



# MANUFACTURER, IMPORTER AND DISTRIBUTOR FASTENERS, COMPONENTS AND SEALING DEVICES

## COMPANY PROFILE 2017

- Competitive Advantage
- Product Overview
- Manufacturing and Services
- People Diversity

# WestermannBG

RIEX<sub>Co</sub>

FOR THE SERIOUS PROFESSIONAL

[www.gowestermann.com](http://www.gowestermann.com)

# People. Leadership. Service.

**Westermann Bolt and Gasket Co. [WestermannBG]** began as a manufacturer of sealing devices in 1991. Today, WestermannBG, a subsidiary of RIEX Co. LP, manufactures and distributes products throughout North America. The value of their brand is recognized by the fastener and piping community around the world.

A commitment to people, product leadership, customer service, and a loyal customer base is the foundation of WestermannBG past and future success.

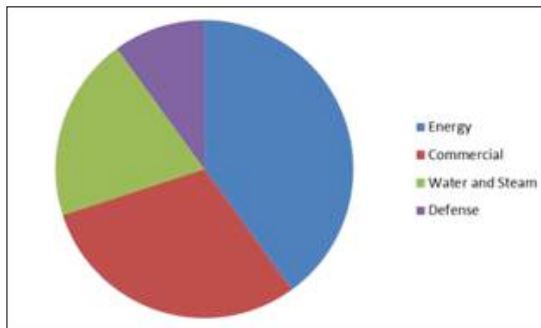
Over the years, the company has outgrown its facilities and its names: *All Gasket and Packing, Cowtown Bolt and Gasket, Taylor Threaded Products and Houston Bolt and Gasket.* Today, the individual companies are grouped into a unified WestermannBG occupying over 50,000 sf in manufacturing and distribution warehouses with a sales force covering the entire US.

The people of WestermannBG work as a team by being best at their position. Achieved by working with values, we desire our customer's trust. From the care of our sales staff, the strength of customer service, and the efficiency of production we strive to provide everyone with a positive and convenient experience. This requires a dedication to people, quality products, ready to ship inventory, fair prices, and honest practices. We know that it takes a lifetime of work to keep a customer.

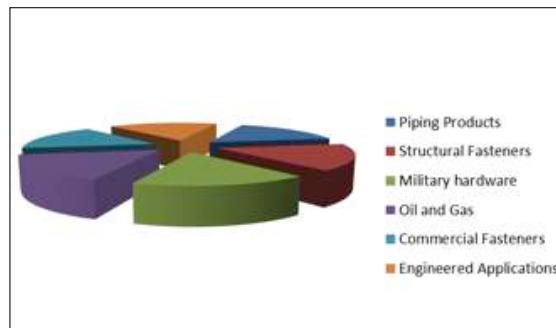
We want to meet your needs, we are passionate about product research to improve quality, and we are committed to inventory. We believe in a partnership of achievement.

**We believe in people, quality products, ready inventory, fair prices and honest practices.**

**Sales Mix by Industry**



**Product Lines**



## Funding Engineering Research

Describing flanged joint mechanics from the historical ASME safe-design perspective.

# Competitive Advantage

**Dedicated People**—The key to our success is well trained, knowledgeable people compassionate about service. At WestermannBG you have a caring partner.

**Local Inventory**—Our deep and broad inventory is kept right where you need it, locally. In an emergency you need product, not excuses.

**In house Manufacturing**—We have the raw inventory and resources to cut, thread, and bend a variety of carbon, alloy, and stainless steel for piping and structural bolting applications. We also have automated hydraulic die cutting machinery that can handle high volume gasket orders.

**Vendor Managed Inventory Programs**—Whether your fastener cost is classified as administrative overhead or as an integral part of the finished good we offer partnership programs to minimize inventory and procurement costs and, maximize production efficiency and profitability.

**EARN THEIR TRUST.  
THEN, DELIVER VALUE.**

**Quality Assurance**—Our quality program is fashioned after ISO 9001; its foundation is integrity.

**Direct Sourcing**—Using our sourcing partner and quality assurance department, we qualify, test and source from North America, Asia and Europe. The volume of our import purchasing from our partner factories allows us to negotiate the best quality products at the best price and terms.

