



Manufacturer of Specialty Engineered Valve Technology for the Refining, Mining, Pipeline, Production, and Flow Control Industries



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Interview conducted by:
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CEOCFO Magazine

“The biggest challenge is that it is newer technology. It is something different in the marketplace that once people have it place, use it and see the benefits of it, they will see it as a winner.”- Mark Gamber

CEOCFO: *Mr. Gamber, what is the focus for Chromatic Industries and your innovative valve technology today?*

Mr. Gamber: We have a innovative design that is fairly new to the industry that has not been widely publicized and marketed in the industry. The design incorporates the features of a ball, gate, plug and high performance valves. This design enables the valve to perform extremely well in severe service type of market applications with virtually no maintenance.

CEOCFO: *What types of applications would be appropriate?*

Mr. Gamber: Mid-stream and downstream markets; pipeline and production.

CEOCFO: *Why have people not paid attention to the new design?*

Mr. Gamber: The design is relatively new and patented. The commodity ball valve products go way back. In many of the midstream applications, you have a certain comfort level with distributors and fabricators that have used valves they are comfortable with. When you are a smaller company and you introduce new technology and a new design, you have some inherit challenges rolling it out to people that are very comfortable with what they have used in the past.

CEOCFO: *How are you reaching out?*

Mr. Gamber: We have reaching out by building relationships with our customers, one on one, understanding what the end user's applications are and trying to meet those needs.

CEOCFO: *Would this be something that would go into a new product when someone is putting it together or would it be something they replace if there was a problem or upgrade because it is better?*

Mr. Gamber: It is both. We target both new construction and new applications as well as trying to solve the issues and problems that people have with other types of valves.

CEOCFO: *Would you explain how and why the valves are different and better?*

Mr. Gamber: It is basically the design. The design allows it to function as a quarter turn ball valve with Gate valve characteristics. The closing member cuts through the media stream reducing turbulence similar to a gate valve. With this design, it cleans and flushes debris out when it is opened and closed which enables it to maintain sealing advantages over a standard ball valve. Additionally, with the valve top entry design, the valve cartridge is easy to access and repair.