keep the company consistent in organization, coordination and communication, while still providing an expansive and global footprint. The company is able to adapt and react quickly to the changing market, which is a factor that has helped Teadit to continue to grow with their customers.

"Our industry is not necessarily a high-tech industry and the speed of introduction of new products is relatively low. It is a conservative industry and it has to be conservative because you are dealing with dangerous processes where you are using gases and fluids which are handled at high pressures and high temperatures," Adorno said. "New technologies and new engineering standards are developed and accepted slowly, but at the same time because the issues of pollution and environmental safety, there is a big push from the public and safety departments of companies today, which is promoting better practices and better standards. This means that manufacturers are required to supply products which have better performance in avoiding leakage and emissions, which is quite favorable for our business."

"We are involved in the professional community through involvement in the API committees and other Standards setting organizations around the world. We participate in the discussion of future standards and we voluntarily do testing in our laboratories to help draft these standards that don't even exist yet. Performing these tests and being involved helps raise to raise our awareness in the market and also helps us stay ahead of trends in the industry," revealed Veiga.

### Quality is Key

The company places great emphasis on quality, which is reflected by the national and international Certificates

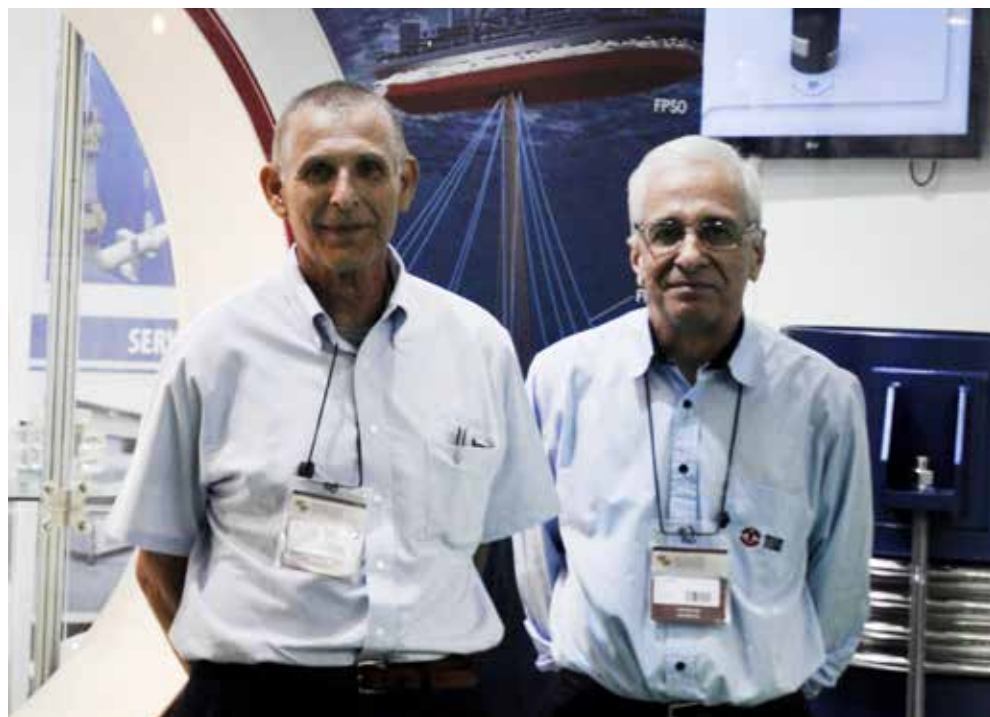
and Approvals that Teadit's products have obtained. Teadit's products are frequently subjected to rigorous testing in the most prestigious institutions and laboratories.

The variety of sealing solutions developed by Teadit is fundamental in order to achieve the leakage-free goal in industries. The quality and effectiveness of these solutions are based on management and innovation, which are the basis for all products manufactured at any of Teadit's plants. As a result of this continuous process of quality improvement, ISO 9001 was obtained in Brazil, the United States and Europe which additionally obtained ISO 14000. Every Teadit product is developed, manufactured and installed to achieve the goal of ensuring leakage control and environmental preservation.

### Servicing the Industry

Teadit offers a wide array of value added services that are designed to enhance operating performance and increase reliability, such as the Gasket Bolt Torque App.

"The most important things that we can offer our customers, besides the best possible products for their application, is being a technical resource that they can approach to help solve their problems and being able to offer them service and availability 24/7. This is something that is very important to us and our customers and will continue to be a focus in the future," Adorno revealed. "In the future we are also going to continue to bring awareness to what seals mean to the process industry. Seals are a very important component of the whole system and it is necessary for the industry to focus on good sealing practices, demand high quality products and for the advancement of products in order to meet the standards which have been developed, which have been and are being made tighter and tighter. The company that is able to come up with efficient solutions at a reasonable cost will remain ahead in the business and that is what Teadit intends to do."



Marcello Cattaneo Adorno and José Carlos Carvalho Veiga

Teadit is part of the distinctive team of EJMA qualified member companies. EJMA describes its membership as: "The Expansion Joint Manufacturers Association, Inc. is an organization of established manufacturers of metal bellows type expansion joints. EJMA was founded in 1955 to establish and maintain quality design and manufacturing standards. These Standards combine the knowledge and experience of the association's Technical Committee and are available to assist users, designers, and others in the selection and application of expansion joints for safe and reliable piping and vessel installation."



EJMA members are experienced and knowledgeable manufacturers that have demonstrated many years of reliable service to industry. As reputable manufacturers, EJMA members are the best source for product value, design, and service."

Part of Teadit's global strategy for 2016 includes globalization in the USA, India, Latin America and the Caribbean of Teadit's Expansion Joints expertise. Part of the strategy was the launch of the new specific global site for this type of product: <http://www.teadit-expansionjoints.com/us/>

## TEADIT AT A GLANCE

### Name:

The TEADIT Group

### Products:

gaskets (metallic, non-metallic, automotive), mechanical packing, expansion joints, fabrics & tapes, thermal insulation plates & gaskets, subsea ring joints, personal protective equipment, PTFE Products, and flexible graphite.

### Field Services Offered:

valve stem packing extraction & replacement, packing installation, gasket installation, leakage trouble-shooting, gasket bolting calculations software, product & application literature, industrial gaskets handbook, website & technical data, and product training seminars.

### Locations:

#### NORTH AMERICA

Houston, Texas

#### SOUTH AMERICA

Rio de Janeiro, Brazil

Campinas, Brazil

Buenos Aires, Argentina

#### ASIA

Shanghai, China

Baroda, India

#### EUROPE

Kufstein, Austria

Koln, Germany

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[www.teadit.com/us](http://www.teadit.com/us) (English)

[www.teadit.com/br](http://www.teadit.com/br)(Portuguese)  
[www.teadit.com/la](http://www.teadit.com/la)(Spanish)

### TEADIT's Mission Statement

"Our missions is to develop, manufacture and supply high quality and cost effective fluid sealing solutions through our products, technical services and application services. Additionally, we maintain a spirit of creativity, decentralization, employee satisfaction, customer satisfaction and continuous improvement throughout the TEADIT group of companies."

### TEADIT's Vision

"Our vision is to be the prime reference for high quality fluid sealing solution in our chosen markets."

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