

Energy Metals Inc.: rapid growth to better serve the industry



Energy Metals has been known as a master distributor for high-end alloys in the industrial sector for over a decade. Over the past year, the company has significantly increased market share through strategic acquisition, substantial investment in inventory, and expanded capabilities to better serve the industry. Stainless Steel World had the opportunity to speak with Gary Downie, General Manager, located at the company's UK office, about the company's rapid growth over the last year, the recent acquisitions and new office locations, and the complete range of speciality stainless and nickel alloy grades available to their customers.

By Brittani Schroeder, Stainless Steel World North America

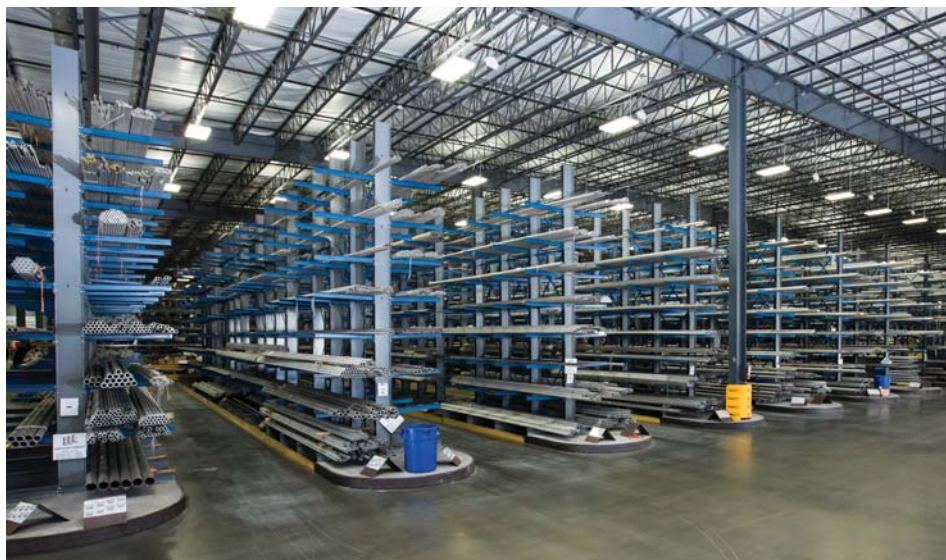
Energy Metals began in 2004 when industry veterans Mike Priesmeyer and John Drewry joined together to form a new company, with the goal of providing great customer service and shorter lead times to service the PVF industry. In 2010, Texas Pipe & Supply, a private family-owned distributor with over 100 years in business, acquired Energy Metals, and the partnership has been mutually beneficial for both

companies. Building on the success of said partnership, Energy Metals established its international presence in the United Kingdom and Singapore (Colin Low and Clifton Cheong) in 2014, with management from Rick Elliott. For Downie, being part of a family-owned organization is essential. "Working for a family-owned company provides stability, especially if that company has been around for over a

century. The company has been run by four generations of the same family, who are very experienced in the PVF industry."

Being a Texas Pipe Family Company means an emphasis on quick and efficient decision making for customers, allowing proposals to be assessed within a short period of time.

Energy Metals originally began with one location in Houston, Texas, USA. Now, the



Energy Metals offers a comprehensive inventory of high temperature and high corrosion pipe, fittings (butt-weld and pressure), flanges, and bar.

company has expanded to four more USA locations to better serve their domestic customers. Local offices can now be found in Houston, TX; Pearland, TX; Griffin, GA; Salt Lake City, UT; and Santa Fe Springs, CA, with management from Dennis Fikes and Jim Riding (formerly of MultAlloy). Throughout this growth, the company has increased their employee count from 34 to 95 across all locations.

**Continuous growth
Strategic Acquisitions**

2019 and 2020 have been years of significant growth for Energy Metals. In 2019, Texas Pipe & Supply acquired four companies: Alloy Piping Products (APP), MultAlloy, J&J Alloys, and J&J Bar Plus. As a result, Energy Metals' capabilities and product range expanded, including greater access to approved manufacturing and machining capabilities for domestic and international customers. "APP is a manufacturer of butt-weld fittings in almost every grade of material,

and J&J Alloys is a manufacturer of nickel alloy fittings and flanges. Both of these companies complement the Energy Metals product lines and add to what we can offer our customers," said Downie. "J&J Alloys has an ISO-certified machine shop and holds a number of industry approvals. APP is also a well-respected manufacturer with excellent approvals, including companies like ExxonMobil and Aramco. MultAlloy and J&J were great competitors of Energy Metals in recent history, so we are very excited to now have them included under the Texas Pipe & Supply umbrella."

