

People are talking about us... *in the best way possible!*

Second in a Series...

Since 1947, Swagelok leak-tight, ultra-reliable, premium-quality **Components** and value-added **Strategic Support Services** have delivered unparalleled safety, economy, and performance in the most challenging fluid-handling applications.

PART TWO:

Our (Latest) Productivity-Boosting Customer Success Stories:

1

A major Research & Development lab was losing expensive argon and nitrogen from its gas storage and delivery systems. Utility costs were skyrocketing. Overall process efficiency was negatively impacted as well.

Swagelok Fluid-System

Advisors were summoned to evaluate a large portion of the site's lines. Employing cutting-edge ultrasound equipment, our crew quickly found the most egregious problem points. We issued a comprehensive report that not only detailed the issues, but provided proven and trusted recommendations to fix the 13 large leaks that were costing our customer the most money. In all, we helped save the lab more than \$10,000 in yearly gas losses.



2

A Power/Water Utilities resource wasn't certain its hired contractor was properly and safely installing the site's new fluid systems.

Swagelok Energy-Loss

Experts performed a lengthy audit after the contractor completed its first round of work. Sure enough, we spotted some \$76,000 worth of repairable leaks at the power plant – and another \$150,000 of the same issues at the water facility.



NOTE: We are always willing and able to advise you, too... especially before you begin your project to ensure safe, leak-tight, and ultra-reliable connections.

3

An Oil and Gas account had a significant problem: A stainless steel 316 fitting had been intermixed with a 2507 material tube during a site turnaround. Worker injuries resulted. An internal investigation showed maintenance technicians were never properly trained how to safely install fluid systems. In addition, the high-pressure and low-pressure tube fittings used onsite were so similar, there was mass confusion around exactly what hardware could be swapped.

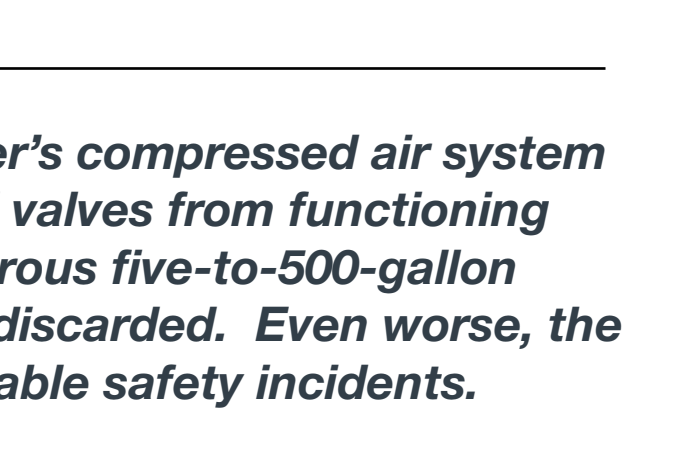
We replaced all existing high-pressure and intermixed styles with genuine **Swagelok FK-Series Tube Fittings**. We then provided expert installation and overall technical support – including our renowned, all-day Tube Fitting and Tube Bending Safety Essentials course – to absolutely ensure that all affected staff knew exactly how to correctly pull up tube fittings. In all, we were credited with dramatically improving site safety, efficiency, and productivity.



4

A large pump and compressor OEM for the Mining, Chemical, and Power Generation industries sought to find check valves for panels that would guarantee stable and reliable compressor operations in extremely harsh industrial environments.

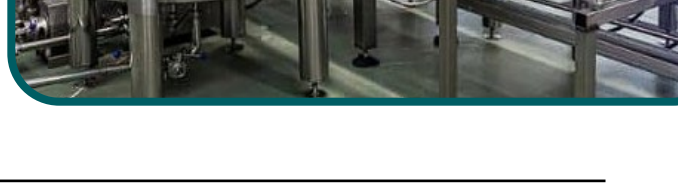
Our **Design & Build Team** was contracted to not only recommend the ideal valves, but to also completely assemble the panels, each with five manifolds and 20 overall connections. To date, our panels and componentry have a virtually leak-free record, no matter how challenging the varying operating conditions.



5

Issues with a Dairy Producer's compressed air system prevented the site's control valves from functioning properly. As a result, numerous five-to-500-gallon product batches had to be discarded. Even worse, the location had several recordable safety incidents.

Swagelok Fluid-System Evaluators visited to audit the plant's air and pneumatic valve control systems. Some 200 substantial issues were quickly identified, costing our customer more than \$16,000 worth of yearly utility losses. Our surveyors issued a report that detailed exactly where to make the repairs that would lead to immediately enhanced safety and performance.



6

A local Refinery needed to reign in excessive time, expenditures, and efforts in its quest to control Volatile Organic Compound emissions. The site's pumps, each with highly complex seal systems with multiple pipe connections/joints, were leaking at an unacceptable, unprofitable rate. Maintenance labor and costs were negatively impacting overall productivity.

Swagelok Customized 4" and 6" Extended Male Connectors were substituted for the pipe joints, enabling one-piece linkages between the gland and the tubing run – thus, through the employment of one fitting, eliminating numerous potential leak points.



7

A nearby customer was faced with a very dangerous and totally inefficient nitrogen blanketing system that exposed flammable substances to oxygen while also releasing volatile compounds into the air. Worker safety was jeopardized, not to mention the many times alarms were set off to shut down the plant.

Our **Energy-Loss Experts** conducted a gas-detection survey that identified the areas most vulnerable to catastrophic leakage. Our subsequent report – with precise details on what to repair first and how – saved the site more than \$18,000 in nitrogen in the first year alone.



8

An environmental OEM took on a project that required several premium-quality, leak-tight nitrogen purge panels. However, the designing and building of such assemblies, including the selection of ideal componentry best suited for the application, were not core competencies of our client.

We were called in so our customer could deploy its limited resources to more pressing (and familiar) parts of the overall scope of work. Our **Instrumentation Panels**, with minimal threaded connections, drastically reduced leakage potential, greatly enhancing the efficiency and effectiveness of the ultimate end user.

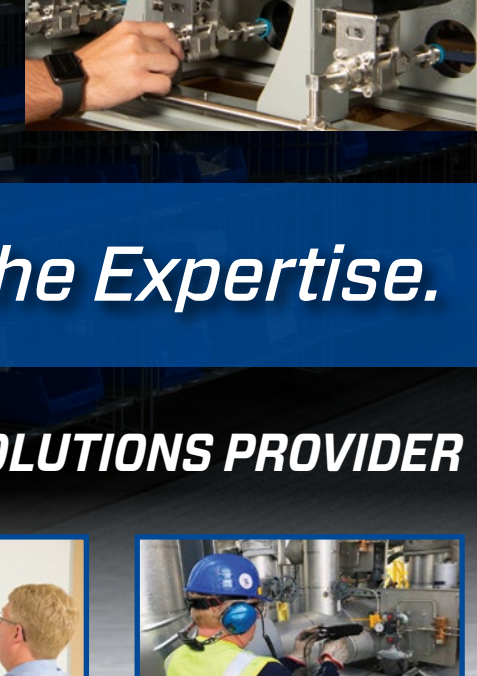


Put our team alongside yours



WE DELIVER DIFFERENCE-MAKING SOLUTIONS:

Products | Strategic Support Services | Application Know-How



Industry-Best Componentry

Masterful Custom Fabrication

Expert Safety Training

Extensive Energy Evaluations

Unparalleled Application Knowledge

Comprehensive Hose Advisories

Proven Inventory Management Support

Genuine Swagelok Tool Rentals



WE CAN HELP YOU SAVE TIME, MONEY, AND WORRY: