

Hose fittings, valves backed by 100 years of innovation, quality

Dixon

"Because we are a manufacturer and have control of the processes and product, we have a high level of confidence all of our products are of the best quality they can be." — Bob Grace, president, Dixon

Not many companies have 100 years of history, but Dixon, a leading manufacturer and supplier of hose fittings, valves and accessories, will celebrate that milestone in 2016. And the company has served the oil and gas industry as one of its primary markets for almost as long.

"Our value proposition has always been to be the easiest company to do business with," explained Grace. "We are a domestic manufacturer with a very broad product mix and support that with a lot of field training. Our training ensures the safe and proper use of our products, and we are willing to do that at our expense to ensure customers are using products in the proper manner."

To that end, Dixon opened an innovation and training center three years ago at its headquarters in Chestertown, Maryland. Through its alliance with distributors, the company hosts not only the distributors and their salespeople but also actual end users on-site.

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"We look at how our products can be improved to make the lives of end users easier," said Grace. "Our innovation center is staffed with engineers whose jobs are to ensure we are solving people's challenges and developing new products."

In 2012, Dixon acquired Eagle America. Dixon Eagle specializes in the design, manufacturing and testing of bellows seal gate and globe valves. Bellows seal valves help eliminate fugitive emissions of toxic or regulated fluids and prevent corrosive or harmful atmospheric conditions from entering the process. They also minimize maintenance and reduce life cycle costs in process plants including steam, cryogenics, heat transfer oil and vacuum systems. Bellows seals are considered zero-emission devices as defined by the EPA.

Dixon also manufactures API couplers, swivels and dry disconnects. The company has introduced a "Crude-by-Rail Campaign," which is a line of products to facilitate safe and efficient unloading of crude into refineries.

"That was a need that came from the

field, and we designed product around it to meet those needs," explained Grace.

As with these and other products, Dixon's high quality has remained consistent. Dixon products undergo rigorous testing including regular inspections, hydrostatic testing and lab or field tests — all

examples of Dixon's commitment to quality control.

Along with product expansion, the company is adding 70,000 square feet to its quick coupling building in Dallas, North Carolina.

"We are looking to the future," said Grace. "We continue to invest in automated

machinery to keep up with the growing demand we are getting from our customers. And, we're exploring new valves and dry disconnects used in alternative transportation fuels like LNG."

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