

In an exclusive interview with TEADIT's global leadership team, we explored how the sealing specialist combines worldwide manufacturing strength with local expertise. Using market-driven R&D and advanced technical services, the company has redefined what it means to be a true industry partner.

By Lyndsey Denton-Fray,  
Valve World

**Contributors from TEADIT:**

- Chris Day – Global Chief Operating Officer
- Marcelo Mano – Global Chief Financial Officer
- Robbie Riggs – President and CEO of TEADIT North America
- Harsh Jain - Managing Director of TEADIT India
- Andre Davanzo – Global Director of Strategic Business Development
- Carlos D. Girão – Global Technical Director of TEADIT Group



Locations of TEADIT's production plants across the globe. Depicted left to right: USA, Argentina, Brazil, Austria and India.

## TEADIT®: Global reach, local strength

In an industry where trust and reliability are built over decades, TEADIT has quietly positioned itself as something more than a sealing product manufacturer. The company is not only a global manufacturer of gaskets and packing solutions but also a strategic partner that offers resilience, responsiveness, and long-term performance.

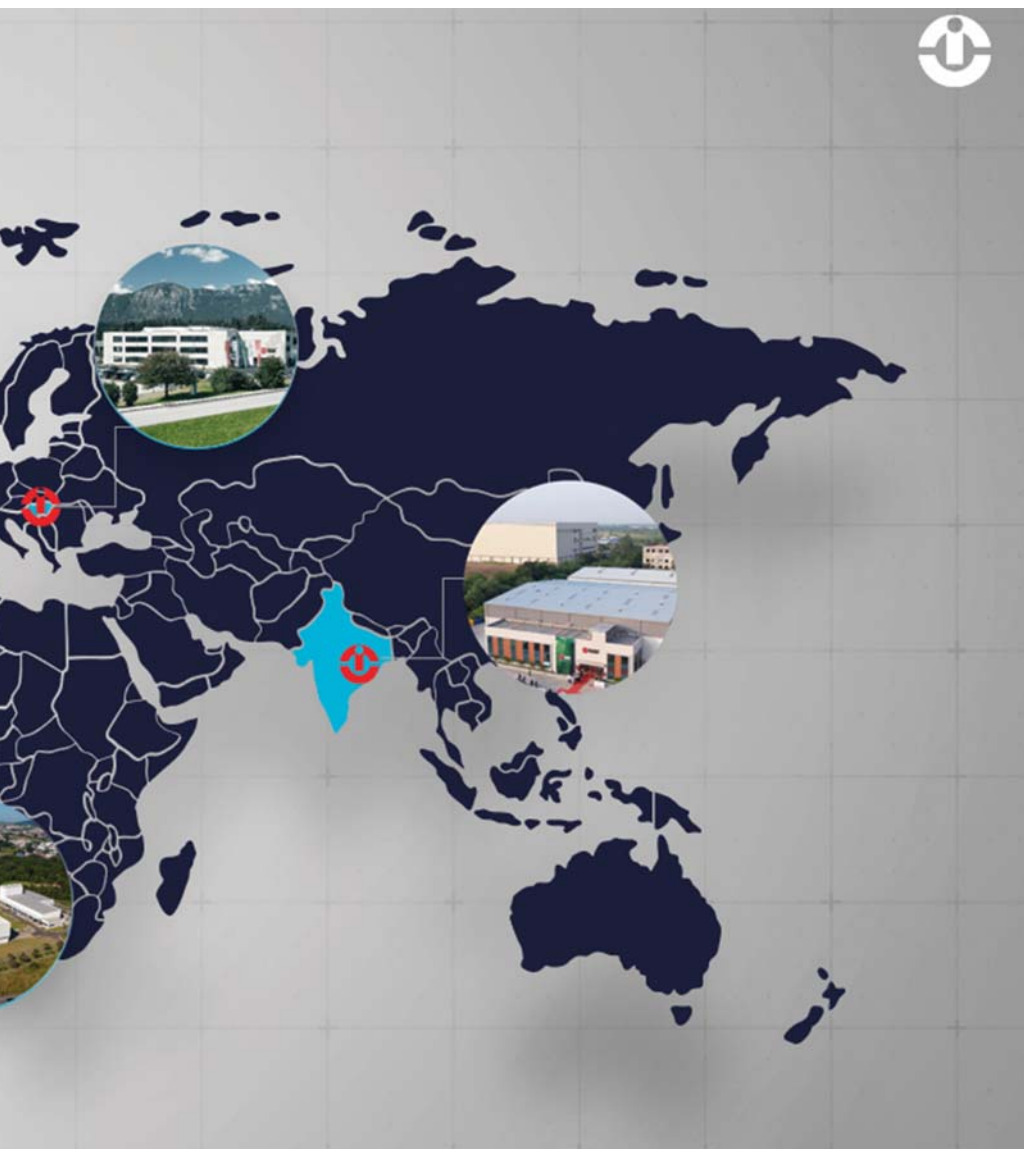
TEADIT has built an international presence through a disciplined principle: global reach must begin with local relevance. Across Brazil, North America, Europe, India, and Argentina, the company operates manufacturing facilities designed to serve regional markets. “We are present in strategic markets to address their respective needs,” explained Carlos D. Girão, Global Technical Director of TEADIT Group. “We service locally first to build our expertise in those markets and broaden our understanding of their application requirements. Once a thorough comprehension is reached, we extend our

