

THE **ENGINE** THAT **POWERS US**

Swagelok Company is a world leader in the design, manufacture, and supply of premium-quality, leak-tight fluid-system Componentry and value-added Strategic Support Services. Since 1947, our people and products have helped significantly improve the safety, productivity, and profitability of Oil and Gas, Power, Petrochemical/Chemical, Steel, Semiconductor, Applied Research, and other customers around the globe – particularly in the most challenging and extreme applications and operating conditions.



In short, Swagelok provides unparalleled and trusted relief for those under pressure to:

- ...replace the knowledge of skilled/retiring workers
- ...constantly balance resources to meet ever-changing business needs
- ...improve fluid-system safety, accuracy, and efficiency

Locally, here's how Swagelok Pittsburgh | Tri-State Area delivers on those Swagelok promises:

3,000
SKUs always
in stock

99%+
shipping
accuracy

5
on-staff
Engineers

55+ years
of proven reliability
and performance

8-strong
dedicated Technical
Support Team

5,000 sq.ft.
climate-controlled Custom
Fabrication & Staging Center

30+
Rental
Tools

20+
Technical Training
course offerings

14-seat
leading-edge Customer
Training Center

comprehensive Gas/Air
Leakage Evaluations

extensive Industrial
Hose Advisories

mobile Safety
Training classes

... and SO much more

Making A (Measurable Time and Money) Difference

One of our major Steel accounts needed Swagelok instrument-mounting components for its installation of new Coke Oven batteries. Instead of simply – and as asked – supplying a quote with a substantial number of individual parts (thus requiring an equal amount of part numbers), we took a proactive approach and proposed **pre-assembled Swagelok Instrumentation Kits**, each packaged as just one part number.

KEY RESULTS:

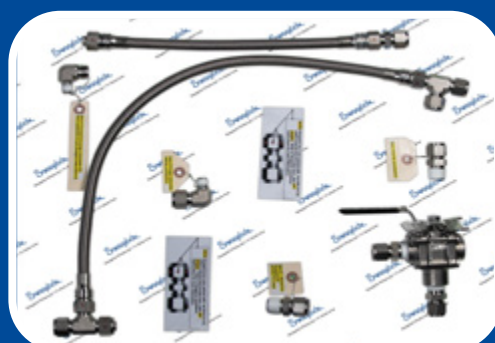
- Customer's Craft personnel no longer had to expend valuable time ordering, counting, sorting, and assembling multiple loose parts.
- The easy-to-follow Installation Instructions we included ensured a uniform fit and work process across the facility, no matter who did the work.
- Kitting concept significantly reduced overall project schedule.

• **Most importantly, our customer saved more than \$60,000 in direct labor!**



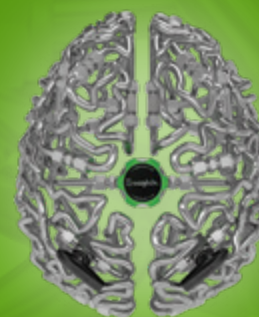
BEFORE

Multiple parts – ordered individually.
Multiple part numbers required.



AFTER

One part – delivered as a kit.
One part number involved.



Brain-Drain **Pain Relief**

FACT:

Up to 50% of your skilled workers will retire over the next 10 years.

In particular, the US Science, Manufacturing, and Engineering fields currently employ large numbers of veteran workers. *How are you prepared to lose so much general industry knowledge and expertise? And how will you get new employees quickly up to speed?* That's pressure – and we can help via our wide variety of **Swagelok Essentials** training titles that give attendees the skills they need to design, build, expertly outfit, and maintain fluid systems... to more in-depth **Swagelok Sampling System** courses that teach students how to optimize the analytical systems within your plant.

In addition, our **Energy Evaluations** spot critical, costly, and dangerous fluid-system leakage. After your audit, we issue you a report that not only details your problems – but also provides trusted recommendations to correct and eliminate line inefficiencies. A **Swagelok Hose Advisory** will give you solid advice on how to ideally select, size, and store industrial hose throughout your site



ALL SYSTEMS GO

When Swagelok Pittsburgh | Tri-State Area asks you to count on us to be so much more than a Componentry supplier, we're usually promoting our wide array of value-added Strategic Support Services such as Safety Training, Custom Fabrication, Tool Rentals, and Fluid-System Evaluations and Advisories. But, ***DID YOU KNOW*** that Swagelok also offers multiple Systems to substantially improve your sample quality, mechanical seal protection, and the overall accuracy of such results?

For example, **Swagelok Grab Sampling Systems** enable safe, efficient capture of liquid or gas samples from a pipeline, tank, or process for storage or transportation to a laboratory for analysis – with chemical composition pristinely maintained.

Two Swagelok Grab Sampling Systems categories are available: GSM (Grab Sample Module) which employs pressure-containing metal cylinders and GSL (Liquid-Only Sampling Module) and its use of economical, non- pressure-containing glass or polyethylene bottles with a self-sealing septum cap. **GSM** provides a sample that's fresh and extracted and held under the same process conditions that existed at the sample time, except for temperature. The sample vessel is docked in place with the process fluid continuously circulated through it. Thus, since the flow is isolated, there's no waiting for lines to flush or for bottles to fill. A switching valve, in either a 2-valve or 3-valve configuration, facilitates flow direction.

GSL eliminates the risk of spillage or evaporation when a sample is drawn or transported. Plus, the use of a bottle gives the inspector immediate visual feedback around the sample stream quality. A switching valve, like that for the GSM, enables simplified operation when performing complex tasks.

