



Tune In to Turn Up Your Productivity

ONCE MONTHLY, Swagelok Pittsburgh | Tri-State Area, via half-hour webinars, delivers trusted and proven solutions to your most pressing, profitability-draining fluid-system issues involving vibration, incorrect product type/selection for an application, tube bending and fitting installation performance and safety, and so much more.

In just 30 minutes, including the opportunity for you to ask questions about your particular challenges, you could be on your way to significantly enhanced operational productivity and efficiency. Here are the general categories we'll address during the balance of 2021:

AUGUST: Valves: Bob Sarber, Swagelok Sales Engineer

SEPTEMBER: Tubing: Zach Barefoot, Swagelok Midstream/Construction Specialist

OCTOBER: Mechanical Seal Support Systems: Gary Osman, Swagelok Field Engineer

NOVEMBER: Tube Bending Best Practices: Tony Del Bianco, Swagelok Direct Sales Rep

DECEMBER: Field Advisories: Mike Gagel and Gary Osman, Swagelok Hose Advisors

Look for our bi-weekly email blasts to alert you to exact event dates and times – and, remember, there's no cost to attend! **Plus,** stay tuned for upcoming **Swagelok-hosted virtual events** that will address key pain points in the oil and gas, chemical, refining, power, and steel industries.



Field-Ready, Field Proven

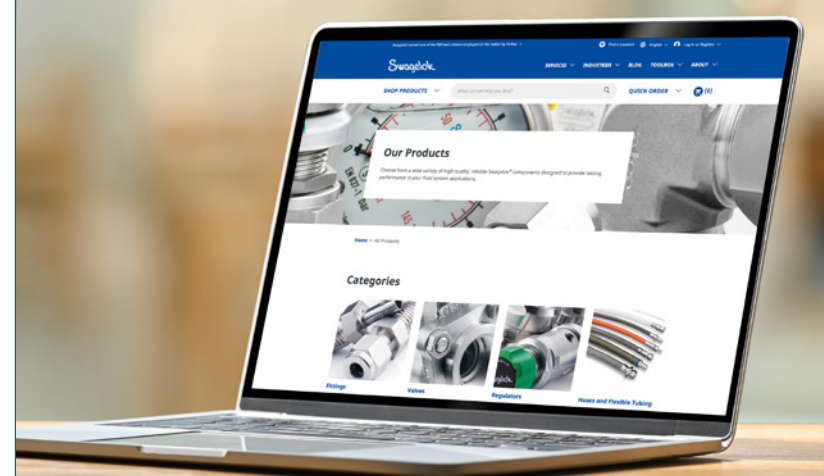


Just in time for your next big project: We now offer **on-site tube bending technical support** – making the large, complex bends for you at your jobsite to help drastically reduce costly scrap...while simultaneously teaching your technicians how to properly use a benchtop bender so that they can confidently and safely execute those same challenging bends on future work.



For complete details, contact Mike Gagel, Swagelok Master Tube Bender and our Strategic Support Specialist: michael.gagel@swagelok.com.

A BRAND-NEW WAY to Order the World's Leading Componentry Brand



Your answers to the 2019 Swagelok Global Customer Survey told us that you prefer additional self-serve functionality during online transactions.

The new Swagelok E-Store provides you:

- Real-time pricing and inventory visibility
- Easy calculation of relevant shipping charges and taxes
- A look into your past orders – with saved part numbers
- Suggestions for alternative offerings
- Catalog views, CAD files, reference guides...

To get started:

1. Open products.swagelok.com in your Chrome browser
2. Enter your email address and password
3. No username required to place your orders

YOUR VOICE:

Our Ultimate Performance Metric

When it comes to determining just how well we're supplying, supporting, and serving you, nothing is more valuable than **honest feedback from you** – as many of you provided during the recently completed 2021 Swagelok Global Customer Survey. Such results enable us to adjust, if needed, our current processes...and to more accurately plan for an even better future as your local Swagelok fluid-system solutions resource and partner.

Here's how you scored us on 10 critical survey benchmarks:

(On a scale of 1-10, this percentage of respondents gave us an 8, 9, or 10 score.)

