

Solutions Capabilities

Badger Fluid System Technologies

We deliver the attention and respect you deserve



Chicago Fluid System Technologies

Badger Fluid System Technologies | St. Louis Fluid System Technologies

Customer Service

Flexibility | We know your business | Application Support



We deliver the attention and respect you deserve

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One Organization, Three Offices

- **Inventory sharing**
- **Leverage**
 - **Cross-training**
 - **Coverage**
 - **Experience/Background**

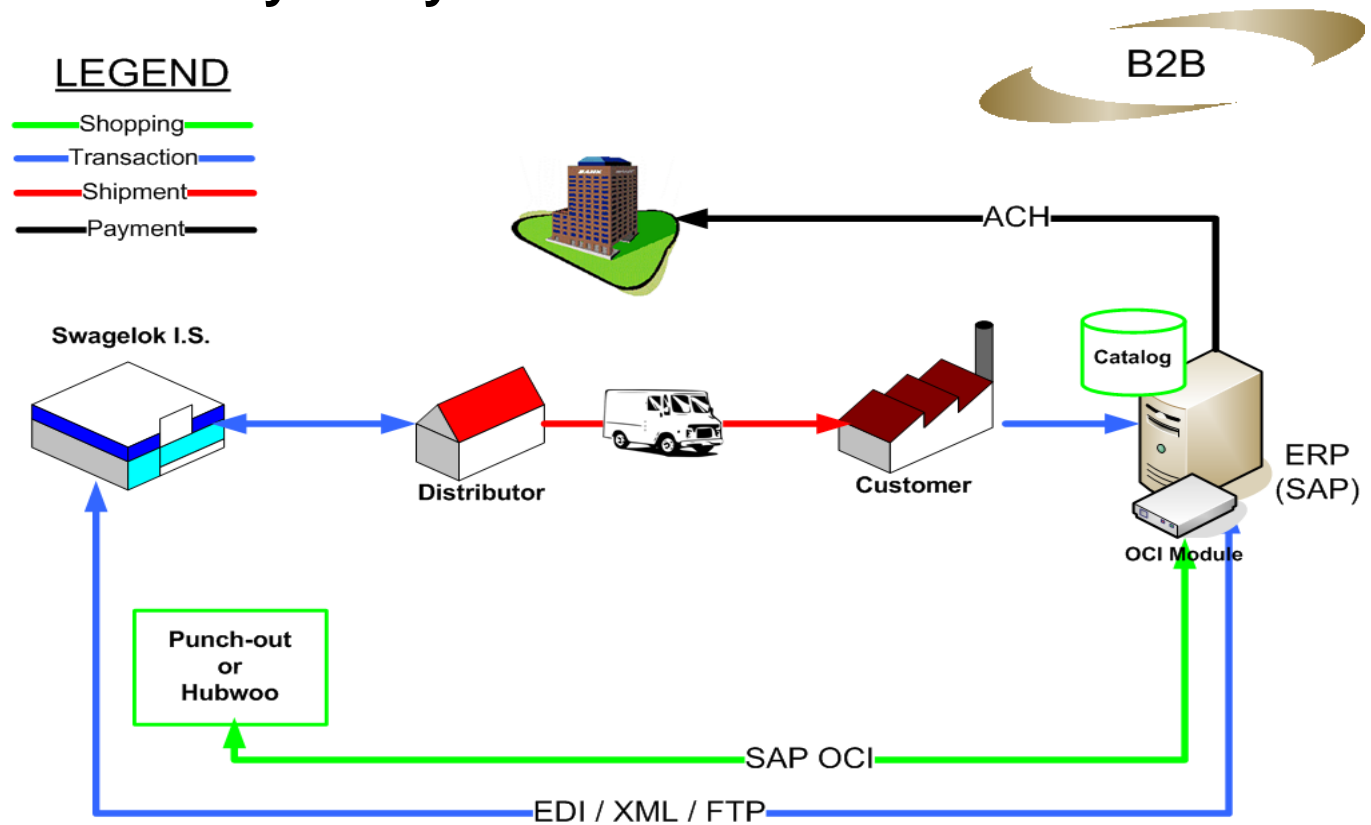
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eBusiness

