

# Contractor Pain-Point Management

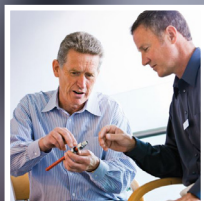
## YOUR PAIN POINTS | OUR SOLUTIONS

- ✓ Your workforce is retiring or lacks certain critical skills.
- ✓ You're constantly running out of key Swagelok products.
- ✓ You struggle to stay within project specs.
- ✓ You're worried about unsafe labor practices.
- ✓ You encounter sudden unplanned project changes.
- ✓ Your project budget is unexpectedly slashed.
- ✓ Your job-site or facility is running inefficiently.

We know that our contractor customers are expected to do more with less, so we offer customized attention around your project across our organization (world-class customer service, sales, and shipping support). You're dealing with limited resources, tight deadlines, and more. Let us help with labor support, on-site inventory and local availability, and subject matter experts who will help provide your team with necessary training and tools.



PREMIER  
PRODUCTS



CUSTOMER  
TRAINING



ENERGY  
EVALUATIONS



LOGISTICS &  
SUPPLY CHAIN



FABRICATION  
SERVICES



HOSE  
ADVISORY



EQUIPMENT  
RENTALS



# Presenting our Contractor Pain-Point Management Program

## Labor Management

Utilize our expertise in Fabrication Services including Design Assistance, plus Swaging, Bending, Orbital Welding, Coiling, Kitting, and much more. We can create simple assemblies to large complex panels!

## Inventory Management

On-site, 24/7 availability - reduces delivery time & costs associated with maintaining inventory. Swagelok on-site regularly throughout Outages - essential for project preparation & collaborative stocking.

## Risk Management

Swagelok's comprehensive technical training can be customized per your needs - options available on-site or at one of our training centers.

## Energy Management

Achieve zero leakage through Swagelok's Energy Management Services by identifying gas system leaks at your facility. Our extensive report details leakage with suggested fixes to improve overall efficiency.



## The Swagelok Difference

**Globally**



Established  
**1947**

Yearly Revenues  
**\$2 billion**

Facilities  
**7 Technical Centers**  
**20 Manufacturing Sites**  
**225 Sales & Service Centers**

### Better by Design

Our reputation is for reliability. Swagelok developed the original two-ferrule tube fitting in 1947 and with 200 active patents worldwide.

### A Material Difference

Swagelok 316SS tube fittings are made from only high-quality raw materials, providing superior Chloride Stress Corrosion Cracking resistance, and can be used in engineered combinations.

### A Manufacturing Difference

Others can try to copy our methods, but they can't replicate our skilled operators, strict process control and complete traceability. Swagelok owns the manufacturing process from start to finish.

### Validated Performance

We are the only manufacturer who will validate and assess the performance of your fluid system through our on-site energy survey program.

### Safety and Installation

Work safer and smarter, keep up the latest fluid system technologies, with Swagelok's customer training and education programs.

# About Swagelok Alabama | Central & South Florida | West Tennessee

Swagelok Alabama | Central & South Florida | West Tennessee is the exclusive authorized sales and service center for Swagelok in the entire state of Alabama, Central and South Florida, West Tennessee, Puerto Rico, and parts of Mississippi, Arkansas, Missouri, and the Caribbean.

Our knowledgeable team of associates, technical expertise, and unmatched reliability are what make us a key provider of Swagelok products and services across numerous industries. We have a customized attention across our organization for all of your project needs - from our service and sales team to our shipping and logistics team - becoming a high performance resource for our customers.

Although we are an independent sales and service center, we have a very close relationship with Swagelok Company, promoting only Swagelok products in our exclusive geographic area. Our business information systems are directly linked to Swagelok Company, and through a series of internal training programs called "One Swagelok" we strive to meld our company cultures and share best practices.

Let us become your construction partner helping you with all your fluid management responsibilities - from high-quality product provision, to unique problem resolution through our custom fabrication services.

## Our Products & Services

- Fittings
- Valves
- Gauges
- Hose
- Regulators
- Manifolds
- Tubing
- Measurement Devices
- Filters
- Quick Connects
- Welding Systems
- Sample Cylinders
- Seal Support
- Logistics & Supply Chain
- Customer Training
- Fabrication Services
- Advisory / Evaluation
- Field Engineering
- Equipment Rentals
- Inventory Management
- Grab Sample Systems



# Swagelok Fabrication Services

## LET OUR RESOURCES BY YOUR RESOURCES

Swagelok Alabama | Central & South Florida | West Tennessee Fabrication Services refers to our expert capability to supply simple and complex assemblies using Swagelok products and other customer-specified components. We will guide you every step of the way, from the configuration to the execution phase. We also deliver solutions that can include automation and even third-party components.

### We Offer:

- Sub Assemblies
- Control Panels
- Instrument Enclosures
- Test Stands
- Panels
- Sample Systems
- Orbital Welding
- Analyzers
- Industrial Hoses
- Skid Systems

### Benefits to You:

- Decreased Labor Costs
- Expanded Production Capacity
- Increased Profitability
- 40+ Years Application Expertise
- Limited Capital Investment
- Materials Standardization
- Decreased Waste & Rework
- Engineering & Design Support
- Swagelok Quality and Warranty

