

**Brian Hoffmann,**

President & CEO, CPV Manufacturing, opens up about the century old lineage of the company, which is constantly improvising with the dramatic technological shift in the global valves and fittings industry.

INNOVATING WITH TIME

BY SHIVANI MODY**Trends for the chemical industry valves.**

Throughout 2015 and the beginning of 2016, as the world-wide price of crude oil fell, CPV saw a marked increase in demand for valves specific to the Chemical Industry. We believe that this was due to the large relative prices difference between petrochemical feed stocks and end products in the downstream markets which, in turn, increased the projected return for global investment. Currently these markets appear to have stabilized and we see a corresponding pause in investment activity as plant owner/operators assess the new landscape ahead of their future investments.

Latest development in the fittings market.

CPV has recently begun to experiment with additive manufacturing. Specific to the fittings market, we are looking to see how these new technologies will allow for innovative designs and manufacturing efficiency.

Growth potential of high-pressure relief valves and control valves in emerging markets.

In our markets, we see an approximate 2-to-1 ratio of investment being made in the emerging markets relative to the developed markets and we have developed a business strategy and investment plan to capitalize on that growth.

Chemical valves requirements of Asia Pacific (developing) markets versus US/Europe (developed) markets.

Scale and scope of demand is significantly greater in the developing Asia Pacific markets as compared to the developed US/European markets. We at CPV are also finding that our customers in the traditionally developing markets are at the forefront of emerging technologies, standards and regulations.

Customer demands regarding high-pressure relief valves and control valves.

On a basic level, all customers require the same thing- Safety and Reliability. A customer wants to know that their partners will deliver the products they contracted for, on the agreed upon date and at the agreed upon price. The customer expects that the valve will fully function as expected right out of the box, every time. At CPV, we strive to provide first time quality, for every valve and fitting, every time.

Overview of the valves & fittings business for the company.

CPV Manufacturing was founded in Philadelphia, PA in the United States in 1915 and has been designing and manufacturing highly engineered products for the fluid power and control industry for over 100 years! We have grown tremendously from



O-SEAL Union Face Seal Pipe & Tube Fittings



Mark VIII Union Face Seal Tube & Hose Fittings



Direct Weld/Braze Fittings



Special Adapter Fittings

those early days and today we operate out of a new facility in Kennett Square, PA with an affiliate in Rockaway, NJ. My tenure as President & CEO began in January 2014 and I have made it my mission to stay true to our heritage and continue the CPV tradition as we expand globally and truly allow CPV to represent "American Engineering Trusted Worldwide."

Future business and expansion plans for chemical valves.

CPV's future business and expansion plans for the chemical industry are heavily concentrated in the Republic of India and other Asian markets. We are actively engaged with our channel partners in several countries to establish local stocking distribution. Longer term, we plan to begin local manufacturing in Asia by the end of the second quarter of 2018.

Focus regarding R&D and innovation for chemical valves.

CPV supplies both manual and actuated, shut-off and control valves from tube sizes to 3-inch for the Chemical Industry. There has been exponential growth recently in the level of technology being implemented in "traditional" industrial operations. I steadfastly believe that the chemical plants of tomorrow will be highly connected operations that we would hardly recognize by today's norms. As such, our product development pipeline at CPV includes connected, pneumatic and mechanically actuated valves that incorporate the latest IoT innovations.

After sales service requirements for customers.

Operating globally can be complicated and when it comes to high pressure valves and fittings, CPV had never taken a "one size fits all" approach towards our customers' needs. Rather, we believe, "one size fits one" and that philosophy is extended to our after sales service and support activities. We work individually with our customers to design maintenance plans and then assure that the required spare and repair parts are available either directly or through a local, channel partner.

Addressing concerns related to valve leakage and losses.

Each operation is unique and ideally would be supplied with a unique valve solution. CPV's approach is to work with our customers and their engineering activities to specify an exact sizing, metals, soft good and configuration that will maximize safety, reliability, environmental cleanliness and plant efficiency.

Materials used for construction of valves.

CPV valves and fittings for the Chemical Industry are constructed of various types and grades of Bronze, Steel, Stainless Steel and Nickle alloys. We select specific materials for different application to ensure the highest standard of safety and reliability.

Challenges for the valves, fittings and control valves market.

The greatest challenge in the valve and fittings market is innovation. Could you imagine a 21st century Ethylene plant, employing the same processes or procedures as a plant built even 10 years ago? Anyone involved in this industry would obviously answer "No." Fortunately, CPV sells into markets, which are at the forefront of new technologies, new regulations and new economics. This reality pushes us to constantly question if there is a better way to meet our customers' needs. We have been very successful for over 100 years, but we fully understand that, "what got us here, will not get us there!" We live this philosophy every day.



O-SEAL Hand Valves



G-Series Hand Valves



Air-Actuated Valves