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Our customers:

The experts for energy efficiency solutions provide:

- Heating, cooling, ventilating, air conditioning and automation for buildings and thus create a pleasant environment for example, at work, in domestic areas, or in airport buildings for us.



Our customers:

The experts for energy efficiency solutions provide:

- Heating, building at work,

The human is in the center point

ation for
ample,



Energy, the right amount to the right place, at the right time.

Our customers

- Transform, provide and distribute energy carriers like water for heating and cooling so that our buildings function energy efficiently.



Energy, the right amount to the right place, at the right time.

Our customers

- Prepare drinking water. On land and sea...
.....so that we can live



Energy, the right amount to the right place, at the right time.

Our customers

- Air condition and service the systems required for this, for example on cruise ships thus enabling a relaxing holiday



Energy, the right amount to the right place, at the right time.

country	germany		western europe EC 15 2010 Million Euro	eastern europe EC4 2010 Million Euro	total europa EC19 2010 Million Euro
	2010 Million Euro	% von EU			
year					
population in 000s	81.700		397.858	64.084	461.942
total building	211.384	22	928.674	41.418	970.092
building renovation	146.204	28	518.387	13.204	531.591
new building	65.181	15	410.501	28.224	438.560
total residential					
1+2 family dwellings	135.800	25	537.784	15.759	553.543
residential renovation	103.779	30	336.123	5.373	341.496
new residential	32.021	15	201.663	10.383	212.046
total non residential					
renovation	75.585	18	390.935	25.663	416.598
new	42.425	22	182.170	7.831	190.001
therefrom	33.160	15	208.690	17.833	226.523
buildings for education	2.234	8	26.194	1.456	27.650
buildings for health	1.810	9	19.851	722	20.573
industrial buildings	6.082	17	31.610	3.379	34.989
storage buildings	4.408	28	13.966	1.721	15.688
office buildings	4.743	12	35.468	3.010	38.478
commercial buildings	4.563	11	39.371	3.919	43.290
agricultural buildings	2.189	16	12.606	732	13.338
miscellaneous non-residential buildings	7.131	22	29.540	2.897	32.437
share: building automation incl. valves, sensoric, controllers ... (without chiller, boiler..) in %				1,85	
Quelle Euroconstruct 12.2010	3.911	22%	17.180	766	17.947
			96%	4%	100%

10...15%
 Valves & actuators
 1794...2692 Million
 Euro

Energy, the right amount to the right place, at the right time.

country	germany 2010 Million Euro	% von EU	western europe EC 15 2010 Million Euro	eastern europe EC4 2010 Million Euro	total europa EC19 2010 Million Euro
year					

1,8..3 %

of the

**total building construction cost are automation
company project business (without chiller,
boiler..)**

10..15 %

of the building controls costs are valves and actuators

Quelle Euroconstruct 12.2010	3.911 22%	17.180 96%	766 4%	17.947 100%
EC15: Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Norway, Portugal, Spain, Sweden, Switzerland, The Netherlands, United Kingdom				
EC4: Czech Republic, Hungary, Poland, Slovak Republic				

10...15%
Valves & actuators
1794...2692 Million
Euro

Energy, the right amount to the right place, at the right time.

We help our customers to their success with V&A !

Bray Commercial always deliver

State-of-the-art,

High quality solutions,

coordinated with our customers,

that help to bring about the best possible energy optimization.

Energy, the right amount to the right place, at the right time.

The solution **purchase price** is
agreed in detail with our customers.

Meaning that the costs, up to the point of applying the solution, for example:

- Construction and testing
 - as well as the costs that can follow, such as:
 - Servicing costs and the extent of such.
- Modes of payment, costs of preparation etc. all these are optimized in cooperation with our customers.**



Energy, the right amount to the right place, at the right time.

The solution **purchase**

process is agreed upon with our customers.

