

A market-leading, global provider of integrated flow control solutions, CIRCOR specializes in the manufacture of highly engineered valves, instrumentation, pumps, pipeline products and services, and associated products, for critical and severe service applications in the oil & gas, power generation, commercial & institutional facilities, aerospace, defense, and other general industries.

By Sarah Bradley



CIRCOR: Excellence in flow control

Valve World had the opportunity to speak with CIRCOR International CEO, Mr. Scott Buckhout to discuss the company's comprehensive product and brand portfolio, commitment to flow and motion control, and investment in innovation.

Comprised of over 40 product brands that manufacture a wide range of flow and motion control solutions for mission critical applications in a number of industries, CIRCOR has grown steadily and significantly through a strong focus on business development and strategic acquisitions, since its establishment in 1999.

"When I joined the company in 2013, we were a holding company of various brands. Over the past five years, we have enhanced our global skillset to become more of an operating company. All of our 40+, well-known product brands are still going strong – some of which have been around since

the 1800's, there is a lot of history," said Mr. Buckhout.

Striving to provide customer-focused valve, pump, pipeline, and instrumentation solutions for the world's most demanding applications, CIRCOR is dedicated to continuously improving flow control throughout the challenging industries they serve. With primary global end markets served by the entire organization, including; Upstream, Mid-stream and Downstream Oil & Gas, Power Generation, Process Industry, General Industry, Commercial & Institutional facilities, Maritime, etc., CIRCOR firmly believes that their broad product range is a driving force in expanding their reach.

Innovative investments & premier products

CIRCOR's market-leading and historically significant product brands are recognized for helping revolutionize the markets they serve. By offering some of



CIRCOR | Pibiviesse Engineered Ball Valves

the best products in the marketplace CIRCOR has established itself as a single source, “one-stop-shop” for their customers’ needs. “We have a strong product technology portfolio and a good mix of solutions and services that cater to our end markets. We offer 1/8” instrumentation valves up to 72” engineered ball valves and a lot in between,” described Mr. Buckhout. “One of our goals is to be easy to do business with. For a lot of our customers and end users, it is convenient for them to be able to buy products for their full project from one company. With our broad, diverse portfolio, many customers are able to purchase a full solution for their project from the CIRCOR family of brands.”

The company has expanded its offering through internal product innovation as well as acquisitions. In order to not only meet, but exceed their customers’ increasingly complex needs and expectations, CIRCOR offers a comprehensive portfolio of product and service solutions specifically tailored to meet end market, application specific needs. The company’s extensive, highly-engineered product offering includes an array of options from control, gate, globe, check and ball

valves, automatic recirculating valves to instrumentation specific valves and fittings, pumps, pipeline pigging, flow assurance and cleaning services to custom design and engineering, as well as aftermarket services. The company has a strong history of innovation that has produced an impressive portfolio of products and patents. This technology is all driven by an experienced group of engineers, well known for developing high-quality, specialized solutions for customers. With the belief that investment in research and innovation is imperative to the success and growth of any company, CIRCOR continuously works to expand their product portfolio, as product diversity allows the company to offer customers the optimal solution for their application.

The ability to provide engineered solutions for their customers’ most stringent demands, in addition to their standard product offering further reflects CIRCOR’s commitment to innovation. With users working in such a broad spectrum of markets and applications, some harsher environments require highly specified products. CIRCOR has the capacity, know-how, and experience to be able to design custom solutions for high-pressure, corrosive, severe service applications.

“We are investing in technology and we have spent a lot of time over the last couple of years developing robust product development roadmaps where we can push the technology envelope in the industry and offer better solutions to our customers as a result,” Mr. Buckhout explained. CIRCOR’s global supply chain team strives to purchase the highest quality components at competitive prices, which allows the company to provide clients with quality at an attractive price. Quality products are the top priority and though competitive pricing is important, providing high quality products that ensure safe and reliable operation, can never be compromised.

Through their collaborative and streamlined sales process and greater efficiencies throughout the entire supply chain, CIRCOR has been simplifying their business to improve the purchasing experience for the customer. With the firm belief that customer downtime and outages are unacceptable, CIRCOR’s global teams continue to work to ensure On Time Delivery. As supply chain and sourcing, engineering and manufacturing play key roles in meeting delivery times, the synergy between departments is of the utmost importance. CIRCOR recognizes the importance of being reliable - not only from a product quality perspective - but by ensuring they consistently meet customer needs. “On Time Delivery is a metric CIRCOR tracks and tries to improve every day. In the industries we play in, on time delivery is vital to success. When a plant has a shut down, scheduled or unscheduled, to perform maintenance, it is very important that our valves arrive on time. We strive to decrease our customers’ downtime,” Mr. Buckhout stressed.