- ...Meets My Business Needs: **77%**
- ...Offers Me Good Value for My Spend: **73%**
- ...Delivers the Service I Expected for My Spend: **79%**
- ...Is a Company I trust: **96%**
- ...Is a Company I Depend Upon: **87%**
- ...Is an Innovative Company: **81%**
- ...Is Easy to Do Business with: **90%**
- ...Provides Knowledgeable After-Sale Support: **87%**
- ...Provides High-Quality Products: **97%**
- ...Provides Products to Keep Workers Safe: **83%**



FINEST IN THE FIELD (SECOND IN A SERIES)

CUSTOMER CHALLENGE:

Severe vibration involving engines and compressors at a compressor station.



OUR SOLUTION:



TUBE FITTINGS: Swagelok renowned Tube Fittings employ a hinging-and-colleting action that yields exceptional isolation of stress risers at the tube grip to effectively combat bending, deflection, and vibration.

Read Product Test Report 3222: <https://rb.gy/3pyaph>

Read Product Test Report 3216: <https://rb.gy/xz7xrj>



LIQUID-FILLED GAUGES: Swagelok Liquid-Filled Gauges enhance the reliability and integrity of your measuring system for long periods under extreme operating conditions by dampening vibration and lubricating the gauge movement.

Watch our Liquid-Filled Gauge Video: <https://rb.gy/e9lz5q>



PTFE CORE HOSE: Swagelok PTFE Core Hose, for inert and flexible applications, and its layered construction delivers exceptional service life and prevents fretting damage from vibration or excessive movement.

Read our Hose Optimization Brochure: <https://rb.gy/k4c94p>

Since 1947, Swagelok Company has delivered premium-quality products and associated support services to help optimize your fluid-system safety, performance, efficiency, and profitability – especially during your most severe vibration, corrosion, and leakage challenges.

Why You Can Expect What You Expect from Us

FACT: No matter how challenging your application or operating conditions, Swagelok Tube Fittings deliver the global fluid-handling industry's most reliable, repeatable, and leak-tight performances.

How can we make that claim? It's as simple as:

1. Our unique design
2. Our superior materials of construction
3. Our proven manufacturing expertise, processes, and rigorous/routine testing procedures

Our fitting make-up consists of a body, nut, and front and back ferrules, incorporating a grip-type mechanism to create a hinging-and-colleting action that results, among many benefits, direct tube contact/gripping support for an ultra-strong gas seal and unparalleled bending, deflection, and vibration resistance.

In addition, our special-recipe "Swagelok" 316 stainless steel exceeds ASTM minimums for nickel and chromium to provide optimum corrosion resistance and ductility. We also own our entire manufacturing process, including all forging, machining, electro-polishing, welding, assembly, and testing. All such activities are fulfilled only by our highly trained and certified associates – and done only in our facilities.

Lastly, our tube fittings, backed by the Swagelok Limited Lifetime Warranty, are easy to install and maintain... with just standard wrenches – no threading, welding, soldering, flaring, or brazing required!

To take advantage of the Swagelok Tube Fitting Advantage, visit: <https://rb.gy/tnlyr0>

SWAGELOK PITTSBURGH | TRI-STATE AREA ASSOCIATE PROFILE



TONY DEL BIANCO,
DIRECT SALES REPRESENTATIVE

Tony is one of our two Direct Sales Representatives, primarily responsible for monitoring and managing several targeted customer accounts. He works closely with his Sales team peers in a highly collaborative environment that contributes significantly to our company's overall continuous improvement goals.

A 10+ year Swagelok Pittsburgh | Tri-State Area veteran, Tony especially likes engaging with customers from our local industries, including Oil and Gas/Shale, Chemical and Refining, Power, Steel, and Applied Research – to hear their specific application challenges and to help design and deliver product and support solutions to improve safety, productivity, and efficiency.

Before joining us, he was employed by Canon Solutions America after graduating from LaRoche University with a BS degree in Business Administration and Management. Tony and Kristen, his wife of 15 years, are the proud parents of two daughters, Mea, 12, and Kayla, 9. The family's dog, Dexter, rounds out this athletic family.

To relax, Tony enjoys hunting, fishing, beach vacations, and camping.

CONTACT US

412.761.3212 OR 412.439.1706
PITTSBURGH.SWAGELOK.COM

FOLLOW US

