

OPTIMIZE YOUR FLUID-SYSTEM EFFECTIVENESS & EFFICIENCY

Swagelok Pittsburgh | Tri-State Area can help you significantly improve plant or project safety, get more out the door faster, and reduce overall operational costs – all with less downtime and without adding more tasks to your already-full workload.

Trusted advice for Site Managers and Engineers:

1. Create a roadmap of your facility's compressed air or gas lines that prioritizes which leaks to fix first, by size/severity and cost of lost media. For example, argon is far more expensive versus air. So, even if you have more, and larger, air leaks, it would make best financial sense to address your argon loss first.

STEP 1: Request a Swagelok Energy Evaluation of a percentage of your lines. We thoroughly examine your tube/pipe, valve, and other componentry connections to record and classify leaks. Our resultant, in-depth report then details precisely WHY you have such leakage, whether due to improper installation methods or poor system design.

STEP 2: Enroll your Maintenance Technicians in our comprehensive, hands-on Tube Fitting Installation & Tube Bending Safety Essentials class that teaches best safety and performance-enhancing fluid-system practices.

2. Make certain that you have the right products for your application. If you're frequently repairing or replacing a component, perhaps it's not designed for what you're tasking it to do; or it's not constructed of the proper materials; or it simply cannot deliver your expected service life potential.

STEP 1: Take into account ALL operating conditions within your fluid system, including temperature, pressure, ambient conditions, process fluids, and vibration, before evaluating and choosing which fittings, valves, gauges, hoses, and tubing will work best for your design specifications.



STEP 2: Realize you may have to make future strategic system adjustments to further slash maintenance-labor costs. Don't enable a single valve to become a major drain on your site's resources and productivity.

3. Simplify your system design. Ordering too many individual components, each requiring a separate part number, equals massive inefficiency in your procurement process – and in your system design and assembly operations.

STEP 1: Consider our fully fabricated solutions, whether adding end connections to industrial hoses or building large, complex panels, that are delivered as one part number for easy acquisition and uniform plug-and-play installation throughout your facility.

STEP 2: Involve our Applications Engineer to assist you with assembly design. He's specially trained and certified to provide you expert product-selection-and-deployment advice for even your most challenging requirements.

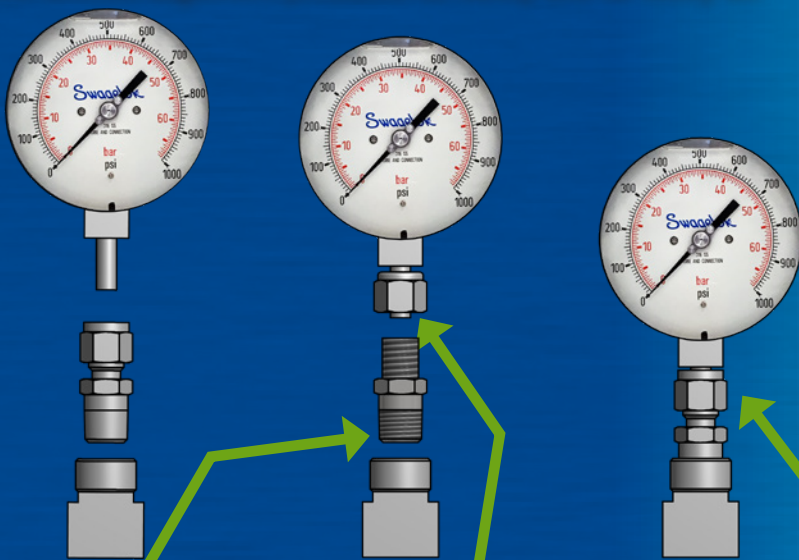
4. Always expect the unexpected. Equipment failures happen – causing often lengthy delays that drastically impact profitability.

STEP 1: Stash a supply of spare parts on-site, especially those that are process-critical and have long delivery lead-times.

STEP 2: Explore Industrial Vending for fully automated accountability and visibility around your Swagelok componentry investment OR a more traditional, routine **Vendor-Managed Inventory** procedure that would free up your staff for more urgent tasks. Either program ensures that you'd never run out of critical Swagelok products at an inopportune time.

Dialed in for ULTIMATE PERFORMANCE

Swagelok Industrial and Process Pressure Gauges deliver unparalleled accuracy while monitoring vacuum and positive system pressures up to 15,000 psi, 1000 bar, or 100MPa. **And when employed with our tube fittings and tube adapters**, our gauges solve difficult alignment problems as safely and as easily as:



1
Fully tighten the male connector.

2
Install a Swagelok adjustable gauge with pre-swaged nut and ferrules in proper orientation.

3
Tighten the nut an additional 1/4 turn from "snug" to achieve a leak-tight seal.



Best of all, there's virtually no chance to damage the gauge!

- All Swagelok Gauges are factory-calibrated and pressure-tested.
- Available with a wide variety of end connections (in addition to Tube Adapters).
- Constructed of stainless steel and reinforced thermoplastic.
- Order unfilled or liquid-filled.
- Sizes: 40, 50, 63, 100, 115, and 160 mm dials.
- Styles: General Purpose, Solid-Front, Miniature, Low-Pressure, and more.

