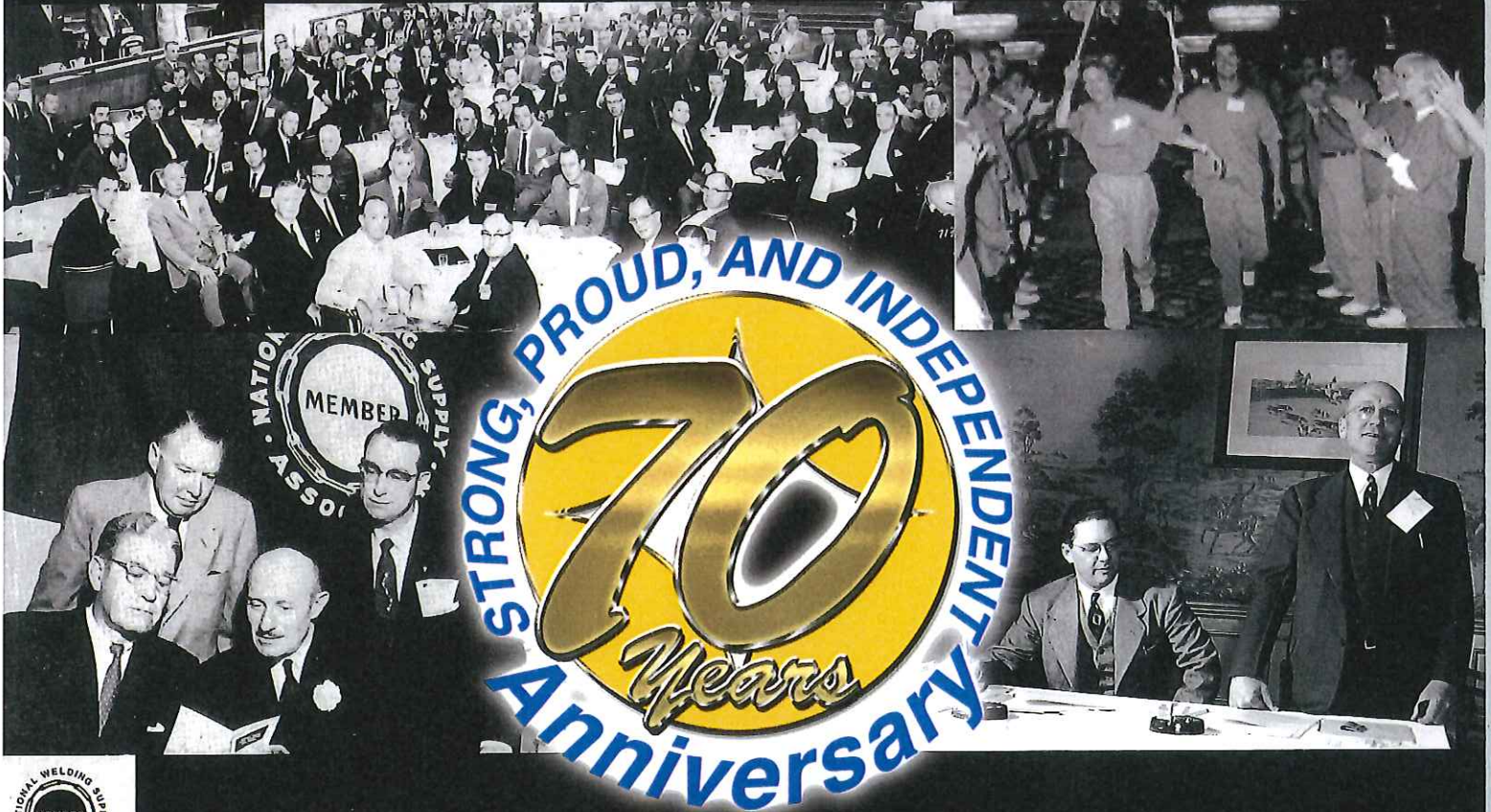


First Quarter 2015



Welding & Gases Today **GAWDA**

GASES AND WELDING DISTRIBUTORS ASSOCIATION



A LOOK BACK. A MOVE FORWARD.

2015 Business Forecast // Suppliers Selling Direct // New Cylinder Labeling
Medical Gas Legislation // Spring Conference Preview
GAWDA Goes Hollywood // Profile: Welders Supply Company



The Official Journal of the Gases and Welding Distributors Association

Serving the Globe While Remembering Your Roots

How CPV Manufacturing set out to take a long manufacturing tradition into the future without changing it.

When a farmer left Kansas in 1915 to open a machine shop in Philadelphia, he hardly imagined that his business would one day serve the US Navy, and Isaiah Engle didn't just go on to design a revolutionary mechanism for improving the issue of leakage in pump valves; he laid the groundwork for a company that would provide the highest-quality valves and fittings for the next century.

