

1947-2022 | A FITTING LEGACY

75

Swagelok

We Celebrate
YOU During Our
Diamond Anniversary

For 75 proud and proven years, Swagelok Company has delivered the premium **products** and value-added **strategic support services** to keep you safe, highly productive, and profitable – no matter how challenging your market, operating conditions, or specific fluid-system applications.



We have a solid foundation for success: **The Swagelok Core Values** – through which we conduct our business, including:

CUSTOMER FOCUS:

By creating Value for you every interaction and transaction, we gain your trust and amplify the value of the Swagelok Company and brand.

CONTINUOUS IMPROVEMENT:

Our pursuit of new and even better ways to be a partner – not just a supplier – to you never ceases. Our recent introduction of Application Solutions such as Grab Sample Panels, Gas Distribution Systems, and Mechanical Seal Support Systems, is just our latest example of the depth of our technical expertise and commitment.

INTEGRITY:

We choose to always do the right thing with courage and character. No matter what the circumstance. No matter what the job. No matter what.

INNOVATION:

From our revolutionary two-ferrule tube fitting design that continues to provide unsurpassed results in virtually every application...to what's in our plans for your future productivity gains, we will not disappoint – in performance, in standing behind what we sell, and in being there for you in every way possible to make you safer and more profitable.

QUALITY:

You can always count on the leak-tight performance of our products; the thoroughness and worth of our support services; and, most importantly, the unrelenting passion of our people servicing your account.

RESPECT FOR EVERY INDIVIDUAL:

We welcome and appreciate the contributions of every Swagelok associate. We operate in a people-focused culture that measures company success by the success achieved by each individual. Fairness, trust, and connection are crucial elements in every employee's workday.

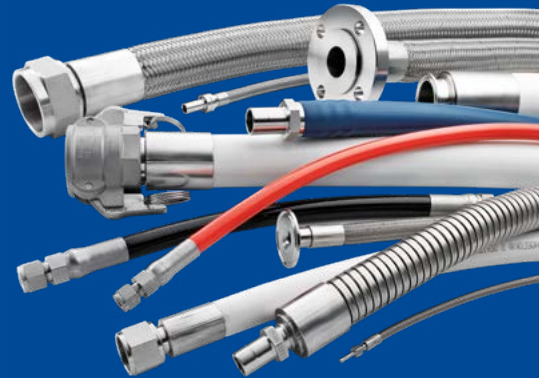
We are Values-Driven to Deliver Value!

Schedule Your Tune-up!



Our two certified Swagelok Hose Advisors, **Gary Osman**, Swagelok Field Engineer, and **Mike Gagel**, Safety Trainer, are ready to visit your facility or project site to evaluate your current industrial hose uses and practices. During their half-day survey, they'll look for and document:

- Broken Wires
- Abrasion
- Corrosion
- Ovality
- Motion
- Stiffness/Hardness
- Color Changes
- Cover Blisters
- Kinks/Flat Spots
- Leakage
- Improper Sizing
- Damaged Reinforcements
- Correct Type for Application
- Operating Conditions: Pressure, Temperature, Flow...
- Environmental Factors: Temperature, Humidity...
- Cleaning and Storage Practices
-and so much more!



Gary and **Mike** will also check out your Hose selection, sizing, and storage activities. Their extensive subsequent findings report will not only showcase your issues – but will offer expert guidance on how to remedy your potentially dangerous and profitability-draining problems.

To get on our Hose Advisory schedule,
please mail Gary at gary.osman@swagelok.com.

AT YOUR (Panel Design & Build) SERVICE

Our leading-edge Fabrication Shop is now your **Panel Shop!** With 5,000 square feet of floor space, a 5-ton overhead crane, a climate-controlled environment, dedicated swaging, coiling, kitting, bending, sawing, and orbital welding stations, and complete testing, inspection, cleaning, and packaging areas, we have the ideal capacity to support you if and when:

- You're short on overall manpower...
- Your instrumentation panel, enclosure, skid, or subassembly projects are taking too long, costing too much, or putting you at too great a risk...
- You lack the necessary machinery/equipment or specialized skills...
- Scrap, rework, high engineering costs, or other operational inefficiencies continually hamper your profitability...
- A premium, leak-tight, turnkey solution delivered as one part number makes financial and functional sense for you...



