

TAKE US AT OUR WORD(S)



Presenting the

SWAGELOK WORD CLOUD

...the essential/core terms by which we promise to conduct our business to help ease your escalating pressures of knowledge/skill loss, doing more with less, and maintaining optimal operational efficiency and safety.

At Swagelok Pittsburgh | Tri-State Area, we have one primary goal: That you, our valued customers, think of us as your trusted total fluid-system **Solutions Provider**. With that aspiration, however, comes the ongoing responsibility to deliver far more than simply the world's leading brand of componentry – precisely when and where you need it; we must continually evolve our vast portfolio of supplemental Strategic Services – from expert Custom Fabrication and Design, to comprehensive Technical Training, to extensive Energy-Loss Evaluations and Hose Advisories, to proven Inventory Management offerings, and so much more – that will most positively and sustainably impact your site safety and Bottom Line.

WE WILL NOT DISAPPOINT. YOU HAVE OUR WORD(S) ON IT.

Some Basic Truths ABOUT OUR CUSTOM FABRICATION SERVICES

- 1 We can expediently, efficiently, and expertly design and build instrumentation panels, enclosures, skids, simple assemblies, and sub-assemblies to help you get more out the door faster and within budget – with all such work fully warranted by Swagelok Company.
- 2 We can help you drastically reduce scrap, rework, and other operational inefficiencies.
- 3 We can deliver a turnkey fabricated solution as a single part number, including standardized instrumentation mounting kits.
- 4 We will work collaboratively with you every step of the project, initial inquiry through delivery.
- 5 We can now perform masterful tube bending up to 2" in diameter right at your worksite.
- 6 We have dedicated bending, swaging, coiling, welding, and kitting stations within our state-of-the-art, 5,000-square-foot, climate-controlled Fabrication work area.
- 7 We provide complete testing, inspection, cleaning, and packaging services.

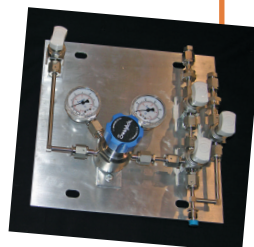


CALL
Gary Osman,
our Applications
Engineer, to schedule a
Swagelok Pittsburgh
| Tri-State Area
Fabrication Center visit:
412.463.1757

NOW YOU KNOW

Swagelok Pittsburgh | Tri-State Area

is set up to quickly and expertly build **gas regulator point-of-use panels**. Our work will yield minimal scrap; plus, we will deliver the correct size of regulator, particularly critical in low flow/low pressure systems. In addition, we offer modular designs so that you can seamlessly connect panels as more bulk gas lines are incorporated into your fluid system.



FREE BROCHURE

Ask your local Swagelok Account Manager or email rudy.frank@swagelok.com for your FREE copy of our brand-new **Fabrication Services** brochure – packed full of details regarding our Fabrication Team, Fabrication Work Commitment and Promise, Work Process, Facility, and Proud History of Customer Successes!



STRENGTH on the INSIDE

The old adage that “it takes a team” has never been more true than at Swagelok Pittsburgh | Tri-State Area. Our three **Customer Service Representatives** work hand-in-hand with our Account Managers to ensure that, in every and any capacity, we always have your fluid-system needs adequately covered, no matter how challenging your application or urgency. Our CSRs are continually trained on Swagelok products and processes so that you can fully trust their tooling recommendations to substantially improve your project safety and performance.

Char Konzier...

has been an integral member of SP-TSA for almost 40 years. In her lengthy Swagelok career, she's also supported our Quality Assurance, Technical Service, and Purchasing functions. She and her husband, John (“Diddy”), have three children and two grandkids. Char loves spending time with her family and “any day on any beach.”

Grace Steele...

recently celebrated her eighth year with us. Prior to joining SP-TSA, she was Operations Manager at the Warrendale branch of Victraulic, a valves and fittings maker and supplier. Grace and her husband, George, are kept busy by four grandchildren and spending time in their garden.

Molly Schweitzer...

a three-year SP-TSA veteran and a former paralegal, is wife to Zach and mother to Sydney....with a second baby on the way. She's a proud University of Pittsburgh graduate who enjoys music, her two dogs, and a pet iguana.



