

# Bristol Metals LLC: Expanding pipe, tube and global portfolio



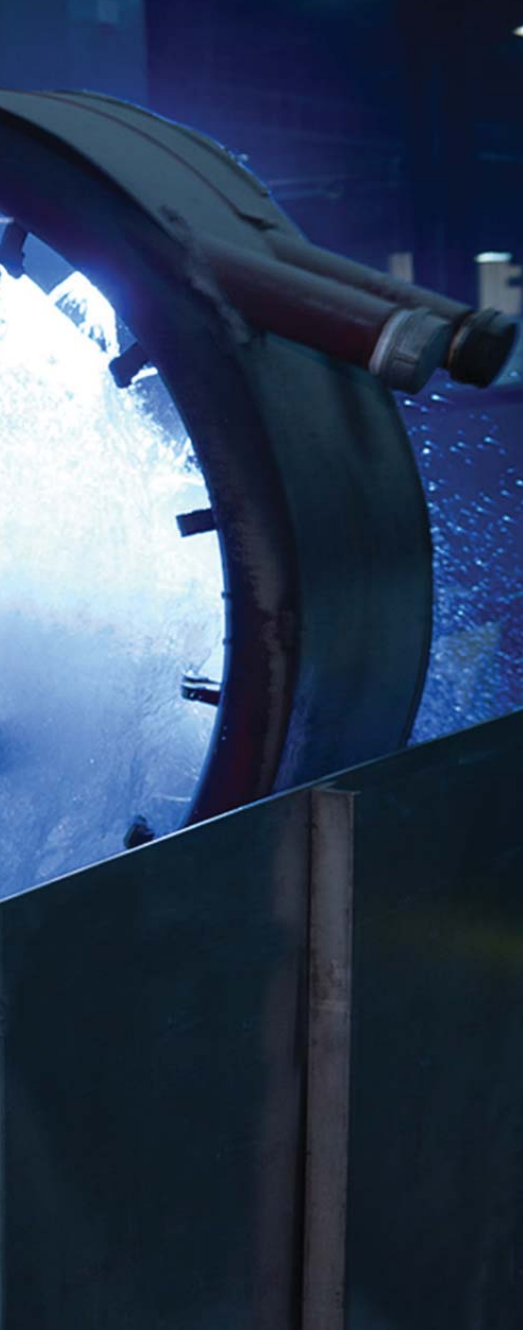
## Quality Certifications

- ISO 9001:2008
- PED 97/23/EC
- ASME NPT
- ASME U
- ASME S
- NSF-61, 372

Founded in 1941 and located in Bristol, Tennessee, USA, Bristol Metals LLC (BRISMET) is the largest North American manufacturer of welded stainless, duplex, super duplex, and nickel alloy pipe and tube solutions to demanding projects around the globe. In addition to offering clients both pipes and tubes in a diverse range of alloys, wall thicknesses and sizes, the company also performs an array of in-house manufacturing services, maintains stringent quality management systems and is committed to fulfilling even the most challenging customer needs. BRISMET proudly serves a wide variety of industries such as oil & gas, chemical & petrochemical, power generation and desalination, among many others. Its tubing products serve a majority of the same industries with specialized applications in HVAC, boiler, heat exchanger, evaporator and pharmaceutical products to name a few. *Stainless Steel World* had the pleasure of speaking with several members of BRISMET's management team including Mr. Kyle Pennington, President; Mr. Kris Epperson, Vice President of Sales; and Mr. Parker Sword, Manager of International and Special Alloy Sales about its new heavy wall press, its new Munhall, Pennsylvania facility and why global customers should choose BRISMET.