Depend on us for ultra-quality:

- Grab Sample Panels
- Seal Support Kits and Panels
- Gas Distribution Panels
- Purge Panels
- Manifolding for Multiple Gas Cylinders
- Regulator Changeover Manifolds
- Instrumentation Pigtails for Gas Pipelines
- ...and so much more!

And remember, we can now perform masterful tube bending up to 2" in diameter right at your jobsite!

IT'S THAT TIME OF YEAR

How can you ensure that your valuable Swagelok componentry is safely and properly installed? Simply register your maintenance technicians and mechanics for our various Mechanical Skills courses:

TUBE FITTING INSTALLATION/INSPECTION & TUBE BENDING SAFETY ESSENTIALS

ONE DAY

**BEST
VALUE**

Graduates depart with two Swagelok Certificates of Completion for your investment. Not to mention, they leave fully knowing how to pull up a fitting AND how to spot an improperly assembled one. Plus, participants learn how to bend tubing of different materials and diameters.

HOSE SAFETY ESSENTIALS

HALF DAY

Master how to correctly select, size, and store industrial hose per application. A series of in-class exercises demonstrate how our STAMPED methodology can assist you with Size, Temperature, Application, Media, Pressure, Ends, and Delivery considerations and decisions.

VALVE SAFETY ESSENTIALS

HALF DAY

Similar-type content to Hose Essentials, including how to apply the same selection acronym to valves.

ADVANCED TUBE BENDING

3.5 DAYS

Conquer the complexities of offsets, rolling offsets, segmented, parallel, and other tubing bends. We teach the traditional measure-mark-bend method and the Swagelok method for ultimate aesthetics and accuracy.

NO ONE OFFERS THE WIDTH, BREADTH, AND DEPTH OF OUR SAFETY TRAINING SERVICES:

- Our Trainer, **Mike Gagel**, authored much of the current Swagelok global training content.
- We provide ALL training materials, all classes: fittings, tubing, benders, manuals...
- We can bring our training directly to your site or project location.
- We can start/stop at your hours of convenience.
- We can spread your instruction over multiple sessions.
- All classes come with a complete money-back guarantee.
- All grads take home valuable job-related items.
- Our classes count toward Continuing Education credits.



LET US PROVE IT!

**Click here to view our brand-new
Swagelok Training brochure**

Or visit

pittsburgh.swagelok.com/en/services/training

COST-SAVING HINT: Consider combining our four-hour Hose and Valve titles for a full day of critical product instruction.

Instant Feedback = Longer-Term Improvements

We've incorporated a simple mechanism below our email signatures so that you can help us deliver an even better Customer Experience for you. All you do, after communicating with us by phone, email, text, or fax:

Click on the gray button under each associate's contact information. You'll be directed to a brief form that gives you the immediate opportunity to tell us just how well we addressed your questions, your challenges, your complaints, or your general inquiries.

All responses are then captured as part of our ongoing Continuous Improvement / Quality Assurance program...so that we can become a more trusted, dependable, easy-to-do-business-with resource for you in the future.

Your Voice today helps us deliver better Value tomorrow!

The image shows a business card for Gary Osman, Field Services Engineer at Swagelok Pittsburgh | Tri-State Area. The card is divided into sections: a blue header with the Swagelok logo, a white section with contact information, a blue section with services, and a white footer with a tagline and social media icons. A red-bordered callout box points to a gray button at the bottom left of the card.

Swagelok
Swagelok Pittsburgh | Tri-State Area

Gary Osman
Field Services Engineer
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Swagelok Pittsburgh | Tri-State Area
49 Meade Avenue, Pittsburgh, PA 15202

Premium Componentry | Custom Fabrication | Safety Training | System Evaluations | Tool Rentals

Your Local Swagelok Fluid-System Solutions Provider

To help us better serve you, [click here.](#)



Your Productivity – and Profitability – PARTNER

IF YOU'RE ASKING YOURSELF:

- *How do I replace the knowledge of my retiring workers?*
- *How do I better balance my resources to meet the ever-increasing demands on my business?*
- *How do I improve the accuracy and efficiency of my fluid systems?*
- *How do I keep my workers and facilities safe?*

Swagelok Pittsburgh | Tri-State Area has a vast array of trusted, proven, and cost-effective solutions – supplementing the premier, leak-tight componentry we supply you – to help relieve your most challenging system and operational pressures:



Fabrication



Our **Custom Design and Build Fabrication** technicians are fully certified by Swagelok Company, thus all their work is covered by the Swagelok Limited Lifetime Warranty. From complex instrumentation panels to simple assemblies, our service will help you substantially slash waste, scrap, and rework costs – while enabling your staff to concentrate on more pressing tasks.