**Pricing**—Our goal is to be a long term, value added, trusted partner. We accomplish this with fair, consistent, long term pricing and well communicated increases or decreases.

**Cost Savings**—Our direct sourcing coupled with vendor managed inventory programs, local inventory, and dedicated people are focused on adding to your bottom line.

**Engineering Support**—Fasteners and sealing devices are engineering topics requiring expertise in metallurgy, elasticity, heat treatment, coatings, and standards review. Our expertise is in terminology, industry uses, availability and sourcing. Further advice will be sourced from professional engineers with fastener and sealing device experience.

**Diversity**—We look beyond a person's experiences to see what makes them unique; we are a team working for the same purpose.

**Industry Experience**—Our in-house training and employee longevity at the local level means that you get the right product at the right time and at the right price.

**Reporting**—We can customize reporting to your needs to include net spending and usage by product or category.

# Products

## Bolts and Cap Screws

- ▶ Hex & Heavy Hex
- ▶ Structural
- ▶ Flange
- ▶ Carriage
- ▶ Lag
- ▶ Plow
- ▶ Elevator
- ▶ Hanger
- ▶ Single and Double End Stud Bolts

## Screws

- ▶ Drywall
- ▶ Deck
- ▶ Machine
- ▶ Self-Drilling
- ▶ Self-Tapping
- ▶ Socket Cap
- ▶ Socket Set
- ▶ Thread Cutting
- ▶ Wood
- ▶ U Drive

## Miscellaneous

- ▶ Rivets
- ▶ Pins
- ▶ Keys
- ▶ S Hooks
- ▶ Spacers
- ▶ Shackles
- ▶ Standoffs
- ▶ Drill Bits
- ▶ Chain

## Nuts

- ▶ Hex and Heavy Hex
- ▶ Castle
- ▶ Slotted
- ▶ Nylon Insert
- ▶ Jam
- ▶ Coupling
- ▶ Acorn
- ▶ Allen
- ▶ Lock Nuts

## Washers

- ▶ Flat
- ▶ Fender
- ▶ Lock
- ▶ Internal Tooth
- ▶ External Tooth
- ▶ Wave
- ▶ Belleville
- ▶ Ogee
- ▶ Bevel
- ▶ Hillside
- ▶ Sealing
- ▶ Special
- ▶ PCC 1

## Plating and Coatings

- ▶ Electrodeposited Zinc
- ▶ Mechanical Galvanized Zinc
- ▶ Hot Dip Galvanized Zinc
- ▶ Cadmium
- ▶ Chrome
- ▶ Silver
- ▶ Xylan®

## Materials

### ▶ Alloy Steel

- A193 B7
- A1 93 B7M
- A193 B16
- A194 2H, 4, 7
- A320 L43
- A320 L7

### ▶ Carbon Steel

- A307 Gr. B
- A563 Gr. A, C, DH
- J429 5, 8

### ▶ Austenitic Stainless Steel

- A193 B8
- A193 B8M
- A193 B8T
- A193 B8C
- A194 8
- A194 8M
- AISI 304
- AISI 316
- AISI 410

### ▶ Copper Alloys

- Copper
- Brass
- Silicon Bronze
- Phosphorous Bronze
- Aluminum Bronze

### ▶ Nickel Alloys

- Monel
- Inconel
- Incoloy
- Hastelloy

### ▶ Exotics

- Titanium
- Zirconium

# Products

## Saint Ferrer® Flange Gasket and Bolting

- ASME listed materials for Flange Gasket and Bolting Kits Standardized selection for performance
- Lock

## Saint Ferrer® Flange Isolation

- Sleeve and Washer
- EK and FK Kits
- Polyethylene
- Phenolic
- BoPet
- NEMA G10