- Our system talks to your system

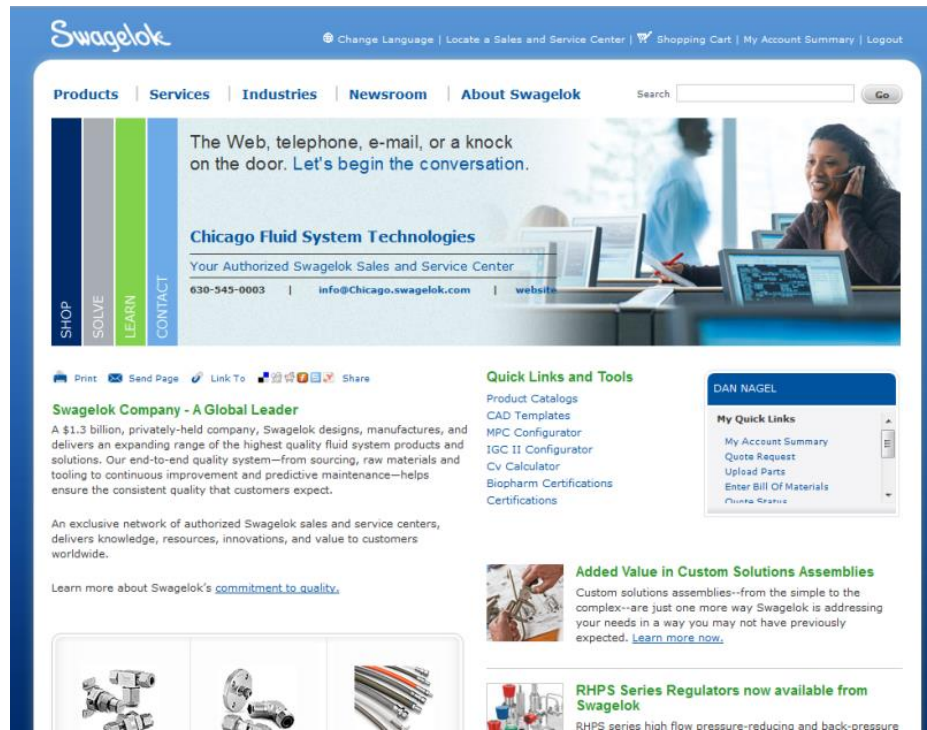


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eBusiness

- **Swagelok.com**



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eBusiness

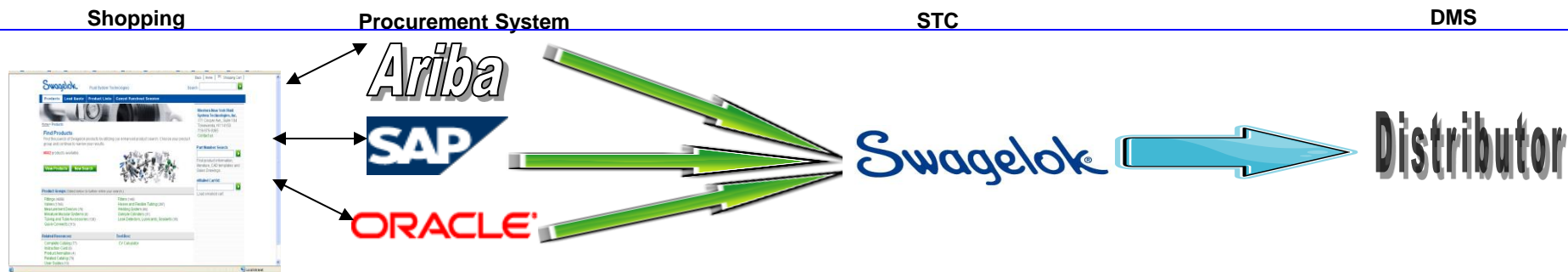
- **EDI**

- **Computer-to-computer**

- EDI flows directly out of your ERP system directly into our business system and we configure our system to yours, ensuring seamless integration for ordering, invoicing, and tracking.

- **Routing business data**

- EDI is used for routine business documents like Purchase Orders, Quotes, Shipment Notice, Purchase Order Change and Invoices.



