

Our Designs are on **YOUR ULTIMATE** Fluid-System Performance.



**DID
YOU
KNOW:**

25% of your **Swagelok Pittsburgh | Tri-State Area** associates are certified **Engineers** – enabling us to deliver proven, trusted, and superior Technical Support to help solve even your toughest application problems... fast, effectively, and efficiently!

From our President, through our Fabrication efforts, to leadership of our Operations, Quality, and Sales functions, we're an Engineering-driven, customer-first organization that's relentlessly dedicated to providing you unparalleled fluid-system design, process, and performance expertise.

Meet **Your ENGINEERS:**



Greg Hines, President
BS, Mechanical Engineering
Ohio University

"Our respective Engineering backgrounds and educations enable us to construct a roadmap that strengthens and builds upon our world-class products, services, and customer service, while also expanding our capabilities to help solve customer application and operational challenges.

Bottom line: Our primary goal is to bring the 'right' ideas and solutions to our customers at just the 'right' time."



Gary Osman, Applications Engineer
BS, Civil Engineering
Penn State University

"We seek to convert every customer problem – large or small – into an opportunity to deliver a reliable, repeatable, premium-quality solution. In my role, I design and quote our recommended panel or assembly, then I work with our Fabrication Manager for the builds. That's

what makes my job so special: I have the ability to oversee all of our fabrication jobs through every step of the process."



Bob Sarber, Sales Engineer
BS, Mechanical Engineering
West Virginia University

"More and more, I see customers outsourcing work to vendors. Often they simply do not have enough skilled manpower to handle or complete all of their scheduled projects on time. That's where I become the conduit between my key contacts and the expanded capabilities of our

Swagelok distributorship. I try hard to add real technical-application value to make my customers more successful."



Rich Somplatsky, Sales Director
BS, Mechanical Engineering
Penn State University

"For us to create meaningful and unique customer interactions, we need to continually position ourselves as more than just another product vendor; we need to build and grow a base of value-added services to supplement our outstanding product lines. Customer facetime

is extremely limited these days, so, when we do get such chances, we must prove that we have solutions that will make a project or facility more productive and efficient."



**Jim Kasperik,
Operations & Quality Director**
BS, Mechanical Engineering
Carnegie-Mellon University

"We invest heavily in teaching our inside and outside sales associates the inherent technical advantages our brand offers. That way, every time we engage with our customers via phone or in person, we're providing meaningful,

unparalleled recommendations that enhance worker and workplace safety and productivity – no matter how challenging or complex the application or operating environment."

For additional biographical details around our five on-staff Engineers, visit our Blog at **pittsburgh.swagelok.com**



WE ARE YOUR SWAGELOK HIGH-PERFORMANCE RESOURCE:



Industry-Best Componentry



Masterful Custom Fabrication



Expert Technical Training



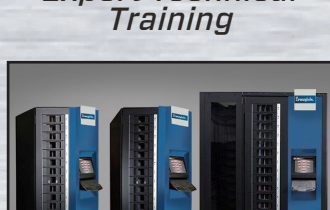
Extensive Energy Evaluations



Unparalleled Application Knowledge



Comprehensive Hose Advisories



Proven Inventory Management Support



Genuine Swagelok Gear Rentals



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



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