



**Energy Metals Inc.:**  
**The master distributor offering**  
**world-class products and service**





Energy Metals, Inc. (EMI), located in Houston, Texas, is a master distributor of specialty stainless and high-grade nickel alloys. Mike Priesmeyer, Executive Vice President of Procurement, and John Drewry, Vice President of Sales, founded the company in 2004 when they recognized an opportunity to offer better service and shorter lead times than the larger distributors. In 2010, EMI was purchased by Texas Pipe & Supply (Texas Pipe), one of the largest distributors of carbon and stainless steel pipe, fittings and flanges in the United States. It has been a mutually beneficial partnership for both companies as Texas Pipe has invested in EMI allowing it to flourish and run independently as a master distributor.

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 also on hand to assist customers around the globe with all their product needs. *Stainless Steel World* had the pleasure of speaking with Mr. Dennis Fikes, President of Energy Metals, about the company's recent achievements, its enormous inventory and the many ways it supports global clients.

By Candace Allison

### Recent highlights

Mr. Fikes began our conversation by sharing an important company milestone, "Opening offices in the United Kingdom and Singapore, both have been great additions to Energy Metals. Just as in the United States, we feel we have the most talented sales teams overseas. Mr. Gary Downie, International Sales Manager for the UK office, Mr. Colin Low and Mr. Clifton Cheong, Sales Managers for Singapore, and Mr. Rick Elliot, Manager in Houston for EMI's overseas operations all have more than 25 years of experience in their respected areas."

This is very valuable for overseas customers who can order their products and access quality support in their own time zones. Fikes continued to explain two other recent achievements including adding an additional outside salesman within the United States as well as expanding stock to now include heat exchanger tubes.

### Products

EMI has recently made an addition to its already impressive inventory—worth

approximately USD \$50 million. Stock of Alloy 20 and Hastelloy C276 has now been doubled and a dual grade of nickel 200/201 is also available, which is more common overseas than in the USA. EMI has earned the reputation of having the biggest inventory related to the American power and energy industries, so it is very likely overseas customers will find what they are looking for.

"In addition to selling our 15 high temperature, high corrosion grades available in various sizes of pipes, fittings and flanges, our highly-experienced salesmen overseas can also offer the complete product portfolios from its sister companies including carbon and stainless steel pipe, fittings and flanges, high yield pipe fittings and flanges, low temperature pipe, fittings and flanges, instrumentation tubing, tube fittings and instrumentation valves. We like to think of ourselves as a one-stop shop for customers all over the world," mentioned Fikes.

EMI's large inventory is kept in the company's 50,000 square-foot

## Specialty stainless steel portfolio

### SEAMLESS

Grades	Sizes	Schedules
Alloy 20	½"-8"	10s, 40s, 80s, 160, XXH
304H	½"-12"	40s, 80s, S/120, 160s, XXH
317/317L	½"-12"	10s, 40s, 80s, S/160
**Duplex 2205	½"-12"	10s, 40s, 80s, 160, XXH
***Super Duplex 2507	½"-8"	10s, 40s, 80s, 160
310S/310H	1/8"-8"	10s, 40s, 80s, S/160, XXH
321/321H	½"-12"	40s, 80s, 120, 160, XXH
347/347H	½"-12"	40s, 80s, 120, 160, XXH

### WELDED

Sizes	Schedules
6"-12"	10s, 40s
½"-12"	10s, 40s, 80s
6"-14"	10s, 40s
4"-24"	10s, 20s, 40s, 80s
8"-12"	10s, 40s, 80s

### BUTTWELD FITTINGS

Grades	Sizes	Schedules
Alloy 20	*½"-12"	10s, 40s, 80s, S/160
304H	½"-12"	40s, 80s, S/160
317/317L	*½"-12"	10s, 40s, 80s
**Duplex 2205	*½"-24"	10s, 40s, 80s, 160
***Super Duplex 2507	*½"-24"	10s, 40s, 80s, 160
310S/310H	*½"-12"	10s, 40s, 80s
321/321H	*½"-12"	40s, 80s, 160
347/347H	*½"-12"	40s, 80s, 160

### FLANGES

Sizes	Schedules
½"-12"	150#, 300#, 600
½"-12"	150#, 300#, 600
½"-12"	150#, 300#
½"-24"	150#, 300#, 600#
½"-24"	150#, 300#
½"-8"	150#, 300#
½"-8"	150#, 300#, 600
½"-8"	150#, 300#, 600

### PRESSURE FITTINGS

Grades	Sizes	Schedules
Super Duplex 2507	½"-2"	3000# THRD/SW
Alloy 20	½"-2"	3000# THRD/SW
Duplex 2205	½"-2"	3000# THRD/SW
310/310H	½"-2"	3000# THRD/SW
317L	½"-2"	3000# THRD/SW
304-H	½"-2"	3000# THRD/SW

\*Denotes seamless, \*\* ASTM A923 Method A, B, and C, E562 Ferrite, \*\*\* ASTM A923 Method A, C, A370@ -50 oF; E562 Ferrite

Double Random Lengths- 321H & 347H (3", 4", 5", 6", 8") S40s, S80s Stabilized 1650F for 4 Hours



*In-house PMI ensures all received products meet and exceed standard specifications.*

warehouse, which is attached to a five-acre pipe yard. The Houston facility is also fully equipped with machining capabilities to modify products, such as cutting pipe according to client's specific length requirements. There is also in-house Positive Material Identification (PMI) and digital wall measuring equipment to ensure all received products meet and exceed standard specifications.

