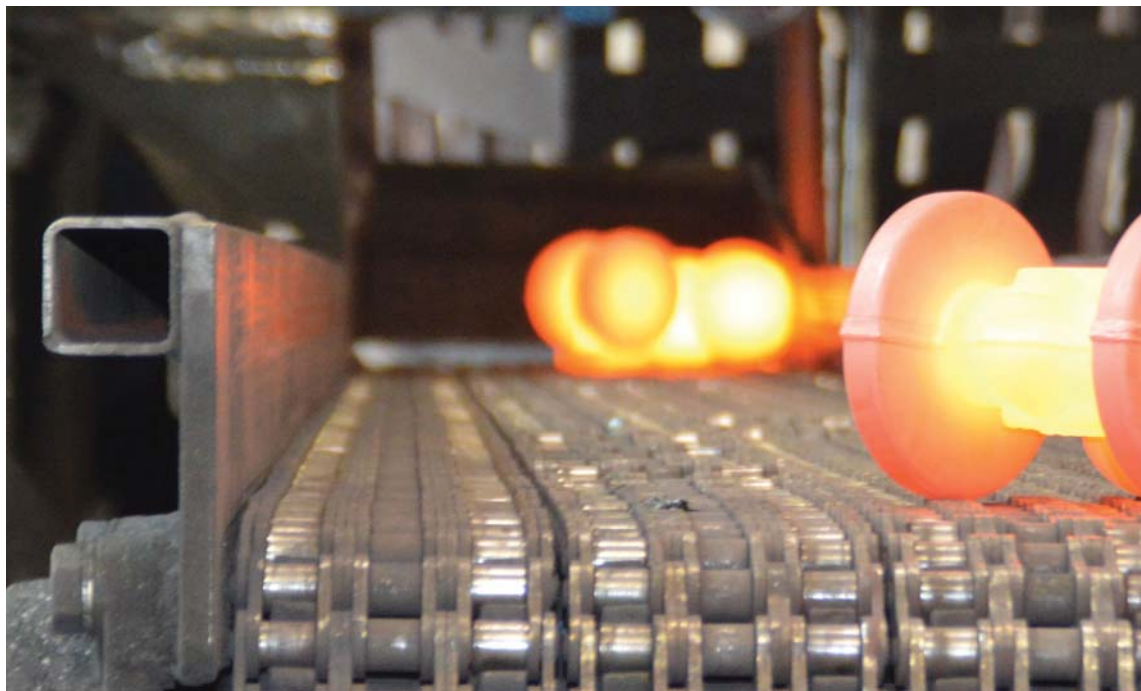


“For over 140 years, Bonney Forge has achieved manufacturing excellence through detailed attention to customers’ needs and consistently producing the highest quality products in the industry. As a leading manufacturer of forged steel fittings and unions, branch connections, forged steel valves, cast steel valves, and made-to-order engineered products, they have set the standard for the industry.”

By Sarah Bradley



“Close up”: Freshly Forged API 602 Valve Bodies from Bonney Forge’s on-site forging facilities

Bonney Forge: Global synergy for maintaining excellence in the marketplace

Given its long history, the Bonney Forge name has become synonymous with quality that exceeds all industry standards. The company’s commitment to investing in the continued growth of its products has made them the forefront manufacturer of low emission valves. Since 1984, when John Leone, President and CEO, led a successful leverage buyout from Gulf & Western, Bonney Forge has remained a private, closely held family-owned company. That choice has shaped the company’s direction, establishing a continued focus on maintaining excellence in the industry and fueling its drive to surpass customers’ expectations by delivering innovative and superior services. As one of the world’s only fully integrated manufacturing companies, Bonney Forge designs, produces, assembles, and tests every one of their products in house, maintaining control over all aspects of manufacturing from the raw material to the finished product.

