

## Bonney Forge:

With a reputation for manufacturing excellence, detailed attention to customer's needs and the production of consistently superior flow control products, Bonney Forge has become a name known and trusted by end users. For more than 140 years, Bonney Forge has exceeded customer expectations and they are about to add to that history. With a commitment to invest in a growing legacy of excellence and recognizing the current needs of the market, Bonney Forge is on the "Fast Track" for your urgent valve solutions.

Valve World Americas had the opportunity to speak with Bonney Forge's Managing Director of BFE, Antonio Sonzogni, and Vice President of Valve Products, Stephen Thomas, to discuss the company's longevity, integrated manufacturing, commitment to product quality and the launch of their new Fast Track program.

By Sarah Bradley

### Meeting Demand Through Fast Track

This month, Bonney Forge is introducing a new initiative to further expand on their commitment to meet and exceed customer expectations by providing their world-class products in an expedited manner. Bonney Forge believes that the company should not just simply meet its customers' needs, but also be there for them when the unexpected occurs.

"As a global leader in manufacturing valves with a reputation that is synonymous with quality, you can now count on Bonney Forge to Fast Track your order for urgent valve needs," revealed Steve. "We will be able to take emergency orders from customers and supply the products with a very quick turnaround. As a leader in the industry, we are a trusted manufacturer, well-known for the quality of our products and breadth of our product line. When cus-

tomers need a valve in a timely manner - we will now be able to fill that void."

This is all possible because of the company's commitment to invest in dedicated machining, scheduling, and manufacturing space allotted specifically for the new Fast Track program. Bonney Forge is able to offer service from concept to completion. With fully integrated facilities they are able to react quickly to ensure their customers receive the best service, every time. The new Fast Track capabilities will be available for all valve types, pressure classes, and material grades.

"Being able to offer this service to our customers is very important," said Sonzogni. "The industry is very project driven and if during the project, a customer realizes they are missing an item on the original purchase order, they need their products right away. The market has an urgent need for Fast Track service and delivery.

We want to always satisfy our customers, making the implementation of this program necessary."

"Being privately owned affords us the flexibility and creativity to adjust to the ever changing demands of the industry," said Thomas. "Because all our facilities are 100 percent-owned by Bonney Forge, we control the product from start to finish. We can control the complete chain of production, which gives us the flexibility to manage our strengths."

### A Comprehensive Product Offering

Having world class forge shops gives the company the ability to produce raw forgings for fittings and valves in order to be self-sufficient. Valve assembly, testing operations and inspection to industry and in-house standards assures their forged and cast steel valves meet or exceed all applicable product specifications.

Bonney Forge is an integrated supplier of the widest range of forged steel valves in the industry with integrated in-house forging, machining and assembly-test operations. Produced and available in the U.S. and Italy, the valves are manufactured in a variety of sizes and designs including gate, globe, check, cryogenic, integral flanged, bellows-sealed, extended-body gate and y-pattern and pressure seals. To meet their customers' most complex requirements - from stainless steel to carbon steel, common alloys to exotic alloys - Bonney Forge uses the highest quality materials that meet and exceed the most stringent industry codes and specifications.

A leading manufacturer of API 602 and API 600 valves, Bonney Forge has expanded the product line to include floating and trunnion-mounted ball valves, double block and bleed, API 6A, API 6D and compact valves for offshore applications. Valve sizes range from 1/4" through 36" in

pressure classes from 150# through API 15000#. Fugitive emissions are also an important focus for Bonney Forge, offering low-emission valves, out of stock, with Eco-Seal® packaging (forged steel and cast steel) that exceed industry standards.

Stock orders for valves are processed and shipped with immediate fulfillment for off-the-shelf products, due to the vast \$35 million in inventory levels carried at Bonney Forge's headquarters.



The company's line of cast steel valves is extensive and comprehensive. Manufactured at their company-owned facility in China, Bonney Forge produces both standard and customized configurations, offering a choice of trim, body materials and special features in sizes ranging from 2" through 36" and pressure classes 150# through 1500#.

Bonney Forge produces high volume runs of forged steel fittings and unions in a variety of classes and material grades for any application. These products are available from inventory with 90% to 95% of an order shipped next day. Clearly a leader, the company also pioneered the concept of integral reinforcement of branch connections, the Olet®, which has met the test of time and is used in a growing variety of industry applications.



Forged pressure seals are ready for the most critical high temperature / high pressure applications.





## On the Fast Track



From commodity to complex, the possibilities are endless. Ball valves in large sizes and pressure classes with special actuation are Bonney Forge's specialty.

### The Key to Quality

As the world leader in forged steel manufacturing, Bonney Forge exceeds the industry standards by focusing on quality and industry expertise. The first basic factor of global quality is ensuring that the entire manufacturing process is controlled and guaranteed by the company's Quality Management System (QMS). The advanced technology and strict testing procedures implemented at Bonney Forge's manufacturing facilities in the United States and overseas, allow the company to develop an entire range of products, with uncompromising, superior quality. This commitment to quality has made Bonney Forge a leading resource throughout the world.

