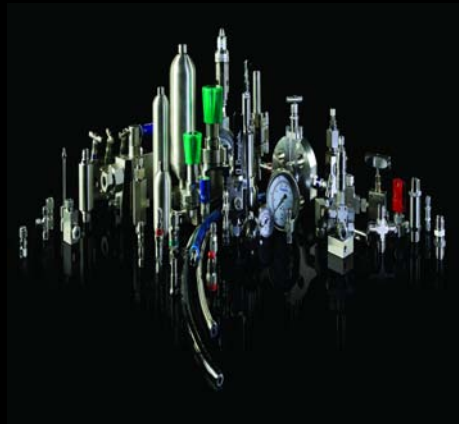


Swagelok *Productivity-Plus* Solutions

PRODUCTS & SERVICES

*Delivering optimized Fluid-System **Safety, Productivity, Efficiency, and Profitability...***



Swagelok

Swagelok Pittsburgh | Tri-State Area

- History (1965)
- Geography (PA, OH, WV, MD)
- 21 Associates; **5 Engineers**
- **Dedicated Technical Sales Team**
- One Brand
- Components and Services



Swagelok

Our Key Markets

- Oil and Gas / Midstream
- Energy
- Power (including Nuclear)
- Chemical
- Steel
- Applied Research
- Manufacturing/OEMs



Swagelok®

Brand Eminence

The **World's Best** Fluid-System Componentry

Swagelok



Swagelok

Engineered to Perform Under Pressure

In even the most challenging applications, Swagelok products deliver superior performance...time after time after time!



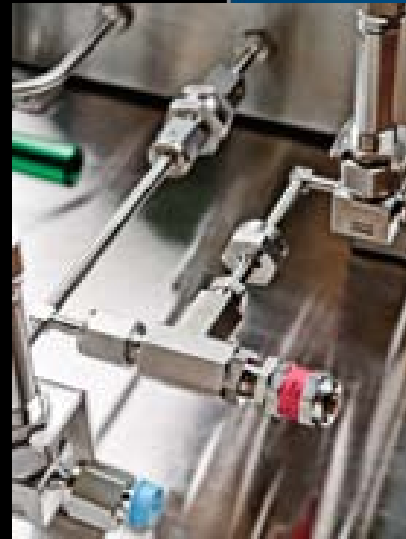
1% leak rate;
almost 400,000 Swagelok
Fitting connections*
surveyed, 2010-2015

(*Gases/Compressed Air)

Swagelok®

Product Portfolio

- Tube Fittings
- General Industrial Fittings
- High-Purity Fittings
- Instrumentation Valves
- Process Valves and Manifolds
- Regulators
- Tubing and Hose
- Measurement Devices
- Sample Cylinders, Quick-Connects...and so much more!



BUT you know us for this..... NOW...

Swagelok®

Rethink How You Think of Us

Repositioning ***Ourselves:***
Your One-Stop, Trusted, and Proven
Fluid-System **Solutions Provider**



Swagelok®

Our Portfolio of Value-Added, Differentiated Strategic Services

- Workforce Technical Training
- Expert Custom Fabrication
- Inventory Management and Control: Vending / VMIs
- Energy-Loss Evaluations
- Hose Advisories
- Equipment Rentals

***Making you more productive,
profitable, and safer!***



Swagelok®

Customer Training

- Fitting Installation Safety Essentials
- Tube-Bending Essentials
- Fitting Inspection Essentials
- Valve Essentials
- Hose Essentials
- Advanced Tube Bending
- PASS and SSM (by Swagelok)
- Steam Essentials (by Swagelok)
- **Install & Bending – *Two certificates in one day!***



At our Training Center OR at your site!

Swagelok®

Technical Trainer: Mike Gagel

- 20-year Swagelok Factory employee.
- **Author of most Swagelok Training content.**
- Now full-time SP-TSA dedicated Technical Trainer.
- Designer of *customized* Training modules.
- Designer of *industry-specific* Training modules.
- Global Advanced Bending expert.



Swagelok®

Technical Training

Variety – Frequency – Mobility – Depth

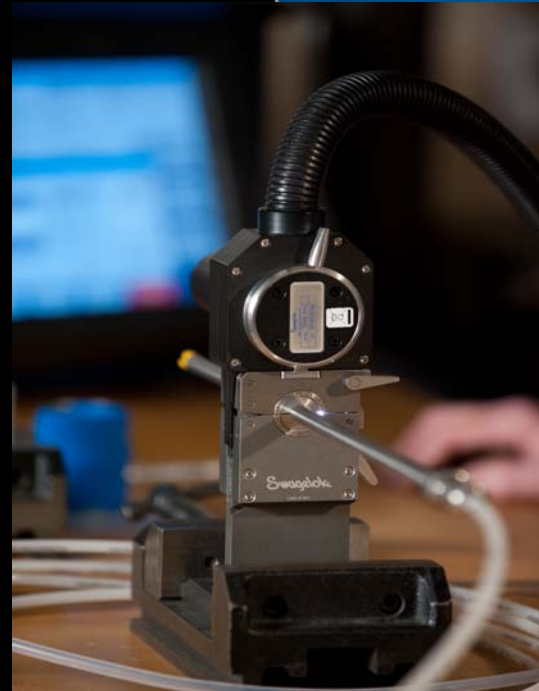
*We offer more class **titles**, more **often**, at **your site** or in our Training Center...at a far **deeper level** of instruction versus category competitors!*



