

Energy Metals, Inc. a Grade

Established in 2004, Energy Metals, Inc. (EMI) is a master distributor of specialty stainless and nickel alloy pipe, fittings and flanges. EMI proudly houses the largest number of alloys of its kind under one roof in North America. Serving the global energy market, the grades of stainless steel that Energy Metals carries are typically used in refineries and other high temperature, high corrosion applications. Energy Metals is committed to delivering its customers with the best experience it can while providing the highest quality, certified, top-of-the-line product ready for shipment.

Headquartered in Houston, Texas, Energy Metals' growth really picked up in 2010 after being acquired by Texas Pipe & Supply. Stainless Steel World Americas recently had the opportunity to interview Dennis Fikes, President of Energy Metals, Inc. to talk about their exciting expansion and the future of the company.

By Steven Keddy



and they're so familiar with the applications and the product requirements and needs." As a privately held business, Fikes says, Energy Metals is able to make quick and effective decisions. "Unlike many consolidated larger companies, we're a very lean-at-the-top operation. Our experienced sales team doesn't have to bounce difficult orders through multiple levels of management before responding back to clients," said Fikes.

Expansion

With their sales team in place delivering superior service, and product expertise, Energy Metals was ready to begin its massive expansion.

"Since Texas Pipe & Supply bought Energy Metals two years ago, we've already experienced two physical expansions," said Fikes. "We moved into a beautiful place in 2011 right across the street from our parent company, Texas Pipe. A short time later, in preparation for a huge increase in inventory, we completed a major expansion and add-on, not only to

the warehouse, but also to the pipe yard." Energy Metals currently has a 65,000 square-foot warehouse for fittings and flanges and a 10-acre pipe yard in Houston.



The worldwide distributor is focusing on further expansion around the globe. "We see a huge increase of usage of our

Dennis Fikes, President of Energy Metals, Inc. says that although the company has been around since 2004, business really began to grow after being acquired in 2010. "Two years ago, Texas Pipe & Supply bought us and that's when we really began our rapid expansion," said Fikes. Texas Pipe & Supply, Energy Metals' parent company, is a family owned business that was founded in 1918. The privately held business is one of the largest line pipe distributors in the United States.

Expertise

"The two things that really separate us from the rest are our huge inventory and our experienced personnel," said Fikes. Energy Metals is dedicated to great service and unparalleled product. Fikes credits his well-seasoned sales team, including four team members with over 30 years of industry experience each, for its solid growth and performance. "Our industry knowledge is unsurpassed," says Fikes. "These guys just don't get surprised, they've been doing this so long

Energy Metals' extensive inventory consists of a total of 15 specialty stainless and nickel alloys and a full-size range of pipe fittings and flanges, which is more than any of its competitors in the U.S. "We don't stock these in just small size ranges we stock the full line," said Fikes.

The Grades that EMI stocks in the full-size range include:

- * Duplex 2205
- * Super Duplex 2507
- * 310 stainless
- * 317L
- * 321H
- * 347H
- * 304H,
- * Nickel 200/201
- * Monel® alloy 400
- * Inconel® alloy 600
- * Inconel® alloy 625
- * Incoloy® alloy 800H/HT
- * Incoloy® alloy 825
- * Alloy 20
- * Hastelloy® C276 alloy



above the Rest



Energy Metals, Inc.

Location: Houston, Texas, U.S.

Founded: 2004

Products: Pipes, fittings and flanges in Specialty Stainless and Nickel Alloys

Materials: Alloy 20, 304H, 310H, 317L, 321H, 347H, Duplex2205, Super Duplex 2507, Hastelloy C276, Nickel 200/201, Monel 400, Inconel 600, Inconel 625, Incoloy 800H/HT, and Incoloy 825.

Other capabilities: In-house PMI and Machining service

Website: www.emetalsinc.com

EMI purchases only from major and qualified suppliers of specialty stainless and high grade nickel alloys around the world.

"Our suppliers are all approved manufacturers whose products therefore are of high quality, meeting and exceeding ASTM and ASME standards," said Fikes.

Unparalleled Service

Energy Metals uses a state-of-the-art computer system to make sure the

product primarily in the Asian countries. A lot of the material that handles high temperature and high corrosion applications comes from that part of



Quality Assurance

Energy Metals prides itself on only stocking the highest quality products. Guaranteeing their products are ASTM and ASME certified is of utmost importance to the company. Today, some 12,000 ASTM (American Society for Testing and Materials) standards are used around the world to improve product quality, enhance safety, facilitate market access and trade, and build consumer confidence. ASME (American Society of Mechanical Engineers) is the leading international developer of codes and standards associated with the art, science, and practice of mechanical engineering.

"Everything that we stock in inventory meets all aspects of ASTM and ASME. And a lot of the product that we inventory even meets specifications beyond these," explained Fikes. "All of our product is from the U.S.A., western Europe and a little bit of Japanese products, and the reason for



this is, when we invest and put that on our shelves, it has to be quality product because it's going into severe applications. So we want to have it from an approved manufacturer."

the world," said Fikes. "The area has tremendous potential for growth."

Energy Metals also has a lot of business in North and Central America and is hoping to expand further into South America as well.

"Canada is a huge market for us and always has been. We'd love to see improvement in our Brazilian and Chilean relationships. The markets in Latin America are very promising," said Fikes.

EMI is looking at expansion within the United States as well. Exploiting the opportunity of utilizing the seven Texas Pipe & Supply locations outside of Houston is another way Energy Metals is expecting growth.

Texas Pipe & Supply currently has locations in Houston, Corpus Christi, and Dallas, Texas, Morgan City, Louisiana, Denver, Colorado, Mobile, Alabama, Lakeland, Florida, Hammond, Indiana, Middlesex, New Jersey and Charlotte, North Carolina. Currently, neither company has operations on the west coast, but Fikes says opening a facility there is definitely on the horizon.



products received meet the purchase order requirements every time on time. Through the use of computers and automation, the company follows procedures that allow receiving personnel to verify that what has been ordered is, in fact, what is received. "Our system is updated immediately to avoid any duplication of the selling of our products," said Fikes.

EMI understands the importance of consistent, accurate and thorough paperwork, such as custom invoices, shipping documents, packing lists, manufacturer test reports, etc. The interactive computer system is therefore developed to be able to send those documents automatically to the client's email address or fax number. "For overseas business, we consider this a big advantage that can help separate us from some of our competitors," said Fikes.

With an experienced team and top-of-the-line product standards, Energy Metals buys right and passes the savings onto the customer. It is clear why Energy Metals is a grade above the rest.

"We're going to handle these products better, faster, and more cost-efficiently than our competition," Fikes concluded.