So, which Swagelok Sampling System type best suits your application? Several criteria need to be considered: Pressure, Temperature, Phase, Media, Materials of Construction, Surface Treatments, and Purge. [Click here for a copy of Swagelok catalog MS-02-479.](#)

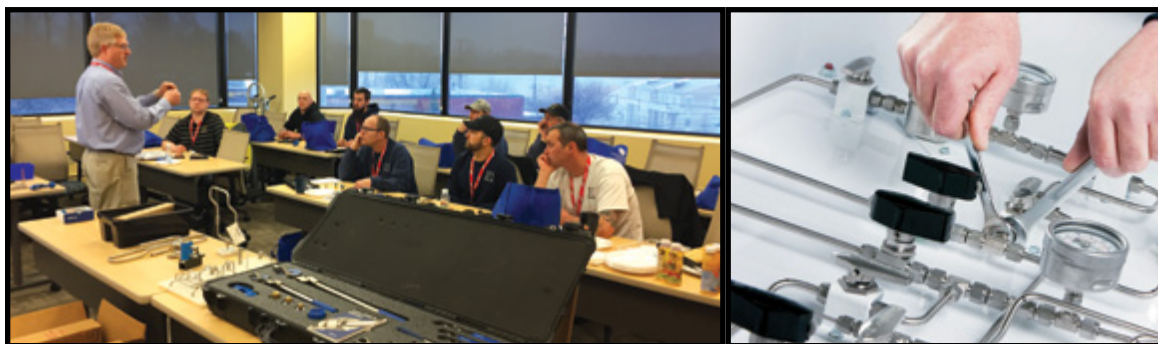
In our next edition, we'll discuss **Swagelok Mechanical Seal Support Systems**.

INSURE YOUR SWAGELOK INVESTMENTS

Safeguard your workers – and your valuable Swagelok tube fitting, hose, valve, and tubing purchases – by enrolling your maintenance technicians and system designers in our hands-on *Swagelok Fitting Installation & Tube Bending Safety Essentials*, *Fitting Inspection Essentials*, *Hose Essentials*, or/and *Valve Essentials* classes – available at your location or at our Training Center in Pittsburgh.

Mike Gagel, our Strategic Services Specialist and Technical Trainer, will demonstrate Best Practices for safely and correctly assembling tube fittings, bending tubing of various materials, selecting/sizing/storing hoses, choosing the best valve for an application....and much more. Participants simply need to show up; we supply all training items: consumables, tools, manuals – plus students receive an official *Swagelok Certificate of Completion* and Continuing Education credits!

For peace of mind that your staffers are performing their duties in absolutely the safest possible manner, **call 412.439.1706** or **email rudylfrank@swagelok.com** for class registration details.

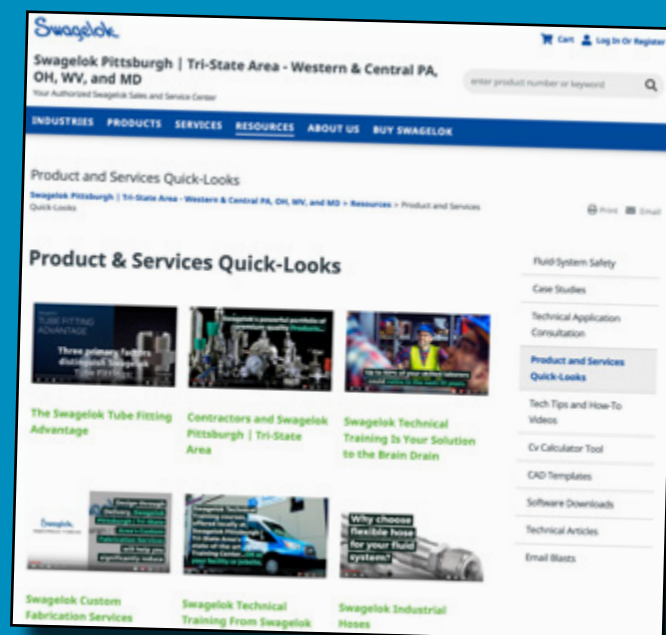


SHOW & TELL

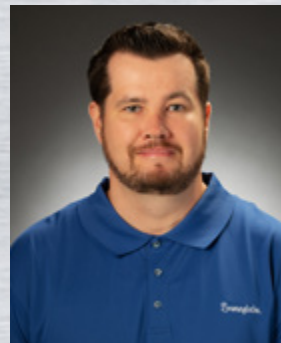
Check out our new library of **Swagelok Product and Services Quick-Look** videos for a first-hand peek into the multiple capabilities we offer to help optimize your fluid-system performance:

<https://pittsburgh.swagelok.com/en/Resources/Product-and-Services-Quick-Looks>

You'll find brief, but highly detailed, storyboards that showcase our industry-best tube fittings, hoses, safety training classes, custom fabrication work, and other Swagelok services to help you alleviate your daily operational pressures.



SWAGELOK PITTSBURGH | TRI-STATE AREA ASSOCIATE PROFILE



**ANDY
TEDESCO,**
CUSTOMER SUPPORT
SPECIALIST

Talk about our “multi-purpose” player...that's Andy! His newly enhanced Customer Support Specialist role has him performing such varied daily tasks as Vendor-Managed Inventories to significant back-up Customer Service, Quality Assurance, Invoicing, Technical Assistance, and Custom Fabrication work. In other words, he helps with just about everything we do at 49 Meade Avenue, Pittsburgh. Before his recent assignment, Andy spent 11 years as a Warehouse Associate here.

Andy and his wife, Kathy, whom he met at Avonworth High School, are the proud parents of Lily, a Security & Risk Analysis major at Penn State University, and Andrew, a senior defensive back/wide receiver on Avonworth's WPIAL championship team. The family enjoys skiing and closely following all of the Pittsburgh professional sports teams. An avid golfer, Andy is also a two-time Swagelok Pittsburgh | Tri-State Area Fantasy Football title-holder!

CONTACT US

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