### Quality assurance

EMI takes product quality very seriously since most of its materials goes into critical environments where there is no room for failure. "There is a very rigorous process in order for vendors to have their products distributed by Energy Metals" says Fikes. Potential Vendors must first fill out a Vendor Survey Form, prove they have adequate liability insurance and are both ISO (International Organization for Standardization) and PED (European Pressure Equipment Directive) certified. Lastly, potential vendors must provide a detailed list of all the corporate AMLs they are approved on because EMI has a strict policy of only distributing products from vendors on AMLs for companies such as ExxonMobil, Shell, DOW, etc. EMI will then perform an audit and if it is successful, a final decision is made from there.

Despite the thorough vendor screening, EMI still implements an equally strict

quality assurance process for all the products it receives. Fikes mentioned, "10 percent of each shipment is visually inspected, wall thicknesses are checked and PMI is performed on pipe and fittings. We also have the ability to do 100 percent of the same testing on the outbound side if requested. Once in our facility, we maintain product quality by ensuring all our forklifts are clad with stainless steel and all of our racks have wood or strapping material covering any parts that come into contact with products. These preventative measures help avoid carbon contamination, which in our world is not good. We have multiple bin locations for items which makes it easier to continually rotate our inventory so new product is on the shelves."

### Superior customer service

"It is important to hire staff who are experts in selling the products, it is also just as important to have personnel who can ensure all export documentation is handled properly so there are no material delays, especially if tight deadlines are involved," says Fikes. Additional services are also available to customers such as building custom crates and arranging third party inspections. If clients don't want to make contact with the forwarding agent, they can place the order with EMI's staff who ensures the material gets where it is needed, exactly when it is needed, making the process as easy as possible.



**Nickel alloys portfolio**

SEAMLESS

Grades	Sizes	Schedules
Hastelloy® C276 alloy	½"-8"	10s, 40s, 80s, 160
Nickel 200/201	½"-8"	10s, 40s, 80s
Monel® alloy 400	½"-8"	10s, 40s, 80s, 160, XXH
Inconel® alloy 600	½"-8"	10s, 40s, 80s, 160, XXH
Inconel® alloy 625	½"-8"	10s, 40s, 80s, S/160
Incoloy® alloy 800H/HT	½"-8"	40s, 80s, S/160
Incoloy® alloy 825	½"-8"	40s, 80s, 120, 160, XXH

WELDED

Sizes	Schedules
½"-12"	10s, 40s, 80s
10"-12"	10s, 40s
8"-12"	10s, 40s
8-12"	10s, 40s

BUTTWELD FITTINGS

Grades	Sizes	Schedules
Hastelloy® C276 alloy	*½"-12"	10s, 40s, 80s
Nickel 200/201	*½"-8"	10s, 40s, 80s
Monel® alloy 400	*½"-12"	10s, 40s, 80s, 160
Inconel® alloy 600	*½"-12"	10s, 40s, 80s
Inconel® alloy 625	*½"-8"	10s, 40s, 80s, 160
Incoloy® alloy 825	*½"-8"	40s, 80s, 120, 160

FLANGES

Sizes	Schedules
½"-12"	150#, 300#
½"-8"	150#, 300#
½"-12"	150#, 300#, 600#
½"-12"	150#, 300#
½"-8"	300#, 600#
½"-8"	150#, 300#

PRESSURE FITTINGS

Grades	Sizes	Schedules
Hastelloy® C276 alloy	½"-2"	3000#
Monel® alloy 400	½"-2"	THRD/SW
		3000#
		THRD/SW

EMI also makes the customer experience efficient through a customer portal available on its website. Clients can use their invoice containing their account information to easily log onto the Energy Metals website and access their order information, tallies, bills of lading, and MTR's, etc. 24 hours a day. This is especially useful for global clients who can access their account



Energy Metals' extensive inventory consist of high temperature, high corrosion pipes, fittings and flanges that are available to distributors around the world and can be delivered within short lead times.

at a time that is convenient to them. Also, once an order is complete and ready for shipment, all of the required documentation, including an invoice, is emailed automatically to ensure the customer has everything they need.

**Future goals**

Looking ahead to the future Fikes stated by the end of 2017 the Houston

facility will get another saw as well as a Double Head Landis Threading Machine to increase in-house machining capabilities. Energy Metals also plans to expand the UK office and add new material grades to their inventory line.

When asked why global clients should choose Energy Metals, Fikes concluded our discussion by stating, "We have massive inventory of high temperature, high corrosion pipes, fittings and flanges that are available to distributors around the world and can be delivered within short lead times. We also have the most experienced group of salesmen and staff who support our customers and ensure they receive world-class products and service; the very hallmarks of Energy Metals. It is what we are all about and what we will continue to provide to clients around the globe."



Fully Equipped with machining capabilities, EMI is able to modify products such as cutting pipe according to customer's specific length requirements.

**Facts & Figures**

Name:	Energy Metals Inc. (EMI)
Established:	2004
Headquarters:	Houston, Texas, USA
Employees:	41 worldwide
Industries:	Oil & gas, chemical & petrochemical, power generation, etc.
Website:	<a href="https://emetalsinc.com">https://emetalsinc.com</a>