These strategic integrations provide Energy Metals customers unrivaled access to a full package of PVF products from a single source. "Package offerings in our industry are generally comprised of many different types of products, which include anything from pipes fittings and flanges to bar. We can now offer that full package with a wide range of sizes available," relayed Downie. "With the addition of MultAlloy and J&J Alloys, our inventory has grown so significantly that we can offer these packages more efficiently, and with quicker lead times."

Metal grades

Energy Metals is known as one of the industry's most comprehensive outlets for nickel alloys and specialty stainless pipes, fittings (butt-weld and pressure), flanges, and bar. With recent acquisitions, the company has doubled its existing inventory capabilities. "We now carry 19 grades of material, providing the most comprehensive range of inventory available under one roof to the global market," said Downie.

The company offers nickel alloys in Alloy 20, 200/201, 400, 600, 625, 800/800H/800HT, 825, and C276. Their range of speciality stainless grades include 304/304H, 316/316H, 317/317L, 310S/301H, 321/321H, 347/347H, 904L, Duplex 2205, Super Duplex 2507, 254SMO, and 410. "We now also offer valves in speciality stainless and nickel alloy grades through our partnership with our sister company, Ohio Valve Company, part of the Texas Pipe Family of Companies," Downie continued.

Product Range

Seamless Pipe:	½" – 16" Sch. 10s-XXH
Welded Pipe:	4"-24" Sch. 10s-80s
Butt-weld Fittings:	½" – 24" Sch. 10s-160
Flanges:	½" – 24" 150#, 300#, 600#
Pressure Fittings:	½" – 2" 3000# THRD/SW

Available Grades

Specialty Stainless Alloy

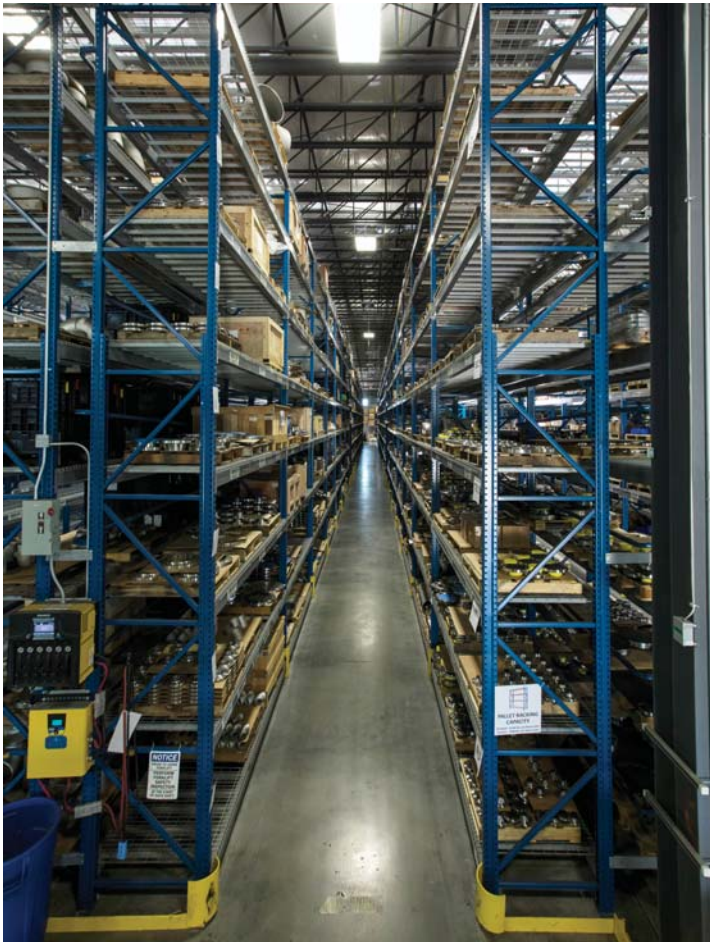
304/304H, 310/310S, 316/316H, 317/317L, 321/321H, 347/347H, 904-L, 40S

Duplex Alloy

Duplex 2205, Super Duplex 2507

Nickel Alloy

Alloy 20, Alloy 200/201, 400, 600, 625, 800/800H/800HT, 825, C276, 254 SMO.