Whether a customer is a national, European, ME or global operator, our **global** disposition in production and sales allows us to select the optimum logistical solution.

→ Reduced / optimized, cost-efficient stock on customer side up to no stock on customer side
Short delivery time with fast track option



Energy, the right amount to the right place, at the right time.



forwarder(Shanghai)



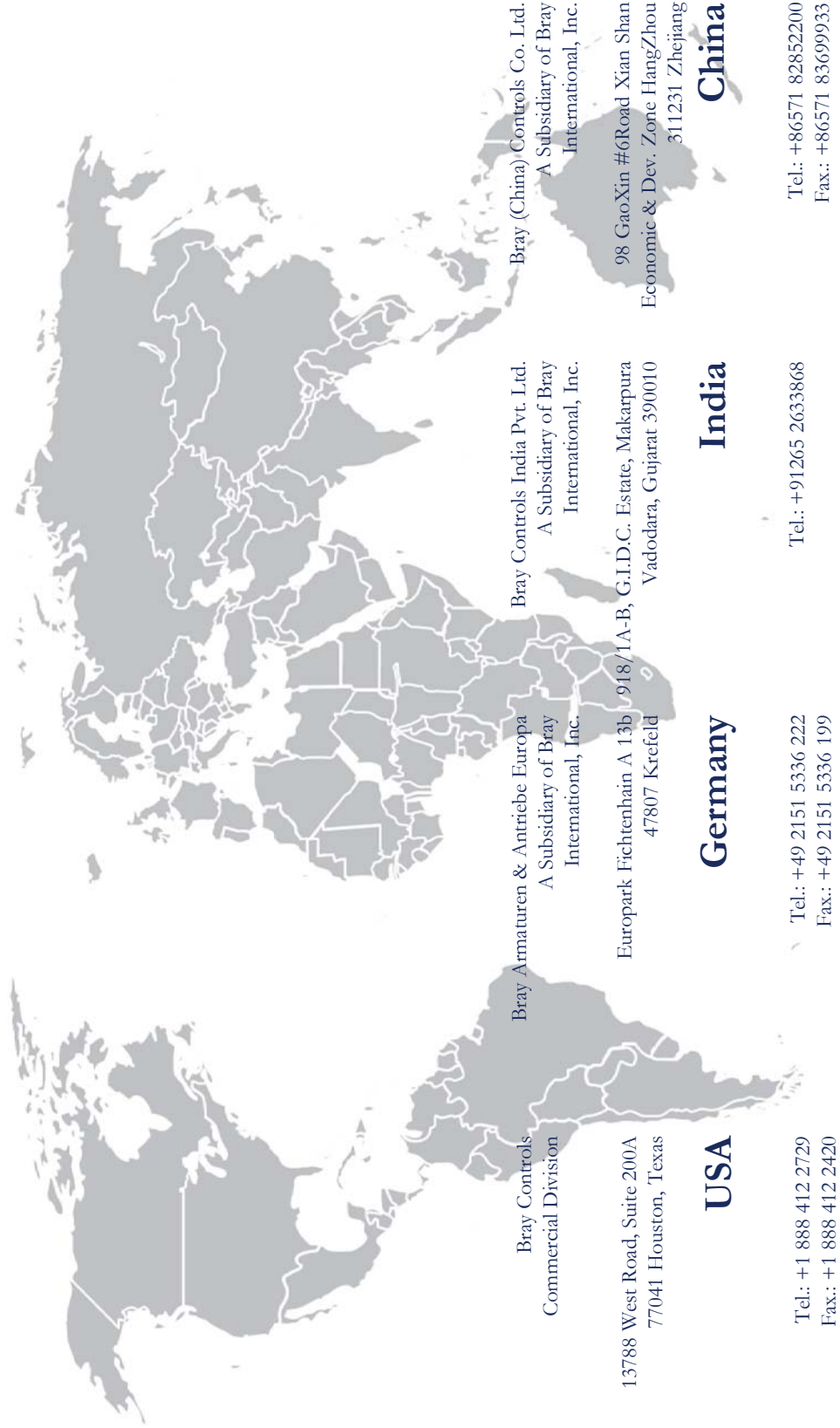
Door to door incl. duty etc.