Swagelok®

Equipment Rentals

- Multi-Head Hydraulic Swaging Units
- Orbital Welders
- Benchtop Benders (Electric and Manual)
- Facing Tools
- Coning & Threading Tools



The right Gear for the job: Always in stock!

Swagelok®

Inventory Control

RoboCrib Vending Dispensers

- Carousel Mechanism (no drops, no breakage)
- Reduce POs
- Full Inventory Accountability and Visibility
- Security
- Floor Space
- Reporting
- Limit Accessibility
- No Tool/Part/MRO Shortages or Lengthy Tool Crib Runs
- Multiple Capacities; Numerous Drawer Configurations

Reduce inventory – Optimize your Supply Chain!



Swagelok®

Vending versus Vendor-Managed

- 200+ Comprehensive Report
- Business System Alignment
- SP-TSA Stocks/Maintains Unit: **You get “us.”**
- Training & 24/7 Troubleshooting Support



Swagelok®

Fabrication Technologies

- Swaging
- Bending
- Coiling
- Welding
- Visual Packaging
- Swagelok-Certified Technicians; All Work Warranted
- Prototype or Full Production Runs
- Simple Assemblies to Large Complex Panel Work



Sub-assembly work is our specialty!

Swagelok®

Fabrication Technologies

1. Reduce Engineering Costs
2. Reduce Scrap/Rework Costs
3. Reduce Receiving and Inspection Costs
4. Reduce Inventory Handling and Tracking Costs
5. Reduce Ordering Administration and Costs
5. Turnkey Solution Delivered **as ONE Part Number!**



Realize optimum labor efficiency and effectiveness!

Swagelok®

Energy-Loss Evaluations

- Air
- Gas
- Hydraulic Fluid
- **FREE** Energy-Savings Report

Lower your energy/operating costs!



Swagelok®

Hose Advisories

- Kinks/Flat Spots
- Abrasion, Corrosion, Ovality...
- Improper Sizing
- Hose Type Match to Application
- Cleaning & Storage Practices
- **FREE** Management & Efficiency Report



Swagelok®

Our Survey Process/Procedure

- Pre-Event Leakage / Hose Survey Questionnaire
- Preparation: Equipment, Materials, Behaviors, Process
- Tagging Upgrade
- Issue Immediate Large Leaks Report (goodwill)
- **Issue Final Report with Expert Recommendations**



Swagelok

So, why Swagelok/SP-TSA?

- Premier Swagelok Brand Eminence and Guarantee
- Local Inventory Availability and Delivery Excellence
- Value-Added Strategic Services Portfolio
- **Depth and Breadth of Safety/Productivity Support**
- We Can Help You Do More: Training, Rentals, Vending...
- We Can Help Do More for You: Fabrication Technologies, Surveys...



Swagelok®

Your **Local** Team Swagelok

COMPONENTRY & ACCOUNT MANAGEMENT

Bob Sarber, Sales Engineer

STRATEGIC SERVICES SUPPORT

Rudy Frank, Services & Marketing Director

TECHNICAL TRAINING

Mike Gagel, Strategic Services Specialist

ENGINEERING / FABRICATION

Gary Osman, Applications Engineer

No matter your project challenge or level of need, we can help improve your profitability!



Swagelok®

What next?

- Training Quote?
- Fabrication Center Tour?
- Rental Equipment Demo?
- Energy or Hose Survey?
- Comprehensive Services Proposal?
- Visit pittsburgh.swagelok.com for more of our story!



No matter your challenge, we can help reduce your time, money, and risk concerns!

Let us prove it.

Swagelok®

Contact & Follow Us

- 412.761.3212
- pittsburgh.swagelok.com
- 49 Meade Avenue, Pittsburgh 15202
- **Twitter:** @SwagelokPGH
- **Linked In:** Swagelok Pittsburgh | Tri-State Area
- **Facebook:** SwagelokPittsburgh

The Swagelok logo is located in the bottom right corner of the slide. It features the word "Swagelok" in a white, stylized, cursive script font. A small registered trademark symbol (®) is positioned at the end of the word.



Swagelok