



Energy Metals Inc: Master distributor for high-end alloys

Located in Houston, Texas, USA, Energy Metals Inc. (EMI) is a master distributor of speciality stainless steel and high-grade nickel alloy pipe, fittings, flanges, and pressure fittings primarily serving the petrochemical, refinery, and chemical industries. Customers can choose from a large selection of materials, grades, and sizes, as EMI offers a large inventory of high temperature and high corrosion pipe, fittings, and flanges. A highly-experienced team located both in the USA and overseas is on hand to assist customers around the globe with any of their product needs. *Stainless Steel World* had the pleasure of speaking with Rick Elliott, the Houston office's Director of Export Sales, about the company's recent achievements, its enormous inventory, and Texas Pipe's continued support for EMI.

By Catarina Muia

In 2004, Mike Priesmeyer, Executive Vice President of Procurement, and John Drewry, Vice President of Sales, saw a clear opportunity to offer better service and shorter lead times than the larger distributors and founded Energy Metals Inc.

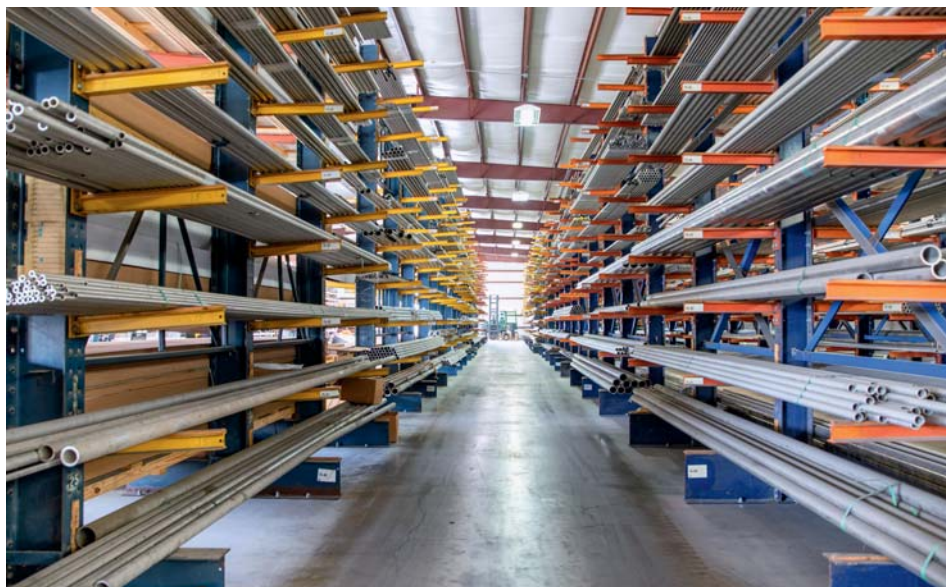
In 2010, Texas Pipe & Supply (Texas Pipe), one of the largest distributors of carbon and stainless

steel pipe, fittings, and flanges in the USA, acquired EMI. Since then, the partnership has proven to be mutually beneficial for both companies, as Texas Pipe has invested in EMI, allowing it to flourish and run independently as a master distributor. In further demonstration of the strength of this partnership, as of April 1, 2019, new EMI corporate sales

offices have opened inside the Texas Pipe Houston headquarters.

Recent highlights

The last time *Stainless Steel World* had the chance to sit down and chat with EMI in 2017, the company had just opened offices in the United Kingdom (UK) and Singapore. At the time, the two new offices were described as great



EMI offers an extensive inventory of high temperature and high corrosion pipe, fittings, and flanges.

valuable sales support for overseas customers in their own time zone.

A reason to celebrate

It is not often that a company has been in business for 100 years. However, in 2018, Texas Pipe celebrated its centennial anniversary as a family-owned company. “It is a rare feat,” Elliott comments. “Gary, Colin and Clifton joined the Energy Metals team in Houston at Texas Pipe’s 100-year celebration in December 2018. This gathering allowed us to have sales meetings and strategize for 2019.” As a result of this strategy, EMI has seen increased market share internationally in the UK, Europe, Asia, and Australia.

Added capabilities

Expansion and growth are always important when it comes to keeping up with the needs of a company’s clientele, and EMI has ensured it is doing everything it can to keep up with its customers. To accommodate these needs, EMI moved its sales offices to an expansion on Texas Pipe’s campus, located on 150 acres in Houston, TX. “It is huge. We moved our sales, purchasing and admin offices to that location, and our inventory remained in our yard and warehouse across the street,” Elliott explains. This change has allowed EMI to focus on improving customer service through added on-site capabilities.

additions to EMI. Today, Elliott speaks highly of the two offices, mentioning that Singapore’s sales team moved into a larger office in 2018, due to the positive growth it experienced.

