# Swagelok Differentiators

Two primary factors set us apart from our competitors: the quality of our products, people, and processes, and that we partner with our customers to offer an all-encompassing solution to a variety of your pressures. We are more than a components supplier – we are a solutions provider.

# Quality

The Swagelok Quality System ensures that the quality management system our business operates under follows the standards set by the International Organization for Standardization (ISO) and applied specifically to Swagelok's world-wide organization. The Swagelok Quality System requires objectives to be clear and measurable, people to be well trained, equipment to be properly maintained, processes to be consistent, and an implementation evaluation every three years by a third-party registrar. We want our customers to have the perfect experience with every product and all the services that surround the product - from quote and production to labeling and delivery.

Raw material traceability is an integral part of Swagelok's overall quality system throughout all phases of material receipt, manufacturing, processing, storage and delivery. All fittings are marked with the Swagelok name, material type, and trace identifier. Swagelok places multiple controls on the procurement of our most used 316 stainless steel from approved mills - from its elevated alloy chemistry to the inspection steps used to validate it. This material is unique to Swagelok and cannot be purchased by anyone else.

From start to finish, Swagelok owns the manufacturing process:

- We forge, machine, electropolish, weld, assemble and test in our own facilities.
- We use optimized top-of-the-line tools and machining methods across 20 production facilities.
- Our robust Reliability Excellence program keeps equipment running at optimum efficiency.

Our Limited Lifetime Warranty is a promise as strong as our products. Every Swagelok product is backed by this promise for the life of the product and demonstrates our relentless commitment to quality and our customers.

# Solutions Provider

We're changing because you're changing. With growing pressures like the retiring workforce, doing more with less, maintaining system health, and running your plant safely, we're here to help.

At Swagelok Alabama | Central & South Florida | West Tennessee, we have a passion for service. We aim to be your consultant and collaborator, which is why we offer several areas of support designed to address your business challenges. We're nearby, and we can do more for you. You have less time and fewer resources at your disposal, so you want more from your suppliers.

Swagelok is a leading developer and provider of fluid system products, assemblies, and services for the oil and gas, chemical and petrochemical, semiconductor, transportation, and power industries. We have more than 200 authorized sales and service centers in 70 countries and 6 continents, each focused on making business easy for the local customer. We are nearby and ready to help you with everything from choosing the right product to training. We can even build assemblies, panels and enclosures for you.

Each of our local authorized sales and service centers are closely connected to Swagelok and to each other. So, we can work with you at more than one location. Also, our corporate office is ready to back up our local associates with expertise and resources that only a global organization can provide.

## Services We Offer:













#### eProcurement

You have choices when you work with Swagelok. We can accommodate just about any procurement system that you employ.

## **Delivery and Inventory Services**

We'll make sure you have the right products on hand when you need them.

## **Product Selection and Guidance**

Let us help you order the right fluid system components for your system or application.

#### Fabrication and Assembly

Take fluid system assemblies off your to-do list. We can design and build them for you, using our own high-quality components, complete with testing and packaging - all with Swagelok's Limited Lifetime Warranty.

#### Training

Build essential skills among your staff – or grow their knowledge with advanced training. We offer customized training curriculum tailored to fit your needs and learning styles. We have the capability to train your workforce in many areas, from proper installation of a tube fitting to proper operation of an orbital welder.

#### **Evaluation and Advisory Services**

We can survey your site to evaluate and troubleshoot leakage, sampling systems, hose, steam systems and more.

Let us help solve your problems. We can be your consultant and collaborator to address your needs and be your fluid management partner with our knowledgeable team of associates, technical expertise, and unmatched reliability.

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