## Gaskets and Materials

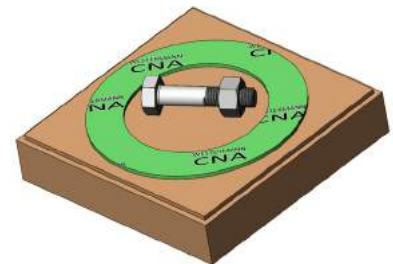
- ASME B16.21 – Non-Metallic
- ASME B16.20 – Spiral Wound and Metallic
- Materials
  - Compressed Non Asbestos
  - SBR Rubber
  - EPDM Rubber
  - Buna N Rubber
  - FKM Rubber
  - Silicone
  - PTFE
  - Modified PTFE
  - Expanded PTFE
  - Graphite
  - 304, 316, 347
  - Stainless Steel
  - Hastelloy®
- Made to Print

## Mil Spec

- MS, NAS, AN
- Screws
- Washers
- Pins
- Rivets
- Rivet Nuts
- Socket Products
- Inserts
- Electronic Hardware
- O-rings
- Packing and Gasket materials
- Studs
- Machine Keys

## Anchors and Bent Products

- L Bend Anchor
- Straight Anchor
- Anchor Rod
- U Bolt, Fig 137
- U Bolt, Chicago Hardware
- Coated U Bolt
- Delrin® Half Round
- Eye Bolt
- Hook Bolt
- Anchor Sleeve
- Anchor Plate
- Made to Print



# Manufacturing and Services

We have the raw inventory and resources to cut, thread, and bend a variety of carbon, alloy, and stainless steel for piping and structural applications. We also have automated hydraulic stamping machinery that can handle the largest of gasket orders. Products that we manufacture include:

## Anchor Bolt

- U Bolt
- Single, Double and Continuous Thread Studs
- Heat Formed Polyolefin Coating
- Delrin® Protective Pads
- Chain and Cable Assemblies
- Piping Flange Gasket
- Flange Isolation Products



## Direct Sourcing

Using our sourcing partner and quality assurance department, we qualify, test and source from Asia and Europe. The volume of our import purchasing from our partner factories allows us negotiate the best quality products at the best price and terms.

Core Products:

- Fasteners
- Castings
- Rubber, Metal and Plastic



## Custom Packaging

Kitting and custom packaging reduces labor cost and inventory shrinkage associated with counting assemblies by hand in the field or warehouse. In some applications, groups of kits can be crated to fulfill the entire assembly need at a single construction point or assembly location.

- Boxed
- Bagged
- Crated



# Manufacturing and Services

## Vendor Managed Inventory

Whether your fastener cost is classified as administrative overhead or as an integral part of the finished good we offer partnership programs to minimize inventory and procurement costs and maximize production efficiency and profitability. The key to success of our VMI program is earning your trust and saving you money. Our services include:

- Fastener procurement efficiency and production operation review, recommendation and implementation.
- Dedicated on-site personnel
- Bin Restocking
- Reporting

## Quality Control Program

WestermannBG has established a Quality Management System to achieve the company's Quality Policy, ensure product and service quality, and promote continuous improvement. The QMS has been instituted in accordance with the requirements of ISO 9001:2000 and is comprised of:

- Quality Policy and Objectives.
- Quality Manual, which define major processes.
- Operating Procedures, which define major processes.
- Work Instructions, which define specific tasks.
- Project Management Plans, which define specific project requirements, Quality Records, which provide evidence of processes performed and results achieved.
- Drawings, specifications, and standards.
- Equipment calibration system.
- Vendor evaluation and control programs.
- Employee training programs.
- Data, Document and record control systems.
- Corrective and Preventative Actions systems.
- Performance measurement systems.
- Internal Auditing, to verify QMS adequacy and compliance.
- Management Review, to analyze QMS performance, initiate improvement measures, and assign resources accordingly.



## People Diversity



We value the respect we earn from one another. We do this by looking beyond a person's life experiences in order to see what makes them unique as a human being. At WestermannBG we are a unified team working for the same purpose—building trust.

### **Distribution and Manufacturing Locations:**

#### **Fort Worth, Texas**

*Water, Energy, Structures Division*

6320 Airport Freeway

Haltom City, TX 76117

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817-553-1964 (f)

fortworthsales@gowestermann.com

#### **Houston, Texas**

*Energy*

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Houston, TX 77064

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