

# C A M E R O N



# We create the flow control technology that energizes the world

Cameron is a dynamic, global Fortune 500 provider to oil, gas and process industries worldwide with annual revenues exceeding USD 9 billion. The company's legacy spans more than a century and today, the organization services ten diverse markets through various divisions, each highly regarded within their field, with a combined roster of more than 60 product brands.

With over 27,000 employees working in more than 500 locations around the world, the company has a global network of sales, engineering, manufacturing and aftermarket services spanning North and South America, Europe, Africa, Caspian and Russia, Asia Pacific, and the Middle East. In an interview with Valve World, Jim Wright, President of Cameron's Valves & Measurement business segment, talks about the company's success and what they have in store for the future.

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By Anne Cunningham

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## Our core values lead to success

Jim Wright has been working for Cameron since 1979, where he has held various management positions, both domestic and international. 34 years later, he is the V&M business segment President and Senior Vice President of Cameron, and, if possible, enjoys his work even more: "I have always enjoyed working for Cameron and it is my privilege to serve at the helm of one of the most innovative companies in the world. Everyone in our organization takes pride in what

we do and we apply our expertise to address challenges and deliver results. We focus on providing total solutions and continuously raising customer performance. No matter where in the world Cameron is, our quality translates the same: When Cameron is done, it works." This sentiment is embodied in each of Cameron's global locations. With offices in more than 100 countries, Cameron's commitment to excellence spans the globe. Where in the world is certainly applicable to Cameron as the

company has offices in more than 100 countries and brand legacies going back over 150 years.

The CAMERON® brand has been synonymous with advanced technology and reliability since 1922 when John Smither Abercrombie and Harry Cameron combined forces to develop the first successful blowout preventer for oil wells (granted a Mechanical Engineering Landmark in July of 2003 by ASME). Started as a sketch in sawdust on the machine shop floor of Cameron's Humble,



Texas location, the CAMERON brand has grown to include a wide range of products that have set performance and innovation standards throughout the world in the oil, gas and process industries. "Our legacy of firsts includes brands that span back to the 1800s. Because we have such a long history in the valve industry we have acquired an enormous amount of experience and I believe it is safe to say we have the know-how." Wright says. The company has learned from all this experience and over the years this has led to many innovations. "A fine example of this is Joseph Heinen. In 1929 he was repairing valves in the oil fields of the Los Angeles Basin. Here he encountered valves failing due to seal scoring and decided it was a problem that needed to be solved. He developed what was later to become Cameron's GENERAL VALVE® Twin Seal™." says Wright. A more modern example of innovation is Cameron's EVERMAX™ grease. Jim continues, "Because of our commitment to the community, sustainability, and innovation, we work with 40 universities around the globe to tackle a wide range of industry challenges. One of our biggest breakthroughs last year was when we managed to commercialize EVERMAX™ lubricant, a low-friction coating developed over the course of two years in cooperation with Dr. Ajay Malshe at the University of Arkansas." Formulated as grease, EVERMAX features nanotechnology additives which reduce friction by orders of magnitude over traditional lubricants. The grease has applications across all markets and products, but today Cameron is using it on all new ORBIT® rising stem ball valves in production. Innovation is only one of Cameron's five core values and when talking about the history of Cameron it becomes clear that these values have been a major influence on the company's success. "We have followed our core values from day one and still feel that Integrity, Responsibility, Innovation, Excellence and Collaboration are the five main keys to our success." says Wright.