Training



We offer unparalleled **Technical and Safety Training** – Tube Fitting Installation and Inspection, Tube Bending, Advanced Tube Bending, Valve Essentials, Hose Essentials, Sampling System Maintenance, Orbital Welding. We teach your technicians, new hires and veterans, how to do things safely and correctly...easing your overall worries, downtime, and expenses.



Survey



We can conduct extensive **Audits of Your Fluid Systems** to check for leaks, improper installations, and other inefficiencies that are negatively impacting your Bottom Line and, potentially, putting your workers at risk. We can also do the same for your **Industrial Hose Usage:** evaluating your current selection, sizing, and storage practices to help boost system performance.



Rentals



We lease, by the day, week, month, or project length, genuine **Swagelok tools:**

- Hydraulic Swagers
- Orbital Welders
- Benchtop Tube Benders
- Electric Tube Benders
- Coning & Facing Tools

FINEST IN THE FIELD

(FOURTH IN A SERIES)

Customer Challenge:

Too much scrap, too much downtime, and pressing deadlines prevented a major Pipeline account from realizing expected profitability when making exceptionally tight $\frac{3}{4}$ " tube bends between two heavy-wall pipe connections.

OUR SOLUTION:

We brought our Swagelok Tube Bending Safety Essentials class content to the worksite – after we met with the job supervisor to fully understand what his team needed/wanted to accomplish in the field. From that collaboration, we added our manual benchtop tube bender instruction to the onsite course, thus helping our customer better make expert, accurate bends beyond $\frac{1}{2}$ ". Plus, we taught them how to make proper bend angles so that they could cut back a piece of tube to ensure correct fit on short tubing runs.



BOTTOM LINE:

Customer completed work on time, on plan, and on budget... while gaining the necessary skills to make complex large bends here forward.

Built Better to Last Longer

From our carefully researched capital equipment purchases to the comprehensive safety and skillful training received by each associate who mans such machines, we strive for zero customer disappointments. Plus, our raw material traceability is integral to the overall Swagelok Quality System: material receipt, processing, storage, and delivery – so that we know exactly what lot of material makes up a part and precisely which components are within an assembly.

WHY SWAGELOK?

It's as easy as 1, 2, 3:

1. We forge, machine, electropolish, weld, assemble, and test in only our facilities
2. We employ only optimized top-of-line tools and machining methods across global production
3. Our robust Reliability Excellence program keeps equipment running at maximum efficiency



SWAGELOK PITTSBURGH | TRI-STATE AREA ***ASSOCIATE PROFILE***



***SCOTT
BANFIELD,***

**FIELD SALES
REPRESENTATIVE**

Scott, a New Jersey native who's been with us for over 10 years, is our Field Sales Representative for Central and Northern Pennsylvania, including some of our area's major Gas Refining and Railroad customers. Before joining Swagelok Pittsburgh | Tri-State Area, this 1995 Marketing graduate of York College ran a custom wood shutters business near Philadelphia.

"My work-related passion is to develop meaningful relationships – to earn a customer's trust as a true partner – as we jointly assess current and future applications to find safe, productive, and efficient solutions. I also enjoy working closely with faculty and student researchers at a large university in my territory. I'm always amazed at the depth of their fluid-handling inquiries."

Scott and his wife of 21 years, Jennifer, are the proud parents of 16-year-old Autumn. The family resides in Boalsburg, near State College.

Just a few of Scott's numerous hobbies: fly fishing, backpacking, canoeing, skiing, and mountain biking. He's also an avid fan of live music events.

CONTACT US

412.761.3212 OR 412.439.1706
PITTSBURGH.SWAGELOK.COM

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