Steve Thomas, VP of Valve Products & Business Development-Southwest Region, believes being a privately owned company allows Bonney Forge to do some things a little bit differently. He attributes that ability to the corporate culture,

which always focuses on building the best quality products in the market. “All of our products have the stamp of excellence on them and our plants are committed to this standard. Our CEO has made Bonney Forge a quality name.” Across the globe, no matter where a Bonney Forge product is manufactured, customers know they can trust the quality and service. That is something that the company, and its people, take great pride in.

Enduring manufacturer

Bonney Forge has several reasons for its long-term historical leadership in the marketplace. Their continued focus on customers’ needs means always going above and beyond to exceed expectations. The company is also heavily involved in terms of industry changes. They facilitate raw material supply and plant manufacturing activities. This information provides customers with a transparent and current status. Rather than just reacting to changes to industry standards, the company is a part of the decision-making process, which gives them an advantage. According to Tim Harrigan, Director of Sales Engineering & Valve Projects, “We want to



“Compliance Guaranteed”: Shown - Helium seat leak testing being performed. From steel microstructure testing to valve functionality testing BFE can provide it all.

be part of those decisions. That philosophy has helped us not only remain a mainstay in the industry, but it has also helped the industry by benefitting from reciprocal insights and research and vice versa.” According to Steve Thomas, “We always felt we were on the front end of all those industry changes. We do a lot of in-line production testing of emissions ourselves. We also do third-party testing of emissions. All of our certificates are from third-party testing. We do not rely on our packing manufacturers to tell us what acceptable quality is. We want that third-party input to show people that it truly is a low emission product and not just something that we made knowing it must be bulletproof when we send it out.”

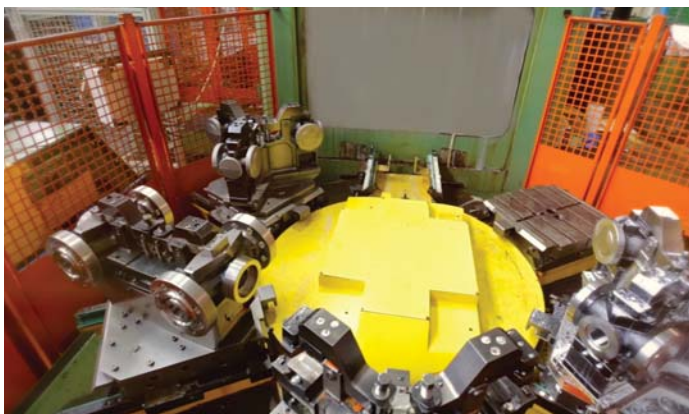
Paul Heald, Vice President of Product Engineering, Specialties & China Operations, agrees: “Third-party testing removes any

manufacturer testing differences and assures unbiased testing.” While investing in their manufacturing facilities has been key, continuing to invest in their people means just as much. Steve Thomas says, “The people are just as important as the manufacturing facility. We invest in them through outside education, in-house training, and other programs. Our people make the company what it is.” Paul Heald accordingly offers what sets Bonney Forge apart from the competition. “We are continuously investing to improve our capabilities and our capacity. It does not matter to us if it is a down market; we have our capital plans every year. We strategically invest in the future.”

Global presence

Bonney Forge is a global company, and anyone who works at a global company knows that operating worldwide can mean

there are multiple points of contact. At Bonney Forge – with four different installations across the globe – maintaining a unified business philosophy is paramount. Tim Harrigan explains: “We are contacted by different customers at all of our locations. We want continuity in our answers and our approach to solutions. We pride ourselves on being a corporation that responds well to the critical questions that come up in the industry or in product offerings and because of that we are seen as one of the go-to companies when it comes to technical issues or product offerings.” It is all about having the same philosophy toward the product and working together to meet the global goals. Antonio Sonzogni, Managing Director, Bonney Forge Europe, takes it a step further. “It is important for customers to all know they are receiving the same quality product whether the



“Close up”: Inside one of the state-of-the-art machining centers located at Bonney Forge Europe



“Heavy Lifting”: One of Bonney Forge Europe’s high-production machining centers, automation ensures repeated quality parts.