By Candace Allison





to manufacture products with wall thicknesses up to 3 inches (76.2 mm) thick. “We were able to manufacture up to roughly 1 inch (25.4 mm) in-house, but now with our new heavy wall press we are able to produce pipe with a wall thicknesses of up to 3 inches (76.2 mm). This takes us into previously untapped markets, such as certain areas of the chemicals oil and gas sector, as well as new applications. We have always been known as a diverse manufacturer of pipe offering a wide range of diameters and alloys. Now with the ability to produce heavy wall thicknesses we are, more than ever before, equipped to handle any of our customers’ requests,” he said.

### Tube capabilities

Along with equipment investments, another important way that BRISMET continues to develop its success is through acquisitions. Mr. Epperson detailed that on March 1, 2017 BRISMET, “purchased the stainless steel pipe and tubing assets of Marcegaglia USA.” BRISMET now operates two manufacturing facilities, one in Bristol, Tennessee and the other in Munhall, Pennsylvania. Mr. Epperson further explained that with the addition of the Munhall facility, BRISMET is now able to manufacture tubing in sizes it previously could not make and serve new markets and customers. “The Munhall facility includes 300,000 square feet of manufacturing floor space and approximately 150 employees. Both pipe and tube are produced at this facility with enhanced capacity to

service our domestic and international customers.”

Clients can now choose from tubing starting at 5/8 inch to 8” (15.9 mm to 203.2 mm) and wall thicknesses from 0.025 inch to .250 inch (0.64 mm to 6.4 mm) in a wide range of materials from stainless steel to duplex to nickel alloys. Mr. Epperson stated, “In addition to our pipe, BRISMET is now a true tubing manufacturer, making us the most diversified manufacturer of pipe and tube in North America, and definitely one of the leading producers in the world in terms of our production capabilities. This is where Bristol Metals sets itself apart from its competition.”

He continued to explain that with the new tubing capabilities of the Munhall location, BRISMET has been able to participate immediately in new international markets. For example, the company has found success in Asia, finding new customers who are looking for quality tubing solutions. Mr. Epperson maintained that this is not a unique circumstance as BRISMET’s acquisition and equipment investments have allowed the company to instantly go after new business, customers and markets.

### High quality products

BRISMET’s new tubing capabilities are a perfect compliment to the company’s existing product offerings and exemplify the manufacturer’s ever-growing product portfolio. BRISMET’s production range presently encompasses more than 40 high-performance alloys, diverse

In 2016 BRISMET ([www.brismet.com](http://www.brismet.com)) celebrated its 75<sup>th</sup> anniversary, which stands as a testament to the company’s success of providing customers with quality product solutions. For the first 23 years of business, BRISMET operated as an independent company until Synalloy Corporation ([www.synalloy.com](http://www.synalloy.com)) acquired it in 1964. Just a year later, BRISMET moved to its 70 acre site in Bristol, Tennessee, with 300,000 square feet of state-of-the-art facilities and equipment. About 200 employees work onsite at the Bristol facility.

### Heavy wall press

One of the many ways that BRISMET is able to maintain its success is by continuously developing and investing in its facilities and equipment. The company’s most recent investment has been a 4,000-tonne heavy wall press. Mr. Sword explained that the USD 5 million investment now allows BRISMET



The BRISMET headquarters in Bristol, Tennessee, covers 70-acres of land and comprises 300,000 square feet of state-of-the-art buildings and facilities.

## [ COVER STORY ]

pipe and tube diameters, extensive wall thicknesses and lengths of up to 60 feet (18.3 m).

Mr. Pennington elaborated on BRISMET's product offerings by stating that, "The majority of our manufacturing output is welded pipe and now tubing. Besides offering an extremely wide range of pipe and tubing sizes, wall thicknesses and alloys, we have the capabilities of meeting many non-standard dimensions that our existing and potential customers may be seeking. We are a very diversified manufacturer, with an extremely broad product offering."