services to address global concerns, needs, and opportunities.”

This strategy differentiates TEADIT from manufacturers that prioritize lowest-cost production hubs over sustainable local integration. Rather than chasing short-term advantages, TEADIT invests where it can genuinely make a difference.

**Making a difference as a manufacturer**

TEADIT evaluates new markets through the lens of long-term technical impact and customer support. Expansion is pursued only where the organization can address challenges, provide local expertise, and build the confidence required for adoption of new sealing solutions. If this level of contribution cannot be achieved, entry is not pursued. Introducing new sealing solutions into established industrial environments requires a deliberate and evidence-based approach. Many valve OEMs and end users rely on components that have



**“TEADIT invests where it can genuinely make a difference: by building manufacturing capabilities designed first to serve regional customers before extending those capabilities outward.”**

**– Carlos D. Girão**

manufacturing,” said Managing Director of TEADIT India Harsh Jain.

The company has operated in Gujarat for over a decade and recently doubled its square footage to expand production capacity.

“Enhancements included an ISO Class 7 oxygen-clean room and advanced laminar-sealing capabilities. The facility supports valve OEMs producing at scale while enabling global exports from India,” added Mr. Jain.

Mr. Davanzo also highlighted the environmental drivers behind this expansion. “In the next five to ten years, there is going to be a huge focus on fugitive emissions and controlling emissions. That is one of the reasons we are expanding our footprint.” This growing regulatory and environmental focus naturally connects to one of TEADIT’s most significant global priorities: improving sealing reliability while reducing emissions and maintenance costs, particularly in regions where tightening regulations are elevating fugitive emissions control to a critical priority.

performed reliably for years, so change is approached cautiously. “Compression packing and gaskets are small components within large operations that often function for long periods without attention. As a result, adoption depends on presenting clear data, proven performance, and a strong technical case,” explained TEADIT’s Global Director of Strategic Business Development, Andre Davanzo.

To support entry into new markets, TEADIT prioritizes rigorous research, extensive testing, documented performance, and long-term reliability metrics. This approach helps build confidence, demonstrate measurable value, and ensure that new solutions are introduced with the technical credibility required for long-term adoption.

### Progressive growth

TEADIT’s global manufacturing network has expanded in recent years to strengthen responsiveness and customer support. This scale allows the organization to react quickly when

customers need products, technical assistance, or service without unnecessary delays.

Few regions illustrate this strategic approach more clearly than India. “India is fast becoming the epicentre of valve

### Emissions reduction and premium performance

One of TEADIT’s most significant successes has been improving sealing reliability while reducing emissions and maintenance costs.



TEADIT manufacturing facility, Vadodra, India.

**“Premium performance is standard with our products. Many competitors offer a low-emission product at a premium price. Our standard product already delivers that elite level of performance.”**

**– Robbie Riggs**

In North America, especially, tightening U.S. EPA regulations have elevated fugitive emissions control to a critical priority. “Premium performance is standard with our products. Many competitors offer a low-emission product at a premium price. Our standard product already delivers that elite level of performance,” explained Robbie Riggs, President and CEO of TEADIT North America. By embedding low-emission capabilities into baseline offerings, TEADIT simplifies specification and enhances customers’ compliance confidence. These quantifiable benefits of extended service life, reduced maintenance intervals, and lower leakage rates are just some of the reasons TEADIT is recognized for its sealing solutions.

