

## BII General Managers Meeting - Ron Warren

High on the wish list for most Bray International GM's for a long while has been a chance to get together and hold an International Sales Conference. During the Bray 25th Anniversary celebration they got their chance! GM's from all over the Bray world came to Houston the week of November 13th to see the new Bray Technical Center located on the main Bray campus in Houston, have yearly budget reviews and celebrate Bray's 25th successful year in business. On Wednesday of that week all GM's met in the new Training Center for a Global GM meeting.

The intent of the meeting was to bring everyone up to date on many of the new advances occurring in the fast paced Bray world. With so much "NEW" happening it was a very full and fast paced day! Craig Brown opened the meeting by reviewing 2011 as an all time record breaking year for Bray. All Divisions and Subsidiaries of Bray have contributed to the accelerating growth in both bookings and shipments. 2011 will end as a record year for Bray International in bookings, shipments and back log. Craig said he sees no slow down in sight and predicted another record breaking year in 2012.

Brad Kirchofer reviewed the new developments in the technology area including US development activities being consolidated in the new Technical Center. The General Managers were given a tour of the new technology facility highlighting the cryogenic testing capabilities as well as large valve assembly area. Developments worldwide discussed were the new Technology Group in India under the direction of Varadharajen Lakshmanan and a new severe service ball valve being developed by Flow-Tek.

Leonard Moore outlined the award to Bray International from Shell Oil for a 5 year Global Agreement to supply over 2,500 line items of BFVs. He discussed the requirements Bray has to meet to allow this agreement to go forward and the positive impact it will have on Bray worldwide oil and gas activities. Bray plans on using the Shell success to leverage new business with other Global Oil & Gas customers.

Exciting news of expanding manufacturing capacity in China was addressed by Michael Wang. Worldwide growth has put a strain on the China factory. However, after viewing Bray International's financial investment in new equipment and people, everyone felt very positive that they would see a great increase in shipments from China.

One of the largest of all Bray global initiatives is Salesforce. Bray is making a large commitment in time and money to make SF a part of our everyday business life. We see Salesforce as a system to aid our international Bray team in communicating with one another and as a part of our evolving culture to better manage global accounts, projects and the way we do business. The GM's were shown many positive suggestions as to how we could use Salesforce better and how we could all be more productive by using it to its full potential.

The meeting received very positive feedback from all attending GM's. They felt they were better informed about the direction of the company and new products soon to be released as well as being able to meet the new employees in Houston. There were many opportunities during the meeting as well as during the week in Houston to network and build new relationships as well as renew old acquaintances. The consensus was that we should provide this type of information to the global team on a regular basis.

The sales conference was concluded with a 25th Bray Anniversary dinner at the Houston Country Club hosted by Craig Brown and Frank Raymond. Frank and Craig expressed their appreciation to everyone for their contributions to the growth and success of Bray over the years. They also made it evident that everyone in the Bray organization worldwide was appreciated for their years of service and their loyalty to Bray.









