

VAL'MATIC®



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ENGINEERED QUALITY FOR 50 YEARS



Val-Matic was founded in 1966 by Andrew Nuter and Ted Makowan. With only a single product line – the Silent Check Valve – they set out into the valve market. Only a year later, Val-Matic developed and released a second product line, and these air valves remain the company's signature product today. Val-Matic is the leading supplier of air valves in North America.

Written by Jessica Ferlaino

In 2016, Val-Matic Corp. celebrated fifty successful years. As a respected, service-oriented, mid-sized, privately-held manufacturer of high-quality valves and related products, Val-Matic and its products are playing a vital role in the water and wastewater, industrial, commercial building, construction, and plumbing industries.

"Our valves are certified by independent organizations for performance. For example, they are flow tested at Utah State University. They're certified by independent labs like Underwriter's Laboratory to make sure that they are made of the appropriate materials, that they operate as expected, or they are certified by the Water Quality Association to meet certain safe drinking water standards," explained President and Chief Executive Officer John Ballun.

The Val-Matic name is associated with outstanding quality that is backed by third-party certification. "Many companies build and design products to meet industry or government regulations.

Our engineers sit on all the technical committees of all of these organizations and help write these standards. So, we're considered the experts in most of our product fields," stated Ballun.

Val-Matic's affiliations include the American Backflow Prevention Association (ABPA), American Petroleum Institute (API), American Society of Sanitary Engineering, American Water Works Association (AWWA), Manufacturers Standardization Society (MSS), Valve Manufacturers Association of America (VMA), Water and Sewer Distributors of America (WASDA), and Water Environment Federation (WEF).

"We're proud of the fact that we have a full-scale flow test facility and materials lab that allows us to do proof of design and examination of our new products before we release them to our customers," Ballun said.

The company also boasts five registered professional engineers who are crucial to innovation and quality. It is ISO 9001:2008



 Surgebuster

certified and employs advanced manufacturing technology to lower operating costs and improve efficiency giving it the ability to better serve its customers' needs.

These customers include original equipment manufacturers, private label manufacturers, distributors, Val-Matic representatives worldwide, general contractors, municipalities, private water companies, and end users from many industries.

Ballun believes that it is the ability to develop and market new products that has led to Val-Matic's growth in the industry. "Historically, we've released a new product every three years, and it has provided sustained growth. You'll find our valves in water mains throughout the country and in water projects around the world."

Val-Matic's highly-engineered product lines range in size from ½ inch to 126 inches. Products can be built to stock, assembled to order, or engineered to order, and its product guarantee goes a step further. ►►



► “We say, ‘if we don’t have it, we’ll make it,’ and that’s not just banter here at Val-Matic. We recently designed two specialty 126-inch butterfly valves for the U.S. Army Corps of Engineers,” stated Regional Sales Manager Jason Maciejewski. “We’re very flexible.”

Some of its finest product innovation is showcased in its QuadroSphere® ball valve. This product was acquired in 2014 to better meet the demands of its customers’ in industries such as oil and gas, pipelines, mining, power and chemical sectors. These clients needed a valve that could stand up to severe conditions and the QuadroSphere delivers.

Where water resources are limited, Val-Matic’s solutions are integral to the sustainable operation of industry and manufacturing through water recycling and reclamation processes. Its sixteen-inch pump control ball valves are vital to the supply water reuse system at the 900-megawatt Sandy Creek Energy Station in Texas.

The company’s advanced valve systems supply reclaimed water to the power plant, safely and efficiently. The pumps require check valves to prevent reverse flow. Rather than traditional swing valves, Val-Matic provided AWWA standard C507 ball valves for the project, which offered substantial energy savings and increased performance through reliable, adjustable operation.

By replacing swing valves with ball valves, the plant will save \$51,700 over the course of its operational lifetime. Ball valves offer more precise control changes in flow rate which helps to mitigate check valve slam and surges in pipelines. A safety circuit, or emergency stop feature, is also built into the valve’s design and function.

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"We have a social responsibility," Ballun noted, "and we leverage that by developing products that are the best products to save energy in water applications. And, obviously, when you save energy, it's good for the climate, it reduces the carbon footprint of our customers, which is good for climate change and good for the industry overall."

To obtain this level of product innovation, Val-Matic has invested greatly in its 178,000 square feet of manufacturing facilities in Elmhurst and Addison, Illinois. The Addison facility is home to the company's engineering research and development division, engineering laboratory, and flow test facility.

"We have a worldwide footprint with almost seventy independent sales agents, and what's unique about that is that many of them are degreed engineers or professional engineers. The good thing about that is they represent us in the marketplace as experts, and what we've done, being the valve expert, like I said earlier, if we don't make it, we'll design and build it," said Ballun.

Company culture is reinforced through initiatives such as employee engagement programs, training, mentoring, and other team-building events. Val-Matic is owned by an employee stock ownership plan (ESOP) and has 150 employees who are extensively trained and committed to the company's success. "We don't just give people jobs; we like to say we give them careers. So, there's a lot of opportunity to get your hands in many aspects of the business."

"Our independent sales agents also represent many other companies like pump manufacturers or a controls manufacturer, and they are able to package our equipment with the other equipment from the other manufacturers and solve big problems in the industry and present very wide solutions, and Val-Matic is just a part of that solution."

Val-Matic has led the development of safe products for the drinking water industry across the globe. It has published studies and undertaken research that promote socially and environmentally responsible industry initiatives.

Recently, New York has agreed to invest \$2 billion in clean water infrastructure as part of the Clean Water Infrastructure Act 2017 and this will have a huge impact on Val-Matic and the industry. The work will improve community health and protect water resources for users.

The first of its kind FloodSafe® Inflow Preventer was designed to address the need to prevent entry of contaminated water or other unwelcome fluids from entering air valve outlets in water pipelines.



"This year a new industry standard was published, AWWA C514 for Inflow Preventers, and Val-Matic is currently the only manufacturer in the country that meets this new standard. We were proactive and had the products available and ready to go," noted Ballun.

Val-Matic spent three years championing the AWWA C-514-15 air valve and vent inflow preventer assemblies for potable water, distribution systems and storage facilities, establishing a standard for minimum requirements related to inflow assemblies.

"We listened to our customer about ten years ago, for the need for this product, and we developed this product. We went out and got it certified, helped AWWA create a standard for it, and championed the product in our industry which helps provide safe drinking water in water mains and water pipelines," Ballun said.

The company has its sights set on smart valve automation. It wants to integrate technology with existing products to add additional value in new and exciting ways. By using a smart-



Butterfly Valve



phone and a standard app, efficiency and safety can progress significantly and could transform plant operations.

"A good portion of our industry still has mechanical devices for measuring and indication and so forth, and one of our goals is to champion technology, Wi-Fi, being able to be anywhere in a water treatment plant, be on your smartphone and be able to see the position of a valve somewhere across the plant or across the country," Ballun said.

Val-Matic continues to strive for customer satisfaction and enhanced communications across its global network. A great deal of effort has also been dedicated to refining its mobile and social media platforms. In the coming year, it will deploy resources to support the growing design-build portion of the market.

"Future growth will be dependent on how well we connect with the next generation of digital customers and potential employees," concluded Ballun. "We've accomplished so much in fifty years, and now we're setting the groundwork for the next fifty years." If the past indicates anything, Val-Matic does not just go with the flow, it can control it.

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