order	production	transport
1		42 sea
1		21 train
1		6-10 air



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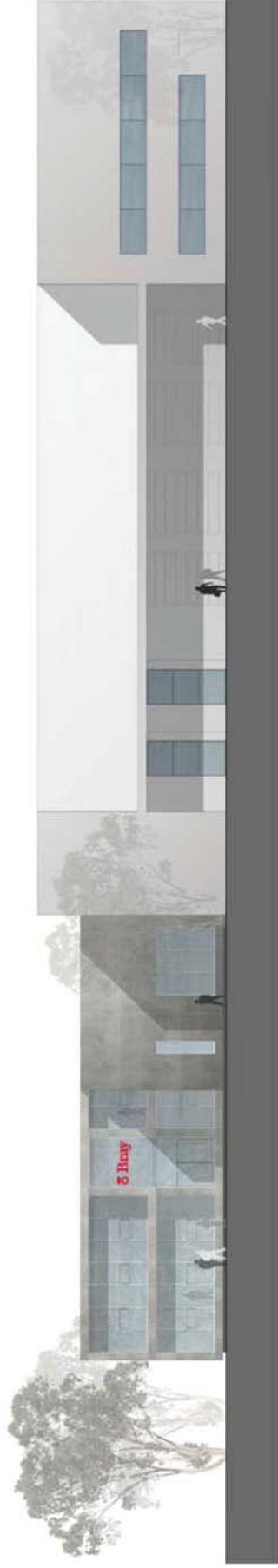


Energy, the right amount to the right place, at the right time.

Factories and branches (Extract), European head quaters (Krefeld)



European Bray commercial headquarters in Germany



**Planned new bigger Germany Bray facility –
an indicator of customer satisfaction**

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Bray Armaturen & Antriebe Europa
A Subsidiary of Bray International, Inc.

Europark Fichtenhain A 13b
47807 Krefeld

Germany

Capabilities:

- Sales center
- Shipping center including stock (HVAC products of more than 1 Mio €), **fast track possibility → sufficient stock on Bray side - optimized low stock on customer side**
- Technical support and competence center
- Technical field support
- Training center – focused on local standards and application e.g. **230VAC, on side training also**
- Repair center – short reviewing time, local support
- Assembling, customizing (**CoO Germany for V&A combination**)
- Quality Management (**ISO 9001 since 1998**)
- Link to development department in Houston and China → inovation

Bray COMMERCIAL
Product Bulletin for:
670M Electric rotary actuator for butterfly valves



Bray COMMERCIAL
Energy, the right amount to the right place at the right time

6
PRODUCT BULLETIN 1112

Key features

- Low backlash
- High torque
- Precise positioning
- Hydraulic lock
- 24VDC power
- Specified torque
- High efficiency
- Durable construction

10

Bray COMMERCIAL
Product Bulletin for:
The BV10000
Tight sealing 2-way water butterfly valve



Bray COMMERCIAL
Designed for 100% reliability
Energy, the right amount to the right place at the right time

10
PRODUCT BULLETIN 1113

Key features

- 100% Reliability
- 316L Stainless Steel
- Electrically actuated
- High torque
- High efficiency
- Durable construction

10

Solution **Communication** is a permanent process our customers and Bray Commercial.

Technical documentation
data sheets
fitting instructions
announcements
text for invitation to tender
2D-3D drawings etc.
as well as the application presentation and market information's are a part of the communication with our customers.

Energy, the right amount to the right place, at the right time.

Solution **Communication** is a **Commercial**

Here you will find the required tools for your success

www.bray-commercial.eu

2D-3D drawings etc.

as well as the application presentation and market information's are a part of the communication with our customers.

