



# RICHARDS

INDUSTRIES

A CENTER OF EXCELLENCE FOR VALVE AND STEAM PRODUCTS

## **QUALITY. EFFICIENCY. COLLABORATION**

At Richards Industries each and every associate knows and lives the purpose of our organization: Providing innovative, industry-leading valves and associated products for controlling the flow and pressure of industrial liquids and gases.

We largely accomplish this through an unrelenting commitment to quality and efficiency. Continuous process improvement and lean principles are standard operating procedures, which have yielded impressive value and benefits for our customers throughout the industrial process industries.

Perhaps, however, the key component that differentiates Richards Industries is our continuous collaboration with customers, vendors and staff to design and produce the best possible products. We are eager to partner with our customers to develop innovative products and new configurations. We welcome the recommendations of vendors for better components and improved materials. In turn, you can count on us for responsive engineering and swift, accommodating production.



Bruce Broxterman  
President

### **About Richards Industries**

Richards Industries traces its roots to 1947 and the invention of the Jordan sliding gate valve. In 1961 Gilbert Richards purchased the Jordan Valve line from OPW and renamed the company Richards Industries. Then in 2007 Richards sold the company in a management buyout.



Through acquisition and internal development, Richards Industries has grown into a company of five distinct industrial product lines:

- Jordan Valve regulators and control valves
- Steriflow Valve sanitary regulators and control valves
- Marwin Valve ball valves and automated products
- Hex Valve instrument valves and manifolds
- Bestobell Steam traps and specialty equipment

Headquartered in Cincinnati, Ohio (USA) where most of its 130 employees are located, Richards Industries also has sales facilities in Shanghai, China, and a licensed manufacturer in Mumbai, India. A talented and experienced network of more than 200 manufacturer's representatives provides customers with expert technical assistance.

Richards Industries is open to acquisition opportunities, wherever they may be, which complement its existing marketing and manufacturing activities.



## UNCOMPROMISING EXCELLENCE THROUGH CREATIVITY AND INNOVATION

### ***Best-in-Class Products***

Richards Industries engineers and manufactures products that are best in their class, consistently performing their specific task better than any other product currently available. For the customer this means best value and exceptional return on investment.

- Lowest total life cycle cost
- Less variability in process control, thereby greater process availability or throughput
- Low energy/utility expense
- Less MRO expense
- Less safety, health & environmental (SH&E)-related expense

### **Jordan Valve**

Featuring advanced sliding gate technology, Jordan Valve is a leading manufacturer of an extensive line of low flow control valves and regulators. Over the past fifty years, Jordan Valve has expanded its leadership position to include pneumatic and electric control valves, temperature regulators, pressure and back pressure regulators, intelligent positioners and accessories. Its revolutionary Jorcote coating and the introduction of the PTFE-based diaphragms were “industry firsts” that positively impacted product reliability and service length.



### **Steriflow Valve**

Steriflow Valve manufactures a complete line of sanitary regulators, control valves, and steam trap products for the biopharm and pharmaceutical industries. As an early biopharm valve pioneer, Steriflow was one of the first companies to make ASME BPE compliant products and has earned a reputation for durability and reliability in clean steam, clean gas, CIP, WFI, buffer and bioprocess applications. Its validation-friendly sanitary control valve products include the industry’s first multi-line size range of inline control valves and the industry’s only lifetime diaphragm warranty. From general biopharm processing to niche application solutions, Steriflow continues to bring value to its customers.



### **Marwin Valve**

Marwin Valve has become the preferred supplier of standard and customized ball valves for numerous diverse applications and processes. It is recognized as a leader in small size, metal-seated high pressure valves along with modulating control and smart valve technology. Available in a variety of standard, metal or special seat configurations and materials from brass to exotic alloys, its products include one-, two- and three-piece valves and multi-port valves in virtually all end configurations.



### **Hex Valve**

To instrumentation engineers, “Hex Valve” is a general term for any barstock instrument, gauge, or orifice valve. That didn’t happen by accident. Hex innovated these designs decades ago as a means to simplify the piping associated with gauge and DP transmitter applications. Our product range has expanded dramatically to include almost every conceivable primary and secondary valve application. This includes our patent pending stabilized connector system and other innovative products for offshore and onshore hydrocarbon production and processing.