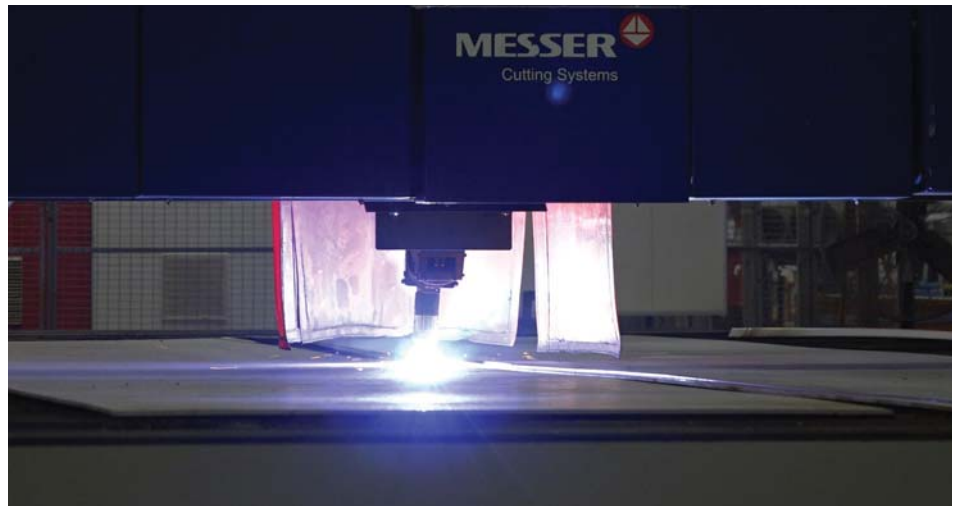
### Choice of alloys

Mr. Pennington continued to detail that BRISMET has supplied products for many large projects including the nuclear, chemical, mining, and LNG industries requiring corrosion and pressure-resistant products. "If someone is working on a project, regardless of magnitude, we are a good partner because of our successful track record. In other words, we provide complete solutions, not just a certain material or a very specific product. We work closely with our customers to establish a relationship and develop solutions to the challenges they are facing."

If a certain challenge happens to be material-based, BRISMET's stainless steel offerings include the 300-series such as 304L and 316L and other grades like 310S, 317L and 321. For the 304L and 316L materials the company keeps a large inventory, anywhere from ½ inch up to 36 inches (12.7 mm to 914.4 mm) per ASTM A312 and A358.



*In addition to its vast production capabilities the company maintains an extensive line of inventory.*



*Brismet recently installed a new plasma table to support our heavy wall expansion with superior cutting edge preparation and beveling capabilities.*

The company also maintains 2205 stock in size from 2 inches to 24 inches (50.8 mm to 609.6 mm). Other alloys that are available include super duplex, 6% moly grades (AL6XN and 254SMO), and nickel alloys, which can often be difficult to weld, form, and turn into pipe. Regarding nickel alloy welded pipe, Mr. Sword explained that with the company's many years of experience of manufacturing nickel alloy pipe, BRISMET is a very effective producer of these products. "Certainly when we look to export markets, we are a leading supplier of nickel alloy welded pipe to the international market. There are only a hand full of companies in the world that produce nickel alloy welded pipe and we are proud to say we are one of them."

### Global Reach

Since exporting BRISMET products is such an integral part of the company's

business strategy, Mr. Sword said that as an American manufacturer the company has to work hard to prove to customers that BRISMET's products can be supplied at competitive prices and with aggressive lead times. He maintained that international clients could greatly benefit from BRISMET's diverse product offering in both pipe and tube. He cited that one of the company's biggest challenges internationally is simply making more customers aware of BRISMET and its capabilities.

Mr. Pennington added, "We have an international sales and customer service department which caters to international customers in the same way as our domestic department does with American customers. We understand and realize that working abroad sometimes requires additional support, whether it be in terms of language, currency, specification review, logistics or any other extra requirement necessary to support the global market place." He continued to explain that BRISMET's international trade is far from limited to just shipping finished products to customers outside the United States. As an international company, BRISMET focuses on supporting customers in any of their needs after the products have been delivered.

