



Press Release

H.S.Pipeequipment leads the way with Delivery Times

H.S.Pipeequipment (HSP) is a market leading valve distributor to the Oil, Gas, Petrochemical and Power Generation sector. The company offers the fastest response to enquires and can supply valves within ultra quick lead times.

HSP can fulfil valve orders of any size or complexity, from a single valve to a multi-million pound EPC project. The companies capability and strength covers the full supply chain from assisting in the selection and technical evaluation of the best product right through to order placement, expediting and delivery.

A reliable supply partner who can reduce delivery time whilst illustrating an intuitive stock management service is integral to supporting client's business continuity. When asked by a local Teesside refinery to assist in identify solenoid valves that needed replacing, HSP demonstrated their full understanding of the client's requirements. They recognised the valves were over 30 years old and had been superseded several times. As the replacements were required within two weeks to allow the gas burners to be switched back on, they supplied an ideal replacement from Maxseal within five days instead of the standard lead time of six weeks. With the understanding of the other 90 units on site, HSP decided to add the item to their stock range to cover any future site complications.

The company has been operating for over 25 years in the global oil and gas industry. They have had a presence in Teesside for many years supporting, the Petrochemical market and over this time has adapted and evolved with the changes in both the industry and the company itself. Set up in 1986 by ex-ICI buyers, who identified a need for a local company to stock site specified valves for maintenance and replacement to avoid the sometimes lengthy manufacturers lead times, which can be particularly problematic during shutdowns.

The strategically situated Teesside operation was immediately backed by some of the worlds leading valve manufacturers. This is an alliance that is still in effect today and growing, with new manufacturers being added to ensure a comprehensive stock holding is developed to specific site needs and reduce downtime.

Following a successful management buy out in 2004, the new management team quickly identified a need in the Teesside market and heavily invested in a new purpose built warehouse. To compliment the Teesside operation and meet with demands, HSP increased staff levels and training for new products that were to be stocked.

Peter Everett CEO of H.S.Pipeequipment comments, “After the MBO, we enjoyed a good success with our projects office for the London and Aberdeen markets. I then made it a priority to spend time with our Teesside operation and familiarised myself with both staff and clients, as it was clear that an investment was needed in products for the local market.”

The company has grown from strength to strength, demonstrating their service dimension. HSP can source valves within tight deadlines and were recently called upon following the on-time supply of the complete shutdown to a local chemical plant on Seal Sands, Teesside. It was discovered with one week to go that a 30” valve needed replacing in order to have the plant back up to running at full capacity. The required valve was not held in stock anywhere in the UK or even Europe. Using their extensive experience and solid relationship with leading manufacturers, HSP were able to source the valve from the US and had it air-freighted from Houston to London Heathrow where it was put on a dedicated HGV and delivered to site in five days. No other supplier was able to supply the valve on a lead-time shorter than 28 weeks.

H.S.Pipeequipment are continuously developing their product portfolio and services to meet the ever-changing demands within the Petrochemical industry. The company has doubled its inventory at Teesside to hold over £5m and stocks a range of leading manufacturers including: Maxseal Solenoid valves, Bonney Forge valves and Audco, Gate, Globe, Check and Ball valves.

To discuss how H.S.Pipeequipment could benefit your company, please visit www.hsp.co.uk or alternatively call 01642 608999.