For a complete read on why genuine Swagelok is the global fluid-system industry's most reliable brand of componentry: pittsburgh.swagelok.com/en/Products

ASKED AND ANSWERED

Thanks to all who completed and returned your 2019 Swagelok Global Customer Survey! Your much-appreciated, thoughtful responses are exactly the feedback that will help us, as your local Swagelok Fluid-System Solutions Provider, better serve you.

Here's how you rated us across multiple categories and criteria:

Product Deliveries & Overall Customer Support

...provides accurate product deliveries: **99%**
...provides knowledgeable after-sale customer service: **80%**
...responds to my inquiries and requests in a timely manner: **81%**

Technical Expertise & Application Support

...offers/recommends products to keep workers safe: **89%**
...proactively offers solutions to address my challenges: **63%**
...offers relevant alternative solutions when necessary: **65%**

Valued/Valuable Partner

...possesses the ability to meet or exceed my business needs: **76%**
...is a company I can trust: **88%**
...educates us on ways to more effectively run our business: **81%**



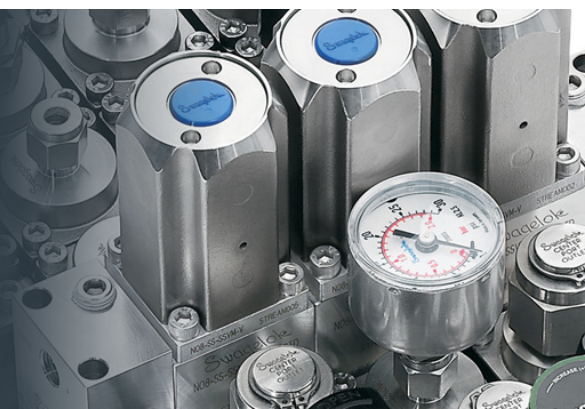
We are fully committed to improving this year's scores – and helping you, via our vast array of premier Products and value-added Strategic Support Services, relieve your fluid-system pressures!

ATTENTION

SAMPLING SYSTEM TECHS AND MAINTENANCE PERSONNEL!

Swagelok's world-renowned two-day Sampling System Problem-Solving & Maintenance Training course is being held in the Philadelphia area, December 9-10, and again on December 11-12. Students will gain a better understanding of sample system components and how those products function within a system. In addition, you'll learn sample conditioning techniques and how to diagnose, troubleshoot, and fix sample system errors.

But hurry – space is limited! For complete pricing, logistics, and event details, contact: rudylfrank@swagelok.com or 412.439.1706 today.



PROBLEMS SOLVED... AS EASY AS 1-2-3

Two recent severe application challenges showcased Swagelok Pittsburgh | Tri-State Area's promise to always live up to our "We're Your Fluid-System Solutions Provider" marketing claim:

Our Chemical customer was plagued by multiple hose-kinking issues that were causing exceptionally loud pump noise in the facility's main Reactor Room. We:

1. ...conducted a multi-faceted Swagelok Hose Advisory that dispensed easy-to-follow, expert recommendations and instructions on how to fix – and avoid – such kinking problems, thus dramatically reducing pump noise levels, and overall hose stress, throughout the site.
2. ...shared Best Practices for Hose safety, selection, sizing, routing, and storage, per application.
3. ...assisted Chemical Lab personnel on how to set up a routine Hose Maintenance schedule.



A Power account's boiler feed water pump seal support system leaked excessively due to extreme vibration, thus causing frequent operational failures and costly downtime. We:

1. ...reverse-engineered new cooling and flushing In/Out lines to eliminate leak-prone threaded and welded connections...thus drastically reducing pump vibration.
2. ...presented a pre-fabricated Installation Work Package that incorporated a Swagelok small-bore bundle of premium tube fittings, bent tubing runs, pre-assembled subsystems, and metal-core hoses – saving substantial on-site labor time, money, and risk.
3. ...advised facility's maintenance technicians during actual implementation and subsequent pump conversions.



Let us help you overcome your most daunting fluid-handling difficulties and dilemmas, too: <https://pittsburgh.swagelok.com/en/Services>

SWAGELOK PITTSBURGH | TRI-STATE AREA ASSOCIATE PROFILE



MEET JANICE GATT

A 12-year US Army Lab Technician – who also sang in the Army's Soldier Show during tours in Europe, Texas, Washington State, and Colorado – this Long Island native has served as our Controller and Human Resource Manager since 2012. Her daily duties include Accounts Payable and Receivable, Cost Accounting, Payroll, and a host of other Financial responsibilities. In addition, she coordinates all company benefit plans and is the administrator of our 401K Plan and HR Information System.

Janice and her husband, Rob, a Senior Software Designer at Session M, are wine and hockey enthusiasts and the proud parents of three beautiful dogs: Lenyx, a Lab mix, 7; and Golden Retrievers, Samantha, 3, and Stanley, 8 months. In their leisure time, the family enjoys long walks and hanging out with friends.

Pass by Janice's office at any given time, and you might just hear a tune by fellow New Yorker Billy Joel!

CONTACT US

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[PITTSBURGH.SWAGELOK.COM](https://pittsburgh.swagelok.com)

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