Energy, the right amount to the right place, at the right time.

The EN standard market

- Europa (0,74 billion people) & China (1,3 billion people) &..
- **biggest and fastest growing market in the world**



Bray valves and actuators

developed in accordance with the local market requirements.

Energy, the right amount to the right place, at the right time.

Our core business

The **BV10000** butterfly-valve (wafer type), DN25 up to 500 developed especially for the needs of the EN standard HVAC market



The **BL10000** butterfly-valve (lug type), DN50 up to 500 developed especially for the needs of the EN standard HVAC market.

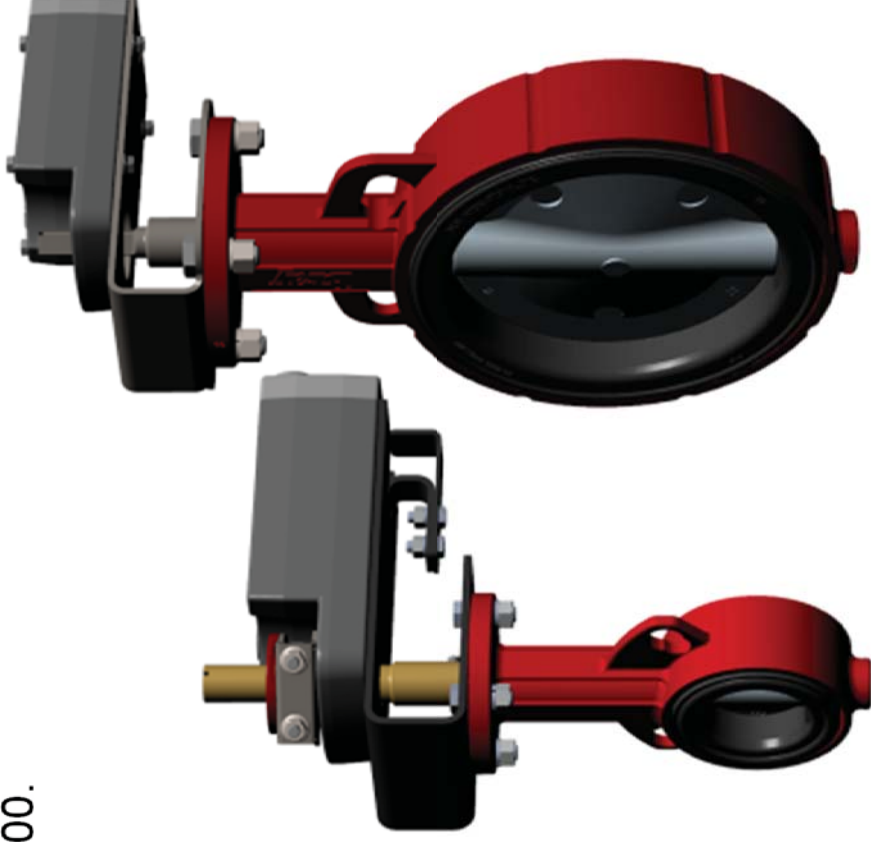


The butterfly-valve in conjunction with the Bray **S70M** actuator offers an optimally powered combination.