CPV Manufacturing is just about to hit its 100-year anniversary, and the company has been making some big moves as a result. Besides reaching out to expand business both globally and regionally, CPV has upgraded to a new facility in Chester County, Pennsylvania, and found a new president and CEO in Brian Hoffmann.

"CPV's philosophy has really always been that investing in the highest possible standards today means greater success down the road," Hoffmann said. "It doesn't matter how many units you can move or how much new business you can acquire immediately, if the product you're delivering doesn't perform exactly the way your customers need it to, they won't be customers for long."

This is the kind of thinking that has guided CPV's long dedication to meeting and exceeding performance standards. The company's Assembly and Test Department is distinct from, but maintains close communication with its Engineering and Production Departments. This way, the company can verify that every valve shipped meets specific performance metrics, and that engineering always meets new needs

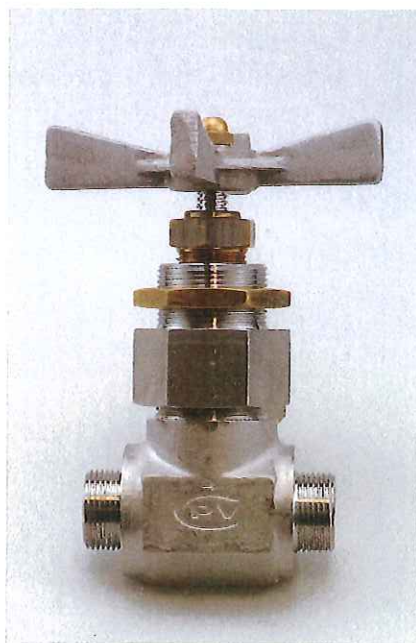
and standards. CPV also relays customer reports and feedback directly to their Engineering Department to assure their product evolves via real-world results.

Just as it was in 1915, the key quality measure for valves and fittings is leakage prevention. It was founder Isaiah Engle who designed CPV's original soft seat, which combined leak prevention with maximum function and durability.

Today, that same standard is at the core of CPV's efforts. Valves designed for liquid service are only sold once they're tested and proven to be completely leak-proof at PSI stresses 1.5 times higher than the rating specified by the customer. Gas-purposed valves are tested with a nitrogen compound that produces visible bubbles in the event of even the smallest leak.

Hoffmann also spoke on the importance of working with customers while also working for them. CPV maintains close communications with their partners to consistently ensure the products delivered are optimized for customer's specific needs. This practice comes from a thorough understanding of the industries CPV serves and how valves are employed in their various applications. "An open dialogue is basically essential to how we do business," Hoffmann said. "A strong research and development background goes into the design of everything we ship, and the customer's purposes remain at the heart of how we gear each model for maximum efficiency and dependability."

Besides reliability and customer-specific design, Hoffmann explained the importance of interchangeability in





CPV's valve designs. This enables customers to find more value through more uses in a greater range of applications from every device they buy from CPV.

As the company grows to serve more customers and applications both domestically and in foreign markets, CPV continues to look back at these and other efforts that have paved the way for success in a range of industries over the company's 100 years.

It was in the 1940s that CPV came out with a check valve that nullifies the issue of "water hammer" and protects pumps from the damaging surge of reverse water flow. Today, these valves can be found in pipelines everywhere, including the Space Needle in Seattle and Toronto's CN Tower.

By the 1950s, CPV had demonstrated the ability to produce a high output of quality valves with versatility across multiple platforms. It was this reputation that earned CPV a contract with the US Navy for the design and production of couplings used to launch aircraft at sea. Today, the Navy as well as a wide variety of commercial industries benefit from CPV's innovative O-SEAL® technology. Among this list is the largest, fully automated, palletized specialty gas-filling facility in North America — Praxair's station in Santo Domingo, Mexico — where O-SEAL valves work seamlessly with state-of-the-art computer controls to achieve hundreds of separate gas mix orders simultaneously.

To the people of CPV, being a long-term supplier for the US Navy means serving America in more ways than one.

"Of course we're proud to build in the USA," Hoffmann said. "Appreciating where we came from keeps us grounded while we're in expansion mode, because we know that not only are we providing jobs right here at home, but everything we ship globally strengthens the reputation of American parts and our manufacturing sectors. The standards by which we engineer parts have enabled us to achieve this growth."

At the end of the day, every company is defined by its people, and Hoffmann's optimism extends to CPV's most important resource — the CPV team. "I'm humbled to find myself leading this 100-year-old company and the talented men and women at CPV," he said. "We operate in a challenging environment that is undergoing significant change; however, as we head into our second century, I'm confident we have the people and culture to sustain the growth and innovation that have become the hallmarks of CPV Manufacturing."

As CPV continues the growth of its worldwide customer base, the company's oldest principle still lies at the heart of every effort: what's good for the customer is good for everyone. "As a business, we're only interested in win-win situations," Hoffmann said. "That's why we're happy to share our success stories here today, but we're even happier to be part of the one's our customers will write tomorrow." ♦