COVER STORY

products are required in Europe, Asia or the United States.”

A new service

About three years ago, Bonney Forge’s field engineering team began using a new strategy to educate and support their customers, both new and long term. The company coupled their large outside sales force in the United States with their in-house engineering team and started making joint calls to customers. These engineering “lunch and learns” provide on-site technical assistance and a point of contact for end users – including engineers and technical sales representatives at the distributor level.

Tim Harrigan describes the collaboration: “We are able to give them a kind of one-two punch: the sales aspect and the technical backup to support it. We have all really benefitted from it – the company and the customers. Those “lunch and learns” have defined what customers get when buying Bonney Forge products: support and serviceability. Our products are high quality and that is what we are known for in the industry, but some of the most experienced individuals in the industry also support the products. We have a lot of experience on the sales side and we have a lot of experience on the engineering side – their complementary strengths resonate in the industry.”

Forging material

Bonney Forge Europe is currently moving its existing forging operation to Bergamo, Italy, for integration with the main factory. Antonio Sonzogni confirms that 70% of the relocation has been finished



“On the Move”: One of Bonney Forge Europe’s recently moved forging presses, the entire forging facility has been moved on-site.

and the move will be complete by the end of 2019.

The current plant is located in what is classified as a residential area. Noise level restrictions forced the company to transfer the activity to a new location that would allow for expansion and improvement. Some of the benefits of having the forging plant alongside the manufacturing are reduced lead-time and more flexibility. Speaking on this matter, Sonzogni says, “We will avoid all the transport activity and can focus on improving the production capacity. More importantly, we have added a new facility for the heat treatment process, which used to be sub-contracted. We will also have in-house die

preparation. We will have complete control of the forging and heat treatment process within our organisation.”

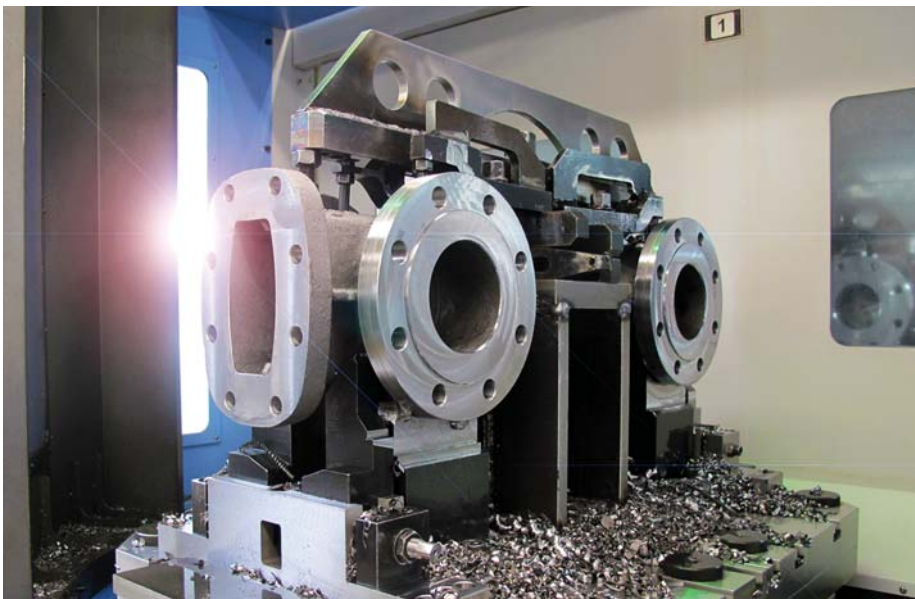
Over the years, Bonney Forge has tweaked their steel chemistry as required by customers to provide a consistent source of steel supply. Paul Heald shares that the purchasing teams from all Bonney Forge plants frequently meet to make sure that they are meeting consistent steel supply across the entire company. We facilitate mill and plant manufacturing activities applying critical path methodology. This information provides our customers with a transparent status of the order from mill placement to finished product.

