

Bray – providing superior product reliability & performance



Bray International family of products

With a global presence in over 60 countries on six continents, Bray has developed a fully integrated and innovative product portfolio engineered to meet the needs and expectations of their worldwide customers. These products include standard and severe service butterfly and ball valves, specialty slurry valves, knife gate valves, check valves, pneumatic and electric actuators and related accessories.

Recognized throughout the world for their commitment to high quality product lines and personalized customer service, Bray's global capabilities ensure that as their customers' needs grow, Bray can support their worldwide requirements with inventory, sales, technical, product and service support.

By Sarah Schroer & Sarah Bradley



Bray International Headquarters – Houston, Texas

critical service triple offset valves, floating and trunnion ball valves, metal seated ball valves, actuators, and control accessories. Applications include circulating water, condensate, station and control air, flue gas desulfurization, demineralized water, fuel oil (fire safe), service water, steam, fuel gas, potable water, water/glycol, and various other compounds.

"I find Bray to be a remarkable company," said Brindesh Dhruva, Vice President of Global Technology at Bray International. "Since its founding in 1986 it has grown with tremendous success, not only geographically, not only in terms of the manufacturing capacity, but in the breadth of the products and technology that it offers as well as the industries that it serves." Craig Brown and Frank Raymond, grew the company from the ground up with the goal of establishing Bray as the High Performance Company stoked by their entrepreneurial vision. Beginning with their very first valve prototypes, they soon made a name for themselves with their resilient seated butterfly valves, quickly developing the reputation of superior quality with personalized customer service. After gaining much success within the first years, Bray expanded internationally to the U.K., Canada, Mexico, and Continental Europe. The success continued through the 1990's with rapid expansion into Australia, China, and Hong Kong and with the addition of new products on the actuation side. Bray's product portfolio continued to grow with the acquisition of the Bray/McCannalok product line in 1996, Flow-Tek in 1999, and Ritepro in 2000, to include high performance butterfly valves, ball valves, and check valves. "That's the type of

success with a customer-centric approach that Bray began with," shares Dhruva. "There has always been a tremendous focus on customer needs and solutions. It's in the company's DNA, from its founding fathers."

Global customer-driven product development

Part of the Bray influence in the world marketplace is their commitment to customer service and product excellence. Bray is based in Houston, Texas, and maintains a strong manufacturing presence there, in addition to its manufacturing facilities around the globe. Brazil, China, India, and Europe are all an integral part of Bray's manufacturing process. Wherever Bray products are needed, they are provided with the same quality that began with its co-founders and continues with its team of dedicated people around the world. Bray's customer commitment is shown through their network of distributors and company sales offices, each of which is dedicated to the philosophy of customer service. As a global partner in flow control, Bray is dedicated to the needs of its customers.

Although a global company, Bray retains a family feeling and culture, believing its employees are its greatest asset. Early on, Bray initiated the *Our Customer Pays Our Paycheck* philosophy for industrial excellence. Bray has always prioritized its customers and as a result, it has excelled in the marketplace by virtue of understanding customer product needs and delivering a superior product. Cultivating new relationships and fostering existing ones, has been a top priority and it is this



Bray International Facility – Hangzhou, China

understanding of customer needs that drives Bray product development. “We have a very detailed product development process,” explained Dhruva. “The Voice of the Customer is fully incorporated during the initial stages of our product development efforts. One of the first things we do is to reach out to our customers. We also involve our global organizations to better understand project opportunities. Most of our good ideas come from our Customers, or those that have the first line of contact with our Customers. From heavy oil challenges faced in Canada to the mining challenges faced in Australia, Bray’s global footprint allows us the closeness to our customers to full understand their challenges.” Customers have confidence in Bray’s product development, design and manufacturing process. To help maintain the highest standard possible, Bray’s expert team of engineers, designers, manufacturing personnel and quality control staff utilize the latest in state-of-the-art technology to track every aspect of Bray products from conception to delivery. Bray employees are dedicated to producing superior and reliable products and maintaining excellent customer service. A great amount of emphasis is placed on Customer Relationship Management (CRM) to ensure strong communication on the sales side and the significant customer influence in product development efforts. Bray uses a global development model that incorporates its founding belief in principles of customer service, state-of-the-art technology, and integrated product development.