"As a leading manufacturer of forged steel fittings and unions, branch connections, forged steel valves, cast steel valves, and specialty products, Bonney Forge's breadth of immediately available products sets the pace for the industry, while our workmanship sets the benchmark," said Sonzogni.

The fully integrated manufacturing facilities with plants in the United States, Italy and China allow the company to provide timely and efficient processing and accurate order delivery for out of stock and engineered to order products. The forging, machining, warehousing, shipping and sales centers in close proximity allows a payoff to the customer through shorter lead times, greater availability of consolidated shipments and cost savings. The Total Quality Management Programs in place at their facilities ensure ongoing improvements in product quality and processes and support Bonney Forge's goal of "The Best Value – Price, Quality, Service all the time". The synergy between departments ensures the best quality, product and service is available to the customer.

### Made-to-Order Customized Solutions

Bonney Forge also offers precise, made-to-order valves and fittings – a specialty capability offered to truly meet any need a customer might have. Ensuring total customer satisfaction through the ability to customize – designing, manufacturing, testing and assembling on-site in their state-of-the-art facilities, has enabled Bonney Forge to be a true solutions provider. The company's modern forging equipment, computer aided design, in-house heat treat, and complete metallurgical testing facilities, make Bonney Forge a fast and reliable source for virtually any type of piping or pressure vessel component.

Working with end-users in the design of their systems, Bonney Forge's full manufacturing integration allows the customer assurance that their requirements are met. The company thrives on challenging opportunities, which also helps differentiate Bonney Forge from many in the industry that are unable to offer the high level of customization and lack the in-house capabilities which the company possesses. Bonney Forge can offer a product based on the design requirements, drawings and specifications provided by the customer. In addition, the company provides expert recommendations to enhance a customer's design.

The company's products are manufactured and tested in strict accordance to ASTM, ASME, API, ISO and other industry codes. Modern state of the art forging and machining equipment and adherence to rigid inspection procedures, assures the dimensional accuracy of every part. Quality assurance procedures include 100 percent hydrostatic and pneumatic testing of all valves. Chemical and mechanical properties of every Bonney Forge product are fully traceable to the original forging lot and raw material heat.



"Customers have the ability to access not only test reports for the products, but they can obtain the test reports from the raw material supplier as well. We can guarantee their materials are provided by vendors of the highest integrity," Steve explained. "In today's market there is a lot of outsourcing and you can't always be sure of the product's origins. Having access to the original mill test reports boosts the end user's confidence and trust in us and they have the peace of mind of knowing we stand by our products."

### Expanding Relationships by Keeping with its Roots

The new Fast Track capability is just one example of investments Bonney Forge is making with a purpose. The investment is keeping with Bonney Forge's roots: providing a comprehensive product offering, holding quality paramount, and meeting customer requirements through customized solutions. The difference is now

customers will be able to get this level of service in a fraction of the time. The decision becomes a no-brainer when the investment translates into growth in the most important part of the business: its relationships with its customers.

Bonney Forge is recognized as a leading resource for the power, oil, chemical, marine, and construction industries worldwide and the Bonney Forge name is synonymous with quality that exceeds industry standards. With locations in Mount Union, PA; Houston, TX, Bergamo, Italy and Shanghai, China, Bonney Forge is situated to meet the needs of customers globally.



## BONNEY FORGE AT A GLANCE

### Our Mission

To be, today and in the future, the recognized leader in our industry, marketing and manufacturing forged steel valves, forged fittings, branch connections and other related products to satisfy our customer's expectations.

To be cost effective through Total Quality performance of these operations, and thus provide the resources required to support our commitment to improve our products, processes and customer service.

To be a law abiding corporate citizen respecting the rights of individuals, contributing to the needs of the community and conserving the state of the environment.

### Our Creed

We believe in:

- ... Continuously improving Quality, Processes and Customer Service.
- ... Eliminating delays, errors and defects in materials and workmanship.
- ... Providing customers with access to statistical evidence that quality is incorporated in our products and production processes.
- ... Requiring suppliers to provide statistical evidence of quality products and process capabilities.
- ... Sharing with the organization the cost of poor quality in products and services.
- ... Driving out fear and bringing problems to light for all to see.
- ... Working together to address specific problems and establish goals and solutions as a team.
- ... Controlling manufacturing processes which determine the final cost and quality of our products.
- ... Removing barriers which stand between employees and their pride of workmanship, and implementing ongoing training, supervision and employee development programs.
- ... Good housekeeping, which reflects on the company, its operating philosophy and our people.
- ... Encouraging a corporate culture which will reinforce the objectives of our mission on a day-to-day basis.



Bonney Forge Europe dedicated Fast Track facility.

The views and opinions expressed in this article are those of the profiled company and do not reflect the position of Valve World Americas.