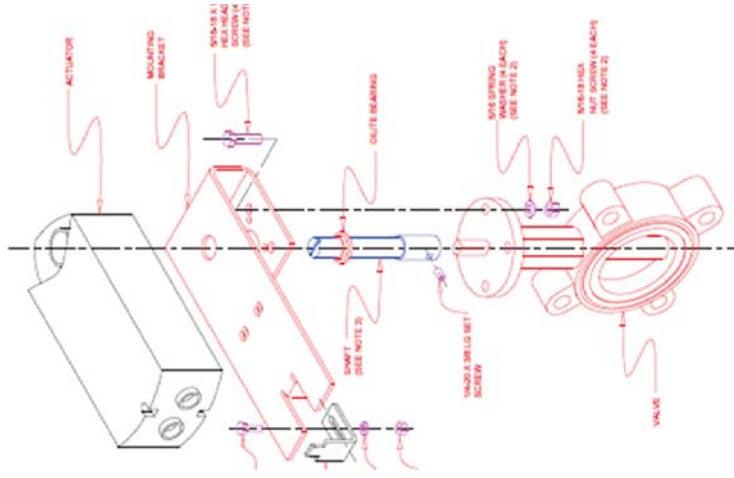


Energy, the right amount to the right place, at the right time.

The Bray **RA damper actuator** in conjunction with butterfly valves up to DN 200.



Energy, the right amount to the right place, at the right time.



Universal mounting brackets allow the usage of standard damper-actuators from a **variety** of manufacturers.

The nominal sizes range from DN25 up to DN 80/DN 200 depending on the torque.

Hand lever versions and geared versions are available for manual operation.



The threaded ball valve ST2 series:

Actuated brass control valve with stainless steel ball , 2-way and 3-way PN40 female thread nominal sizes Rp1/2 to Rp2 , for the flow control of water and water glycol (max.50%) in HVAC systems



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Next upgraded of product range



S70M:

- IP67
- **flexibility** (linkages) in order to replace other actuators on ... butterfly valves
- S70 M and linkages for high performance valves



BV10000:

- Super undercut butterfly valve DN150 & DN200 low required close/off torque of 40Nm at 350kPa pressure
- Butterfly valves for drinking water application



First step **DVGW** “BV20000” series

Ball valves:

- Flanged ball valves DN65.....DN100
- RA and linkages with Bray ball valves

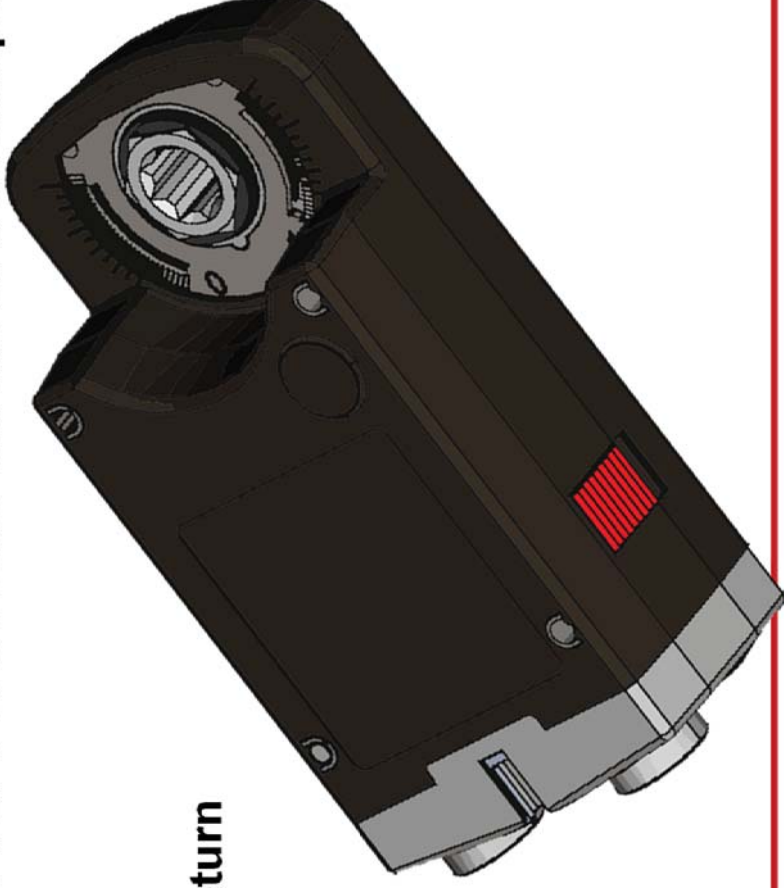
Energy, the right amount to the right place, at the right time.