The new Energy Metals facility in Pearland boasts 164,500 sq ft of warehouse space, 25,500 sq ft of J&J Alloys machine shop, and seven saws.

Pearland, Texas

Though its origins are in Houston, TX, Energy Metals has moved their primary warehouse in the USA to a larger, newly-built facility in Pearland, TX. Also located at this Pearland facility are four of Energy Metals' sister companies: Alloy Piping

Products, J&J Alloys, J&J Bar Plus, and Installoy. "This facility is very impressive. It sits on 41.5 acres, with 164,500 square feet of warehouse and 45,000 interior rack locations. 25,500 square feet are dedicated to the J&J Alloys machine shop and Quality Assurance operations.

In addition, there is a 6.3 acre concrete piping yard, with approximately 1,500 outdoor rack locations. That facility is state-of-the-art," Downie explained. "With increased inventory capabilities, we now have the capacity to quote projects more efficiently." In addition to the expanded inventory capacity, Energy Metals has made progressive capital investment to boost its capabilities. "In 2019, we expanded from one saw to two; and now, with the new Pearland facility, we have gained five more saws, for a total of seven. This will help us better meet our customers' needs," Downie continued.



As a master distributor, Energy Metals institutes a very meticulous screening process for potential new vendors before including their products in their massive inventory.

Abu Dhabi

2020 also brings a new branch office to the Energy Metals group, located in Abu Dhabi. "As we looked to take another step in our development, the next logical move was the Abu Dhabi branch. As a large percentage of the products we carry are typically used in this region, we decided to open a new branch office in the Middle East, which will be led by Marx Francis," relayed Downie. With the addition of the Abu Dhabi sales office, Energy Metals can offer 24/7



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sales coverage, which is quite unique in the industry. Downie explains: “When our colleagues in the Singapore branch (Colin Low and Clifton Cheong) start their day, they are servicing customers in Australia, China, Singapore, etc. Then the Abu Dhabi branch (Marx Francis) opens, servicing clients in that region. I start my day at the UK branch a few hours later, servicing clients in my region as well as assisting the other branch offices with any outstanding questions. Our USA offices then handle the North and South American clients as my day ends.”

“With this expanded area coverage, our goal is that no client is ever left waiting for a response—we can get to them right away with our strategically placed offices. If our customers are working, so are we.”

Quality assurance

All of Energy Metals products undergo rigorous quality assurance tests before shipment to customers. “We only buy from industry-approved manufacturers, which is a must. The mills and manufacturers we buy from are all on recognized Approved

Manufacturers Lists (AML), so we know that all products we purchase have undergone stringent quality tests,” said Downie. “When we receive the products we recheck the materials, with a percentage of the material additionally PMI checked. We have a quality manual developed alongside ISO standards that is strictly adhered to, and which is heavily utilized when we pre-qualify new companies and new customers. A commitment to quality is something we know is expected, and we are constantly focused on providing it.”

Moving forward

Looking to the future, Energy Metals is excited to grow their business further. “We have grown significantly over the past year, and we want to continue that growth as we move through the next couple of years,” relayed Downie. “We have expanded into new locations with the Abu Dhabi office, and we may expand into more locations in the future. We want to keep our customers happy and provide the best customer service that we can.”

He continued, “This past year has been hard work, but well worth it. We trained the right people, we partnered with the right companies, and we improved our business for our customers in the right way.”

Facts and Figures

Name:	Energy Metals, Inc.
Established:	2004
Headquarters:	Pearland, TX, USA.
President:	Dennis Fikes (45+ years in the industry)
Employees:	95
Products:	19 grades of high temperature and high corrosion pipes, fittings, flanges, and bar; approved manufacturing and machining capabilities
Industries:	Oil and gas, chemical and petrochemical, power generation, etc.
Website:	https://emetalsinc.com