Improve customer satisfaction

“We are working hard to become the easiest company to do business with. All of CIRCOR’s manufacturing locations have implemented the CIRCOR Operating System, which allows each location to focus on continuous improvement. We have rolled out a product management organization, which has helped with our global product line strategies. We continue to invest in engineering, sales/marketing, and in our new manufacturing facilities and regional hub locations,” said Mr. Buckhout. “We market our solutions through 650+ sales partners to 7,000+ customers in 100+ countries. With sales and manufacturing facilities in the United States, Mexico, Canada, Italy, Germany, France, England, Netherlands, China, Morocco, United Arab Emirates, Malaysia, Singapore, and India, CIRCOR has an established global presence with more than 4,400 employees worldwide.”

New Products at a Glance

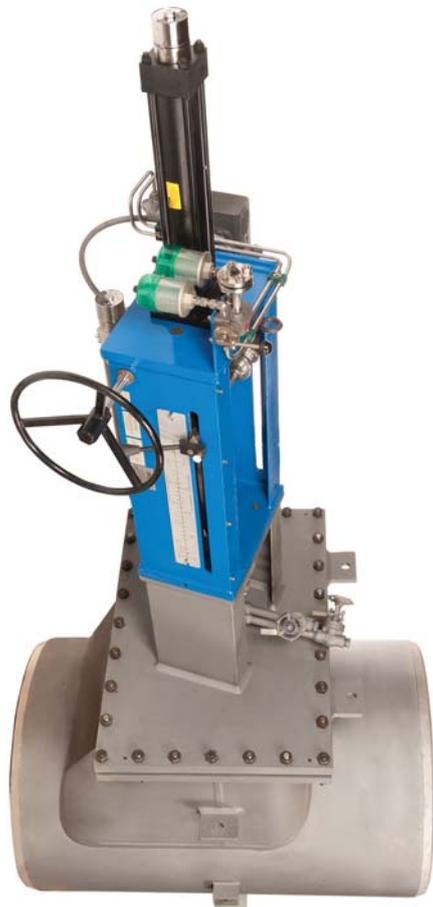
- RTK REact L Actuator – The REact 300 is the most powerful electric actuator in the RTK REact series, with planned actuating powers of up to 6,800 lbs (30kN). The modular design is extremely compact and has plug connections.
- RTK REFlex - this unbalanced control valve line offers a wide range of sizes, pressure classes, and end connections. CIRCOR | RTK recently expanded this proven design to include a ‘Quick change seat ring’ option. The Quick Change is based on a clamped construction that allows an easy replacement of the seat ring, without any special tools.
- TapcoEnpro – Digital Valve Control Systems for Fluidized Catalyst Cracking Units (FCCU) and for Delayed Coker Unit Unheading Devices in refineries all over the globe.
- Houttuin - 2-Screw Pump with automated ‘cavitation mode operation’ that reduces the risk of catastrophic failure from dry running.

COVER STORY

With this symbiosis in mind, the company implemented the CIRCOR Operating System – aligning business processes to improve customer satisfaction. The CIRCOR Operating System plays a role in continuing improvement at all of the company’s facilities. The System aligns people, processes and technology to empower their employees, making continuous improvement a part of the daily experience. It focuses on results-driven leadership; the elimination of waste (cost, time, resource, space); lean and process controls for speed, flexibility, and efficiency; higher performance; and the improvement of inventory turns. In combination with their market-leading and reliable product brands, the CIRCOR Operating System is increasing the company’s ability to better adjust to market demands and customer needs. “We have the CIRCOR Operating System simplifying and driving operational excellence across the company. It is all of the things that you would expect to see in a Process and Continuous Improvement Program. It is a holistic approach to standardize globally and it will be transformative for us over time,” Mr. Buckhout reported.