Char Konzier



Grace Steele



Molly Schweitzer

Char, Grace, and Molly: The behind-the-scenes counterparts to your everyday Swagelok contact – helping us bring you a genuine “team” approach to address and solve even your most complex fluid-system problems.

MORE FROM YOUR LOCAL SWAGELOK INDUSTRIAL HOSE PROS

In the past two issues of FLOW, we've provided proven Swagelok tips to protect and extend the service life of your hoses; storage recommendations; and overall selection criteria. We've also told you about our new half-day **Hose Essentials** technical training class and no-cost, comprehensive **Hose Advisory Service** – both of which will dramatically improve your hose-related safety, productivity, and cost-effectiveness.



Also, all Swagelok Hoses are thoroughly tested to validate:

- Room Temperature Burst
- Static Bend Radius
- Dynamic Bend Radius
- Permeation
- Hot & Cold Elevated Temperature Burst
- Vacuum

And, all Swagelok hoses are...

- ...assembled by certified Swagelok associates
- ...assembled according to controlled standard work documents
- ...assembled on robust and 100%-accurate equipment
- ...calibrated using very strictly regulated measuring devices
- ...backed by the Swagelok Limited Lifetime Warranty

Plus, Swagelok Company...

- ...conforms to a recognized quality Hose Assembly system
- ...demands complete criteria and inspections logs when receiving bulk hose
- ...employs disposition procedures for non-conforming bulk hose
- ...performs multiple tests to verify hose assembly performance
- ...documents procedures and quality-control requirements for bulk hose end-connection assemblies

READ ALL ABOUT IT!



Alternative Fuels



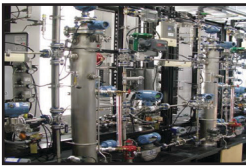
Chemical & Petrochemical



Food & Beverage



General Industrial Construction



Instrumentation



Oil & Gas



Power Plants



Power



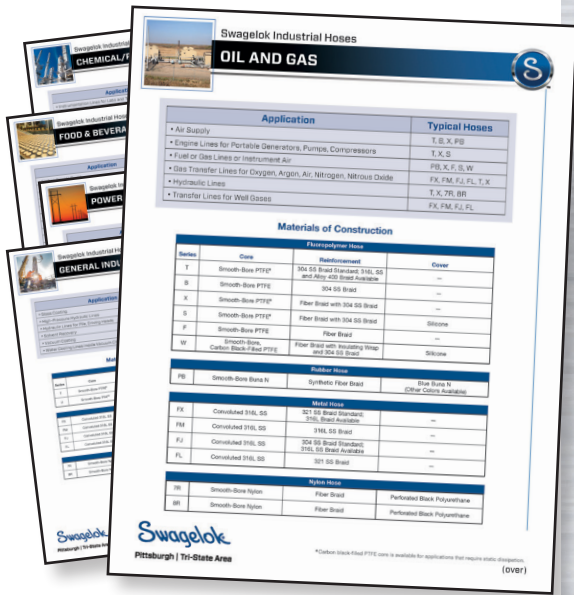
Research & Development



Ultra-High Purity

CALL 412.761.3212
FOR YOUR FREE COPIES OF
SWAGELOK HOSE COLLATERAL
FOR YOUR SPECIFIC INDUSTRY!

Each piece provides a complete listing of all relevant Swagelok hose options, by Core/Reinforcement Layer/Cover, for the most common applications within your particular market. Complete Working Pressure and Temperature Range information is also included for each listed hose.



SNEAK PEEK: VALVE ESSENTIALS TECHNICAL TRAINING CLASS

A huge Thank You to Kennametal Inc., makers and marketers of premium-quality turning, milling, and drilling products and related accessories/services for the global Automotive and Aerospace (among other) industries, for serving as our test audience for Swagelok's new four-hour Valve Essentials technical training course. We still have a few bugs to work out before we can formally launch the program, but, thanks to several Kennametal engineers and maintenance technicians, we're ever so close! Stay tuned for more updates via our monthly email blasts.



Our Promise:

In each and every customer engagement and interaction, no matter how challenging your application or operating conditions, we will deliver premier-quality Swagelok Fluid-System Product Solutions and value-added Strategic Services that will make you safer, more productive, more efficient, and more profitable.



CONTACT US

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