**Raw material expertise**

TEADIT’s control over its raw materials provides a significant competitive advantage. The company is one of the few packing manufacturers that produces its own yarn, a capability that strengthens quality control and product performance. “The packing that TEADIT produces for use in both static and dynamic applications is made from yarn that we produce from raw materials. The ability to create bespoke solutions tailored to specific applications gives us a tremendous advantage,” explained TEADIT’s COO, Chris Day. “This vertical integration of our products



TEADIT manufacturing facility, Kirchbichl, Austria.

supports ongoing innovation,” continued Mr. Girão. “For example, one recent development replaced traditional Inconel wire reinforcement with expanded PTFE thread, a material that offers superior cross-grain tensile strength while eliminating metal from the design. The result included reduced stem scoring, lower friction, and improved emissions performance.” Behind every product innovation is a highly advanced innovation hub capable of conducting materials research, hydrogen testing, emissions validation, and collaboration with customers. “We have a sealing industry Disneyland here,” stated Mr. Girão, “It allows us to produce solutions to the most complex sealing challenges.” The company also supports its products with technical tools, including its patented Digital Gasket Training (DGT) platform, which standardizes installation practices and helps reduce failures caused by improper fitting, one of the most common challenges in sealing performance. “Most sealing elements eventually fail due to improper installation,” Marcelo Mano, TEADIT’s CFO, explained. “So, we invest heavily in engineering and training.”

**Invested in loyalty and ease**

With long-term customer loyalty and satisfaction as its priority, TEADIT focuses on providing the highest-quality products and services.

“We want to be a true partner for our customers,” stated Mr. Day. “From the moment they request a gasket to its arrival at their facility, we want the process to be seamless. We deliver the right solution, when they need it.” Whether that means prompt response times, on-time delivery, engineering training, or anticipating regulatory changes, TEADIT aims to simplify complexity. A streamlined decision process ensures that requests move directly to the people who can act on them. “Decisions can be made quickly and taken directly to market

**TAI: TEADIT Artificial Intelligence**

Building on its engineering foundation, TEADIT is excited to announce the pending launch of TAI: TEADIT Artificial Intelligence.

Developed over two years, TAI is an AI-powered expert trained on TEADIT’s products, applications, and industry know-how. Once launched publicly, it will function as a 24/7 digital technical specialist capable of answering application questions.

“It has been trained almost as well as an engineer!” said Mr. Girão with a grin. The idea for this technology is to make technical guidance instantly accessible worldwide, in line with TEADIT’s knowledge-sharing strategy.



TEADIT prioritizes research and development to always deliver the best in industrial sealing.



TEADIT’s Innovation Hub.

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**– Chris Day**

without working through multiple layers of approval,” explained Mr. Day. “Our ability to move fast enables the team to deliver solutions sooner and respond to customer needs without prolonged escalation.”

Mr. Mano emphasized that direct communication with leadership supports this responsiveness, allowing decisions to be made much faster than in organizations with complex hierarchies. “For customers, this translates into quicker answers, shorter lead times, and fewer barriers when support is required,” he stated.

“Being the easiest to do business with is a collective effort,” explained Mr. Davanzo. “It is a combination of efforts from sales, engineering, operations, finance, and marketing: everybody contributes.”

“All our competitors would answer these questions in a similar way,” added Mr. Riggs, “what sets us apart is that we actually do it.” The value of this approach becomes especially clear during disruptions. Weather events, supply chain volatility, labor challenges, and geopolitical pressures have affected manufacturers worldwide. “These are not challenges companies can predict or prepare for in a classroom, yet they can



A subject matter expert at TEADIT's innovation hub installing a cut gasket in the hydraulic press for testing.

significantly impact production and delivery. Manufacturing flexibility allows production and support to shift as needed, helping maintain continuity of supply and service,” explained Mr. Day.

This structure ultimately makes the company easier to work with. Customers receive faster responses, dependable support, and gain a partner that can act quickly when it matters most, helping minimize delays and keep critical operations running.

### Final thoughts

TEADIT's long-term strategy, technical depth, and commitment to responsiveness position the company as far more than a component supplier. By combining global manufacturing strength with local expertise, vertically integrated material development, rigorous testing, and accessible technical support, TEADIT delivers measurable value across the full lifecycle of sealing systems.

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From supporting regulatory compliance and emissions reduction to simplifying procurement and installation, the organization consistently focuses on making complex sealing challenges easier for customers to manage. This ability to deliver reliable performance, dependable supply, and rapid support reinforces the trust that industrial operators and OEMs depend on when selecting a sealing partner.

For companies seeking proven performance, technical credibility, and a partner that can respond when it matters most, TEADIT stands as the natural choice. ■

### Technical services and installation support

TEADIT differentiates itself not only through its products but also through its technical support infrastructure.

The company provides engineering services, including:

- Torque calculation support
- Gasket selection guidance
- On-site and remote installation assistance
- Customer training programs



TEADIT manufacturing facility, Texas, United States.