“I believe it’s been about two years since we have spoken with *Stainless Steel World*, and one of the key points since then is that our international group has made great strides with a bigger footprint overseas,” he says proudly. “They have become a leader in the global market with their annual sales, drawn from the largest inventories in the industry. This includes 18 grades of material pipe, flanges, and fittings, all from leading approved manufacturers.” The EMI international sales team consists of Gary Downie, International Sales Manager (UK office); Colin Low and Clifton Cheong, Sales Managers of Singapore/Asian Markets (Singapore office); and Elliott, all of whom have more than 25 years of experience in the industry. The group, celebrating their fifth year together, provides access to



(From left to right) Gary Downie, Colin Low, Clifton Cheong, and Rick Elliott of the EMI International Sales Group attend parent company Texas Pipe & Supply’s 100th anniversary gala in Houston, TX.



A key component of the Quality Program is in-house Positive Material Identification (PMI) and digital wall measuring equipment

“In 2017 we planned to add a new saw, which would increase our capacity for pipe cutting. That saw has now been up and running for ten months,” says Elliott. “Having the ability to offer cut pipe serves a particular need for our customers -- especially in the nickel grades, where pipe cost is expensive. For example, buying 20 feet for USD 500 per foot, where only 10 feet was required. Initially, we had one saw, and now, with the addition of our new saw, our capacity has doubled, giving our customers more opportunity to get cut pipe, faster.”

Along with the new saw, EMI also stands to benefit from the opening of a new machine shop located on the Texas Pipe campus. This new shop will allow the company to modify its own flanges and fittings, as well as to bevel pipe for customers. “Potential modifications include if a customer requires tapering or thru-boring from 40S to 10S,” Elliott explains. “With our services, you can also convert from a blind flange to a socket weld or threaded flange.”

Wide product range

The team at EMI is proud of its impressive inventory, which is worth approximately USD 50 million. Since we last spoke with EMI, there have been multiple additions and investments in inventory for their customers. Stock of Alloy 20 and Hastelloy® C276 has doubled, and a dual grade of nickel 200/201 is now available, which is more commonly used overseas than in the USA. In 2019, EMI also added 316/316H, 904-L, and 254 SMO® grades to its inventory. With 18 grades now

available in stock, EMI has earned the reputation of having the biggest inventory to serve the American power and energy industries. Therefore, overseas customers will likely find what they are looking for. “In terms of the grades we carry, we have the largest inventory, while most of our competitors only carry a few of the grades. This means we work as a one-stop shop for a customer with a project that may require multiple grades and

Product Range

Product

Seamless Pipe: ½” - 16” Schedule 10s-XXH
Welded Pipe: 4”-24” Schedule 10s-80s
Buttweld Fittings: ½” - 24” Schedule 10s-160
Flanges: ½” - 24” 150#, 300#, 600#
Pressure Fittings: ½” - 2”
Pressure Rating 3000# THRD/SW