Global reach

As the global infrastructure continues to evolve, CIRCOR is committed to accelerating



CIRCOR | TapcoEnpro FCC Slide Valve



CIRCOR | KF Valves Welded Body Valve

the growth of their businesses, their customers’ businesses, the infrastructure markets they serve, and their peers every day. “The breadth that we offer is not only in reference to our extensive product offering, but it is also a geographic breadth discussion. Our customers have projects around the world. They may buy from us in one part of the world for a certain project, but they do not even know that we exist in another part of the world for other projects. Having a more global sales force that can represent all of their project needs is an important part of playing a role in a broader swath of our customers’ activity,” Mr. Buckhout said. With strategically located manufacturing facilities located throughout the world, customers are supported by a global network of sales and service and over 650 distributor partner offices/representatives in Asia, Europe, the Middle East, North and South Americas. CIRCOR strategically leverages their global infrastructure of dedicated sales and distributor facilities to deliver products, services, and expertise to key markets. The result is more in-depth, highly collaborative customer relationships. The ability to source from one global manufacturer is a great benefit to customers involved in various stages of projects across the globe, throughout many industries – from instrumentation on offshore platforms to pipeline development to power genera-

tion facilities – making CIRCOR’s extensive distribution network a great asset. After-market products and services such as parts, repairs, modifications, re-certifications, etc., are available in the company’s facilities around the world, as well as through some of their authorized distributors.

CIRCOR has many products, many brands, and many strengths. However, the one driving factor that keeps CIRCOR moving forward is their people. As a large, global company, talent is key in all areas of the business. CIRCOR employees have a unique opportunity to really make a difference on a day to day basis.

CIRCOR is a place where the employees’ efforts have a direct impact.

The future of smart flow control

The company has set some important goals moving forward; to continually develop commercial synergies and ways to do more for their customers; to dedicate their efforts to severe service—motion control problems; to extend their presence in markets around the world; to be synonymous with world-class flow- and motion-control solutions, and to solve their customers’ most difficult problems. “CIRCOR products play a very important role in many day-to-day activities. Without CIRCOR products, planes could not land, submarines could not regulate cabin pressure,



CIRCOR | HOKE Instrumentation Valves and Fittings

missiles could not launch, beer would not make it to the tap, power turbines could not generate energy, gas could not make it to market, and cities could not provide warmth to its citizens,” stated Mr. Buckhout.

The company has grown steadily and significantly through a strong focus on business development, and strategic acquisitions and organic growth continues to propel CIRCOR into the future. As the company’s end markets continue to change with new environmental regulations, extreme temperatures and pressures, and overall end user requirements, CIRCOR will continue to provide products and solutions that help solve the most difficult problems encountered by their customers. The feedback and information the company receives from their customers, channel partners, and sales teams help improve the company’s current products and help develop new solutions.

“In 2015, we acquired Schroedahl, a leader in recirculation valves. In 2016, we acquired

DeltaValve & TapcoEnpro, filling the niche of high-performance, severe-service applications in refineries around the world. In 2017, we acquired Colfax Fluid Handling, a leader in severe service, fluid handling pumps and associated products/services,” detailed Mr. Buckhout. “Some of the CIRCOR product brands have been around for over 140 years.



CIRCOR | Leslie Controls KMAX Rotary Control Valve

Our products and technology will continue to adapt and play an important role in the markets we serve around the world. As regulations change, as applications see increased severe environments and applications, as our industries continue to head down the digitalization path, CIRCOR products and technologies will be there as a solution.”

CIRCOR at a glance

Products: Actuators, Automatic Recirculation Valves, Ball Valves, Control Valves, Desuperheaters, Steam Conditioning Systems, Fittings, Pressure and Temperature Regulators, Check Valves, Safety Relief Valves, Pipeline Pigging, Flow Assurance and Cleaning Services, Instrumentation-specific Valves and Fittings, Gauges, Pumps, Motors, Sampling Systems, Steam Traps.

Brands: KF Valves, Contromatics, Mallard Control, Hydroseal, Pibiviesse, DeltaValve, TapcoEnpro, HOKE®, GO Regulator, Texas Sampling, Dopak, CIRCOR Tech, Pipeline Engineering, CLARUS®, COT-PURITECH®, LSC®, SICELUB®, RTK, Schroedahl, Leslie Controls, R.G. Laurence, CPC Cryolab, Rockwood Swendeman, Nicholson, Spence Engineering, Allweiler IMO, Houttuin, Tushaco, Warren, Rosscor, Zenith, CIRCOR Aerospace, Hale Hamilton, Loud Engineering, Circle Seal Controls, Industria, Aerodyne, Bodet, Motor Technology.

Markets Served: Upstream Oil & Gas, Midstream Oil & Gas, Downstream Oil & Gas, Power Generation, Process & Industrial Gas, General Industry, Commercial & Institutional Facilities, Maritime, Aerospace, Defense



CIRCOR | Schroedahl MRM Automatic Recirculation Valve



CIRCOR | DeltaValve Coke Drum Bottom Unheading Valve