

The Big 50 Watch List

Corrosion Fluid Products Group

Headquarters: Farmington Hills, MI

Core Products: Pumps, valves,
automation

www.corrosionfluid.com



Corrosion Fluid Products Corp. was established in 1968 by Navy Veteran Joe Andronaco Sr. The company has 11 branch offices throughout the Midwest and considers itself a technical resource to its target markets, specializing in fluid handling equipment and system reliability initiatives. "We are committed to a continuous improvement process providing consistent value and innovation through strategic alliances with leading manufacturer's and cost effective application engineering solutions," says company president Joe Andronaco.

The company has done some aggressive investing in its facilities in recent years, in order to help develop its capabilities and services. "The most recent initiatives taken to ensure continued growth have been equipping several strategically located branches with machines, cranes, and key personnel to increase pump and valve repair," explains Andronaco. "Our newest investment has been in Clarksville Tennessee, where we have invested over \$1 million in the building and new expansion to service the region. In 2010 we invested \$1,500,000 in our Pittsburgh operation with new tools and equipment."

Corrosion Fluid Products also invests in its people, making sure company personnel can serve as a valuable resource in ulti-

mately saving customers money. Says Andronaco, "We have qualified chemical, mechanical, electrical, and nuclear engineers aboard to support our efforts to solve our customer's liquid handling problems. Our approach is to ultimately lower the cost of ownership by providing increased reliability by optimizing and increasing service life of the equipment that they have. We do this by identifying the 20% of the plant equipment and processes that cause 80% of the maintenance costs, and target those areas by providing system engineering and root cause failure analysis. We provide solutions and a guarantee that the equipment will last longer by utilizing our technical resource staff and the best available technologies in the marketplace."

The company's next steps include ambitious sales goals, an extension of the growth they've exhibited over the past decade. According to Andronaco, the company's growth has been over 300 percent in the last eight years. "To see the sales plan coming to fruition has been a great team achievement for the company and we are excited," he says. "Our commitment to investment in people, facilities, equipment and, most importantly, our commitment to lowering costs of customer operations will become evident as we enhance and clearly present our message."

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