Available Grades

Specialty Stainless Alloy

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

Duplex Alloy

Duplex 2205, Duplex 2507

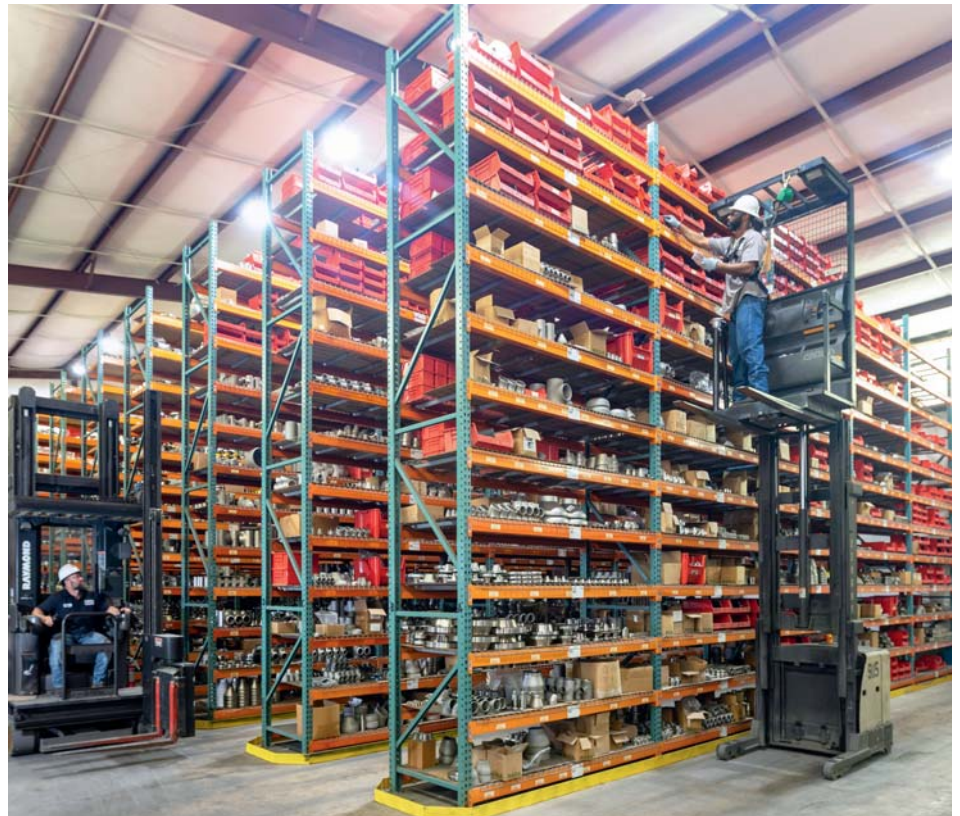
Nickel Alloy

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

materials, as opposed to them having to visit multiple spots to acquire what is needed.”

Quality assurance

The majority of EMI’s materials are applied in critical environments; as such, there is no room for failure and the quality of products must be assured. To this end, EMI recently welcomed Armando Garcia, Quality Assurance



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



EMI's focus on improving customer service through added on-site capabilities extends to specialized saws for pipe cutting.

Manager, who oversees EMI's Quality Program. A key component of the Quality Program is in-house Positive Material Identification (PMI) and digital wall measuring equipment, utilized frequently to ensure all received products meet and exceed standard specifications.

As a master distributor, EMI institutes a very meticulous screening process for potential new vendors before distributing their products. First, potential vendors must complete a Vendor Survey Form, to prove they have adequate liability insurance and are certified in both International Organization for Standardization (ISO), and European Pressure Equipment Directive (PED). Next, potential vendors must provide a detailed list of all the corporate Approved Manufacturers Lists (AMLs) they are on. This is due to EMI's strict policy of distributing products only from vendors on AMLs for companies including ExxonMobil, Shell, and Dow Chemical. After this process is completed, EMI performs an audit; if results are successful, a final decision is made.

“EMI has the USA's biggest inventory to serve the American power and energy industries.”

Following this thorough vendor screening, EMI implements an equally-strict quality assurance process for all received product. Approximately 10% of product within each incoming shipment is visually inspected, checked for wall thickness, and subjected to PMI testing. Extra preventative measures to ensure product integrity aid in avoiding carbon contamination, including cladding forklifts with stainless steel and ensuring that all racks within EMI facilities have wood or strapping material covering any parts that may come into contact with the product.

Expanding the family

As EMI continues to expand, so does the Texas Pipe family of companies - creating exciting opportunities for partnership amongst the manufacturing,

distribution, and machine servicing companies within its roster. In April 2018, Texas Pipe acquired Stainless Fittings Group (SFG), a manufacturer of stainless steel stub ends, concentric reducers and plate flanges located in South Carolina (USA). The year also brought partnership with key PVF industry players, such as the newly-instated Vice President of Ohio Valve Company (OVC), Stephen Discianno, a 35-year veteran of the industrial valve manufacturing industry.

Major strategic changes followed in summer 2019, as Texas Pipe acquired four respected manufacturing and master distributor outlets in the PFF sector:

- Alloy Piping Products (APP), manufacturer/master distributor of carbon, stainless and alloy butt-weld fittings with three manufacturing facilities and four sales/distribution facilities across the United States;
- MultAlloy, master distributor of speciality alloy pipe, fittings, and flanges with six sales/distribution facilities across the United States;
- J&J Alloys, manufacturer/master distributor of nickel alloy products in Pearland, TX, USA;
- J&J Bar Plus, master distributor of bar products in Pearland, TX, USA.

These acquisitions firmly establish Texas Pipe and its family of companies as leaders in the stainless and alloy PFF business, providing a complete chrome inventory for the Texas Pipe family's distribution outlets.

With these recent changes, Texas Pipe is poised to support Energy Metals in its strategic pursuit of growth and market leadership in the stainless steel pipe, fittings, and flanges industry.

Facts & Figures

Name:	Energy Metals Inc. (EMI)
Established:	2004
Headquarters:	Houston, Texas, U.S.A.
President:	Dennis Fikes (44+ years in the industry)
Employees:	34
Products:	18 grades of high temperature and high corrosion pipes, flanges, and fittings
Industries:	Oil and gas, chemical and petrochemical, power generation, etc.
Website:	https://emetalsinc.com