Extended product range; End 4 Quarter 2015

Rotary actuator **RA series** the full size air damper program

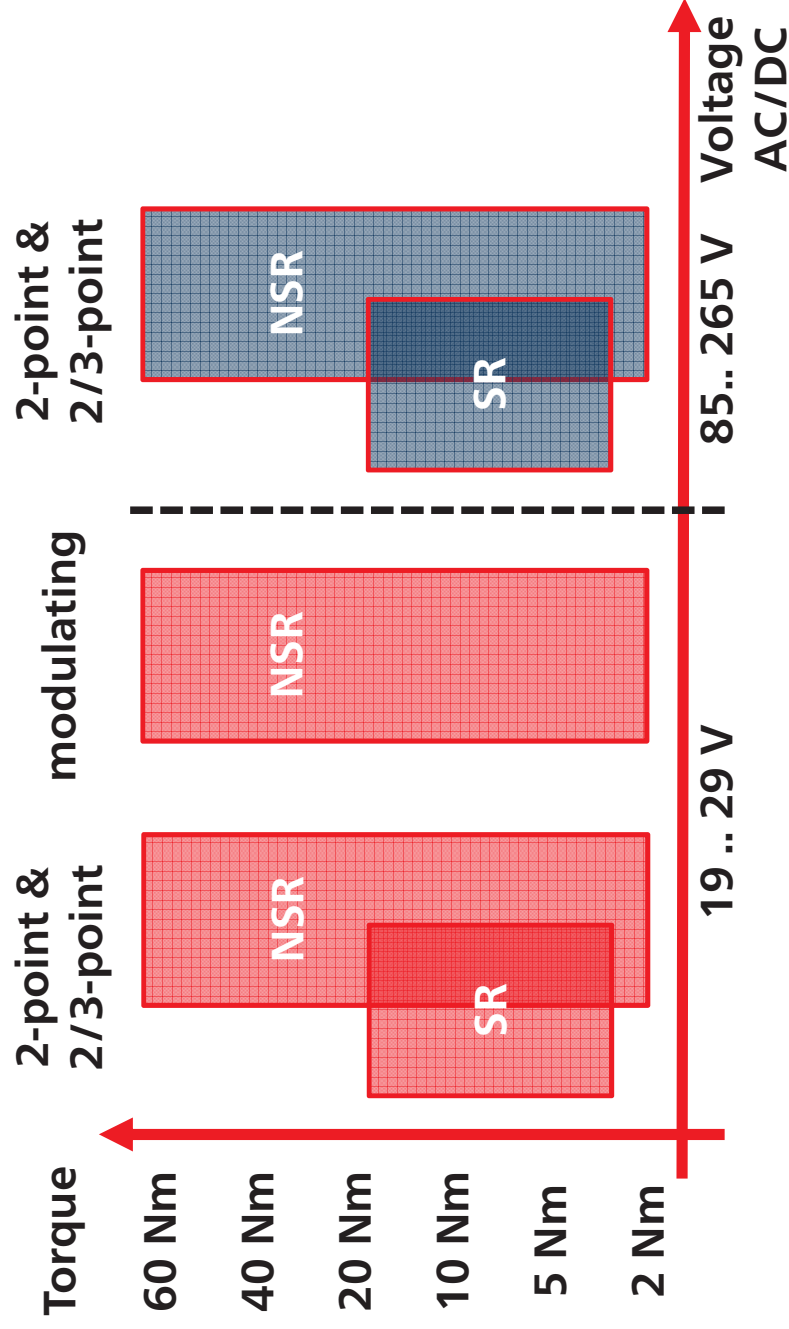
Spring return

None spring return



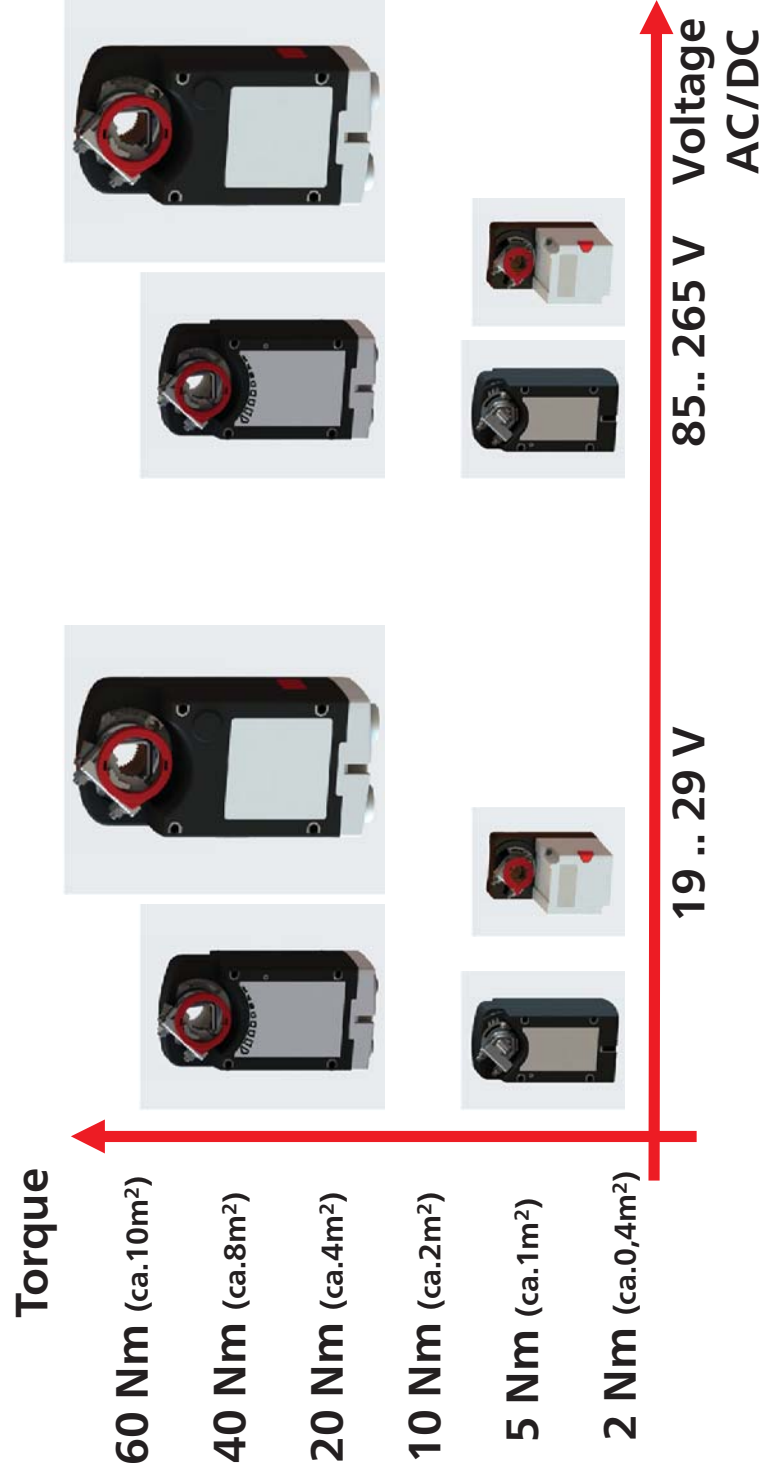
Energy, the right amount to the right place, at the right time.

A complete Range from 2 Nm up to 60 Nm



Energy, the right amount to the right place, at the right time.

4 different housings; 2 different voltage only



Energy, the right amount to the right place, at the right time.