Antonio Sonzogni confirms that in Italy, the company’s relationship with the mill is a local one due to difficulties exporting material from the U.S. to Europe and vice versa. “Good material again is the base of having a good product and for us, it is very important to have a good relationship with a local supplier,” he explains, “In fact we have two long-term relationships with local suppliers: one for the carbon steel and one for the stainless steel and special alloy materials.”

Quality is key

Bonney Forge has become the name you can trust for cast steel valves. For decades, the company’s forged steel valves and piping components have been considered state-of-the-art in quality, design and manufacturing. But today their expanding product line of cast steel valves leads the way.

Bonney Forge has been manufacturing



“Global Quality”: Bonney Forge is global, maintaining a global philosophy across all facilities is of utmost importance, shown here is another state of the art CNC valve machining center at our Shanghai facility.

its extensive and comprehensive line of cast steel valves in their company-owned facility in Shanghai, China since 2002. The facility manufactures a full line of cast steel gate, globe, and check valves designed for ASME pressures 150 class through 2500 class, in sizes ranging from 2" through 36", and temperature ratings. Technicians can also customise a configuration to fit customers' needs with a complete choice of trim and body materials, bypasses, and connectors: lift indicators, limit microsensors, pneumatic and electric actuators, bevel gears, chain wheels, extension stems, floor stands, levers, and dashpots. Valve assembly, testing operations and inspection to industry and in-house standards assure that Bonney Forge valves meet or exceed all applicable product specifications. Chemical and mechanical properties of every Bonney Forge cast steel valve are fully traceable to the original casting heat lot.

Bonney Forge Shanghai also meets stringent design and quality guidelines set and directed by Bonney Forge's corporate engineering department at its corporate location in Mount Union, Pennsylvania, USA. Bonney Forge Shanghai has earned the ISO 9001:2015, AD2000 HP 0 and EN ISO 3834-2 and PED CE Mark Certificates.

Fighting fugitive emissions

When the EPA demanded stricter compliance from end users in terms of fugitive emissions testing, Bonney Forge was not caught off-guard. Knowing the change was



"Expanding Production": Bonney Forge's cast steel valve line is ever expanding, year to year, month to month. Newest addition: Cryogenic Cast Valves.

coming, the company switched to a proprietary packing for low fugitive emissions years before it became mandatory. By proactively working with both end users and the EPA, Bonney Forge was able to make product adjustments that pushed it well ahead of its industry competitors.

Since 2011, all Bonney Forge products supplied to the industry have been low emissions. Fugitive emission testing equipment in place at all valve manufacturing facilities allows the team to monitor fugitive emis-

sions on production valves to ensure fugitive emission compliance. Today every valve, forged steel, and cast provided by Bonney Forge are within the current industry emissions standards. Bonney Forge Eco-Seal® is low emissions packing that is globally certified, meaning tested and certified to API 622, ISO 15848-1, Shell and TAluft, and even stricter end-user requirements.

Looking ahead

According to Paul Heald, "In terms of what we offer, cast steel valves are a growing product line that has at least tripled in the last five years. We have the range of cast from 2-inch to 36-inch class 2500 and we manufacture the gate, globe, and check valves. But we also manufacture special products. It is all about meeting customers' requirements."

Tim Harrigan adds how the Shanghai operation is extending the company's business reach. "What we are doing in Shanghai at our cast steel valve operation is definitely being done not to just improve our current valve capability but also to increase our overall capability. We have entered into cryogenic valves on the cast side of things, which we have never had before, so it is a developmental product base and we are working on extending it."

Judging by the company's commitment to producing consistently high-quality products worldwide, superior customer service and satisfaction, and focused research and input on environmentally sound product offerings, Bonney Forge looks set to be a market leader for another 140 years.



"The Low Emissions Leader": In-house, certified low emissions testing being performed on a gate valve – whether its API 624, ISO 15848 or more stringent emissions testing – BFE can do it.