### **Bestobell Steam**

Bestobell Steam created the unique Delta Element steam trap over 40 years ago to correct two age-old steam trap problems that cause lost profit: steam loss and trap failure. Since then, Bestobell has expanded its’ expertise and now offers a complete line of steam system solutions, including steam traps, float and thermostatic traps, thermodynamic disc traps, leak detectors, condensate return pumps, line strainers, as well as a host of complementary steam specialty products. Whether in the market for low pressure tracing lines, high pressure process applications or reliable heat exchangers, Bestobell has the solution and guarantees three years operation with no live steam loss.



## MARKETS SERVED

Richards Industries' products control the flow and pressure of liquids and gases throughout the industrial process industries.

These include end-users and OEMs in the following markets:

- Oil and gas
- Hydrocarbon processing
- Chemical
- Power generation
- Pharmaceutical, biopharmaceuticals and cosmetics
- Food and beverage
- Pulp and paper
- Water resources
- Primary metals
- Commercial and institutional facilities
- General industry



## STANDARDS AND TESTING

Richards Industries routinely manufactures and tests its products to the most demanding customer specifications and recognized national and international industry standards. The latter includes:

- |                           |           |       |
|---------------------------|-----------|-------|
| • ANSI                    | • FDA/USP | • IEC |
| • API                     | • ISO/DIN | • EN  |
| • ASME, ASME BPE and 3-A® | • MSS     | • FCI |
| • ASTM                    | • NACE    |       |

Employing a comprehensive menu of testing and inspection protocols, Richards Industries consistently meets and exceeds customers' quality assurance expectations. These procedures and methodologies include:

- Water, steam and gas flow test loops
- High pressure hydrostatic and proof pressure testing
- High sensitivity and helium leak testing
- Elevated temperature and cryogenic test facilities
- Lapping capabilities to light band flatness
- Dedicated dimensional and surface finish inspection facilities with CMM and NDE equipment
- Force and torque/cycle test equipment





## **RESPONSIVE AND LEAN**

Efficiency and quality drive all Richards Industries' engineering and manufacturing operations. Whether it's a modification of an off-the-shelf product or a custom design, Richards Industries' engineers are armed with the latest design and modeling technologies. For customers this means quick, cost effective solutions to their valve or regulator needs.

Lean manufacturing permits routine, rapid shipment of product. Approximately 60% of the Richards Industries product line, which consists of almost 14 000 separate parts, can be built, tested and shipped within 36 hours of receipt of order. Same-day deliveries are not extraordinary.

Richards Industries works diligently to further extend its manufacturing leadership. Machine tools and associated technology are constantly being upgraded to achieve the fastest possible response time to customers' needs. State-of-the-art multi-tasking machines, unmanned machining centers and automated weld lathes add further to quality and efficiency.

Quality and efficiency gains resulting from responsive engineering and flexible manufacturing equal improved customer satisfaction.

### ***Achievements and Awards***

Richards Industries commitment to quality and efficiency has been recognized through the following industry achievements:

- Governor's Export Award – 2005
- Flow Control Magazine – “Innovation Award Winner” – 2007
- Manny Award – Best Place to Work – 2007
- Manny Award – Biggest Breakthrough – 2008



# RICHARDS INDUSTRIES

Richards Industries is the parent company of five distinct industrial product lines:

- ***Jordan Valve*** – Pressure and temperature regulators; pneumatic and electric control valves
- ***Marwin Valve*** – Ball valves and automated products
- ***Hex Valve*** – Instrumentation valves and manifolds
- ***Steriflow Valve*** – Sanitary regulators, control valves and steam traps
- ***Bestobell Steam Traps*** – Steam traps and steam specialty equipment

Our global network of representatives and distributors is our customers' most valuable resource. With over 200 representatives throughout the world, there is a local rep who will provide hands-on assistance with your application.

**To learn more about Richards Industries and our products visit: [www.richardsind.com](http://www.richardsind.com)**

ISO 9001: 2000 certified