### New Shanghai office

One of the ways the company has decided to expand its global presence is by opening a new sales office in Shanghai, China. Mr. Peter Wang, recently appointed as the Vice President of Asian Business Development, will help BRISMET grow its business



in Asia. Asian customers now have someone local to work with, who is in their time zone and well versed with the different countries and markets. Mr. Sword stated that the company's diverse product offerings are a great fit for the needs of the Asian market. BRISMET's strategy includes supplying products to nuclear, chemical, mining, petrochemical, oil & gas and Heat exchanger projects in China, Korea, Thailand, Singapore as well as other countries.

**International customer support**

In addition to the new Asian sales office, BRISMET also has a representative in Europe, Mr. Albert Wesselink stationed in Brussels, Belgium. Mr. Wesselink supports customers in Europe and the Middle East. Properly supporting overseas customers is always a concern. Mr. Sword explained: "We are growing our international team in order to better meet our international clients' needs. In addition to our Shanghai office and our European/Middle East representative, we have a dedicated international team at our Bristol, Tennessee headquarters to support the needs of the client such as project needs, quote needs, technical support and service requirements. We are always ready to respond to and handle any needs our overseas customers may have."

In agreement, Mr. Pennington gave his own compelling argument as to why international customers should choose BRISMET as the manufacturer of choice for their pipe and tubing needs: "I would make the same

case for choosing our company to a potential international customer as I would to a domestic customer. Just look at our resume and capabilities, our quality programs and our project partnering. We have a long list of high-end blue-chip customers who are in the critical-application markets we serve," he explained. "Many of these customers are global themselves and choose us because of our proven record, capabilities and our success in serving them in the past. These are exactly the reasons I would put in front of a potential international customer. We may be separated by water, but we have proven time and time again that we have the ability to deliver the product, work the logistical channels, the commercial arrangements and solve any problems, no matter what the destination. Our existing customers know that, which is why they keep returning to us."

**Strategic plans**

Mr. Epperson ended our discussion by detailing how everything that BRISMET has accomplished, its equipment investments, its acquisition and its new sales office, have all been strategic. There has been a lot of legwork done before each event but it has all been part of a well-thought out plan. He said that an important



*The new facility in Munhall means the product range for tubing starts at 5/8 inch to 8" (15.9 mm to 203.2 mm) with wall thicknesses from 0.025 inch to .250 inch (0.64 mm to 6.4 mm).*

part of the overall strategy is to complement all of the company's different groups, trying to accentuate strengths and find good fits for BRISMET's further production capabilities.

He asserted that BRISMET is always a good partner to approach, regardless of project magnitude or where in the world the client may be based. "We provide complete solutions. We work closely with our customers to establish long term relationships and to develop solutions to the challenges they are facing."



*BRISMET's production range presently encompasses more than 40 high-performance alloys, diverse pipe and diameters), extensive wall thicknesses and lengths of up to 60 feet (18.3 m).*

**Facts & Figures**

Company name:	Bristol Metals, LLC (BRISMET)
Active since:	1941
Global headquarters:	390 Bristol Metals Road, Bristol, Tennessee, USA 37620
Employees:	Approximately 350
Products:	<i>Pipe</i> Diameters from 1/2" to 144" (12.7 mm to 4 m); Wall thicknesses greater up to 3" (76.2 mm); lengths up to 60ft (18 m) <i>Tubes</i> Diameters from 5/8" to 8" (15.9 mm to 203.2mm); Wall thicknesses from 0.025" to 0.250" (0.635 mm to 6.4 mm) and lengths to 60 feet (18 m).
Alloys:	nickel alloys, duplex & super duplex, 6% moly grades, stainless steel,
Industries:	chemical, desalination, mining, oil & gas, petrochemical, pharmaceutical, power, process piping, heat exchanger, etc.
Website:	<a href="https://brismet.com/">https://brismet.com/</a>