### A total solutions provider

Performance inherently demands change is an axiom that V&M has always



embraced. "Today, our customers' needs are far broader in scope, their challenges more daunting than ever." explains Jim Wright, President of Cameron' Valves & Measurement business segment. While Cameron's products and systems continue to set industry standards, the most important service is solving problems in collaboration with the customer - innovatively and practically, from concept - to completion. Mr. Wright stresses that Cameron's capabilities lie in the understanding of customer needs, the application of technology, the anticipation of future challenges and the power to solve problems responsibly. "In today's environment, operators are focused on lowering costs and operating efficiently. We have successfully helped customers achieve

these goals, and plan to continue to do so, by focusing on the issues that matter most: comprehensive service, product availability, on-time delivery and innovative solutions." From upstream to downstream, onshore to offshore, Cameron integrates products, systems, services and project management to add value to the customer's process. "We apply technologies to deliver real-world results." Mr. Wright explains that the Cameron brand is all about raising performance through integrity, excellence, responsibility, innovation and collaboration. From integrating premier products and technologies, to responsive service and project management, to final delivery and aftermarket, the V&M team has one vision: "To be the undisputed leader in the oil and gas flow solutions industry."



### **What is Cameron's ultimate charge?**

Cameron strives to continuously raise performance at every point along the critical path of the customers' process, because performance equals time and money. Cameron serves a broad range of customers in numerous markets: exploration, development and production; transportation, refining and processing; and industrial. Their products and systems control, direct, adjust, process, measure and compress pressure and flows, and are all backed by CAMSERV™, the world's largest aftermarket network. The company has a long-standing reputation for innovative solutions.

Cameron looks to provide practical flow technology through solid, technical know-how, proven fit for purpose and manufacturing through applied technologies that are innovative and forward looking, without adding risk to results. The customer-focused, proven solutions that Cameron creates are dependable, reliable and enduring, providing consistent performance and lasting value.

### **Cameron & Valves**

Cameron's Valves & Measurement business segment is a leading provider of valves and measurement systems used primarily to control, direct and measure the flow of oil and gas as they are moved from individual wellheads through flow lines, gathering lines and transmission systems to refineries, petrochemical plants and industrial centers for processing. Equipment used in these environments is generally required to meet demanding standards, including API 6D and the American Society of Mechanical Engineers (ASME). There are four functions within the V&M group.

#### ***The broadest portfolio of valves***

The valves team provides high-quality, responsibly-sourced ball, gate, butterfly, check, globe, plug and choke valves for applications across all markets. With a variety of trims, materials, configurations, and designs available, our Engineered & Process Valves (EPV) division manufactures custom-fit solutions from industry recognized brands as CAMERON®, ORBIT®, RING-O®, WKM®, GROVE®, GENERAL VALVE®, ENTECH™, TBV™, TOM WHEATLEY®, TEXSTEAM™ and TK®. The Distributed Valves (DSV) division utilized a global distribution network and strategically located rapid response centres to deliver manufactured valve brands such as WKM®, DEMCO®, NEWCO®, DOUGLAS CHERO™, NUTRON®, TECHNO™, WHEATLEY®, THORNHILL CRAVER®, NAVCO® and AOP™.

#### ***A history of setting the standard. A future of raising the bar***

For leading oil and gas businesses, the V&M Measurement Systems division emerges from a legacy of constant innovation – offering a broad assembly of measurement solutions that continuously raise performance. This includes a history of inspiring innovation and forming a bridge to expertise with field-proven product brands such as BARTON®, NUFLO™, CLIF MOCK™, CALDON®, JISKOOT™ and LINCO™. Manufactured and distributed products from this division include flow metering, flow electronics, metering solutions, sampling and blending systems, instrumentation and transmitters.

#### ***Any valve. Any Application. Best-fit valve automation solutions***

The V&M valve automation portfolio includes power actuation and manual gear technologies that complement the operational excellence of Cameron's manufactured valve brands, as well as third-party valve products. Engineered to deliver solutions across the entire industry, Cameron's Valve Automation team offers a single, comprehensive 6D valve automation portfolio – for any valve in any application – from LEDEEN®, MAXTORQUE™ and DYNATORQUE™ brands.

#### ***The most comprehensive life cycle programs***

CAMSERV™ aftermarket services and Total Valve Care<sup>SM</sup> (TVC) programs offer customers comprehensive service, around the world, with 24/7 availability. From basic field repair, stocked spare parts and scheduled turnarounds, to emergency shutdown and large scale overhauls, the V&M life cycle programs are there to support the specific needs of the application, region and customer.