“Our global objectives focus very heavily on having, maintaining, and increasing those relationships. We put a lot of effort into customer relationship management to ensure that there is not only strong communication on the sales side, but also to ensure enough influence into our product development efforts as well. Our sales organization and our customers should feel very involved in everything we are doing, including the products that we develop,” revealed Dhruva. Bray’s process begins with identifying customer needs followed by design development conforming to these customer requirements. Design decisions and product engineering are evaluated to assure product performance and reliability. Product realization within ISO 9001 requires design and manufacturing validation to be performed in accordance with planned arrangements to ensure the resulting product is capable of meeting the performance requirements for the specified application. Bray has a strict regimen of controls and facilities in place to ensure its products are capable of meeting those requirements. Bray also has the capability for rapid response engineering and customization for specific applications of existing products. “As we continue to grow into industries that require high-tier and customized products,” says Dhruva, “Bray can leverage a very systematic approach to product development and R&D, while maintaining the agility in our organization to address specific application challenges that our customers face.”

Expansive product portfolio to meet customer needs across all industries

“Our product portfolio has tremendous breadth and depth. It includes butterfly valves, control and actuation systems, speciality slurry valves, ball valves, check valves, and now knife gates as well,” says Dhruva. “The market base that we serve is increasingly diverse. We continue to expand into key industries and key geographical areas. We will continue to see a growing demand of our products, from the LNG market to refineries and in many applications such as cryogenic, high temperature, and slurries. The company has unique capabilities in designing and manufacturing flow control products including actuators, pneumatic and electric, with related control accessories and bus systems, as well as valves. Opened in 2011, the Bray Technical Center in Houston, Texas houses the latest and most innovative tools and test equipment to ensure complete design validation. Thorough documentation of the design and manufacturing methods and processes are applied, the design validation is followed by comprehensive manufacturing validation. The Bray Technical Center is also home to an 18 foot high pressure test bunker for cryogenic and other dangerous testing, and a test rack capable of testing valves up to 120 inch with actuators attached. The cryogenic facility assures high quality, reliability and performance for Bray products. All Bray factories are ISO certified and products are designed and manufactured as specified to comply to CE/PED, SIL, ANSI, JIS, DIN/ PAS 1085, API, NSF, ASME and other relevant standards to meet the special requirements of any other application.



Triple offset Tri Lok® Butterfly Valves



Bray International Manufacturing Facility – Vadodara, India

“We are ever mindful that our Customers face the day-to-day challenges of operating in extreme conditions while maintaining very high safety and environmental standards. As such, we put particular attention on product reliability. Bray products go through extensive validation testing – not only demonstrating the robustness of our designs but also putting our products through proper manufacturing validation, which demonstrates our ability to consistently produce a high quality, highly reliable product. The manufacturing validation requirement ties into Bray’s commitment to fulfil each customer’s requirements on a continual basis.” Bray’s manufacturing and R&D facilities are equipped with fully calibrated equipment for verifying chemical and physical properties of a wide variety of materials. Supplier’s Material Test Reports (MTRs)



Double Offset Bray/McCannalok Butterfly Valves

and Bray’s associated test verification are maintained indefinitely for all valve pressure retaining components. Trained operators using certified equipment perform in-house PMI testing to verify material traceability reports and ensure specified materials are utilized for valve assemblies. Electro-mechanical machines utilize touch probing methodology throughout the engineering and manufacturing process to verify the physical geometric characteristics (such as dimensions and tolerances) of a part or assembly against its design intent. Bray’s in-house quality assurance program also utilizes test protocols which include Magnetic Particle (ASTM E709) or Dye/Liquid Penetrant (ASTM E165) inspection to provide state-of-the art material examination technology/procedures in today’s global environment. As Bray continues to expand into key industries and geographic areas, the markets it serves have become increasingly diverse. Demand for Bray products continues to grow in other markets such as mining, chemical, water, commercial building, pharmaceutical, food and beverage, oil and gas, and others. Their extensive product portfolio includes high quality brand names such as Bray Controls, Flow-Tek, Tri Lok, Ritepro, and Vaas. In the future, it is important for Bray to continue to have a strong presence when it comes to the products that they offer, such as their triple offset valves, their severe service ball valves, and the products used in cryogenic applications, the oil and gas market, and the power and nuclear market. “Bray will continue to play a bigger and bigger role in terms of innovative



Flow-Tek Severe Service Ball Valves

solutions, not just product innovation,” says Dhruva. “We have very strong commitment to R&D for the development of new products and solutions that need to meet the increasingly challenging environments that our customers face. I believe Bray puts an emphasis on this – more than other companies of our size – because of our legacy and the people that we have attracted to our organization who bring new ideas and innovation to an already strong organization.” Bray has several thousand employees worldwide and considers them its greatest asset. Those employees, coupled with Craig and Frank’s vision for the company, have made Bray International the success it is. Bray’s expert team of engineers, designers, manufacturing personnel and quality control staff utilize the latest in state-of-the-art technology to track every aspect of Bray products from conception to delivery. Bray employees are dedicated to producing superior products and maintaining excellent customer service. Bray is your global flow control partner.