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eBusiness

- **Marketplace**

- **A Marketplace is a location on the Internet where customers can interface with all of their suppliers as a “one stop shop” experience**
- **We can save you manpower and money by managing our portion of your Marketplace**
 - **Orders, quotes and invoices**

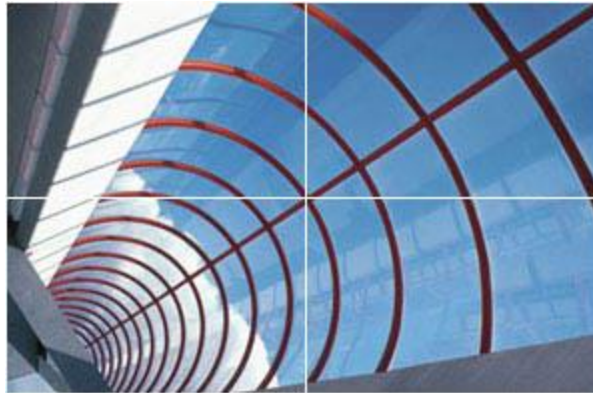


eBusiness

- **Supplier Portal**

- **If you have an existing portal**

- On this portal we manage the business you have with us according to your needs
 - Retrieve and Acknowledge POs
 - Invoicing



Supply Chain

- **Qualified Partnerships**
 - Inventory procurement assistance
- **Inventory Control**
- **Accelerated Shipments**
 - In-house inventory
 - Inventory available from branch offices
 - Swagelok inventory
 - Database of unique components available across distributors
- **Vendor Managed Inventory**

Supply Chain

- **Hose Fabrication Cell**

- **Installed at our main facility in March 2012**

- Custom assembled hose

- **Benefits**

- Quick turnaround
 - High-quality, ultra-flexible hose
 - Variety of end connections available
 - Pressure tested
 - Certificates of Compliance, Material Test Report and Proof of Pressure Test



Supply Chain

- **Welding systems**
- **Tube benders**
 - Benchtop
 - Hand
- **Tube cutters & deburrers**
- **Pre-swaging units**



Metrics

- **Quarterly or Yearly Business Review**
 - Order History
 - Usage Reports
 - Open Order Report



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Metrics

- **Accounting Transparency**
 - You know exactly where your money is going



- **Accurate Summary Billing**
 - Fits your project and reporting needs

Training and Education

- **eBusiness System Training**
- **Safety and Installation Training**
- **Tube Bending**
- **Proper Solution Selection**
- **Steam Training**



Training and Education

Swagelok University – Convenient Online Training

- Build on your employees' practical knowledge
- Learn to differentiate, select, and use products more effectively
- Identify new opportunities and improve fluid system solutions
- Extensive library of high quality content related to fluid systems:

- *General Technical Topics

- * Safety

- * Industry-Specific Topics

- * Product Information

- *Scientific Fundamentals

- *Plant Science

- *Fluid System Components



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Training and Education

Swagelok University

- Available 24/7
- More than 130 self-paced courses
- Every course includes a CEU value (Continuing Education Unit)
- Try before you buy – access 12 pre-selected online courses 24/7 for 30 days
- Developed by instructional designers and training professionals who researched and worked with subject matter experts to design courses that are *ideal* for:

*Apprentices

*Engineers

*Technicians

*Plant Operations

*Maintenance

*Other Plant Personnel

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Energy Services

- **Steam Engineering**
 - **Our advise and expertise can:**
 - Save you thousands of dollars
 - Improve worker safety
 - Reduce production downtime



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Energy Services

- **Steam System Evaluation**
 - Steam Generation
 - Steam Distribution
 - Steam Heat Transfer
 - Steam Condensate Recovery

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Energy Services

- **Steam System Training**
 - Customized Steam Training
 - Steam System Specialist Training
 - Steam Trap Examiner Training
 - TAP Your System Training



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Energy Services

- **Steam Trap Station Analysis**
 - **Steam trap testing**
 - **Root cause analysis of failures**
 - Proper sizing
 - Isolation valve operation
 - **Steam trap station design**
 - Check valve operation
 - Electronic report
 - Training – steam trap testing techniques

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Energy Services

- **Ultrasonic Leak Detection**

- **Our process**

1. Discovery session reviewing your unique needs
2. Custom proposal
3. On-site evaluation with your team
4. Detailed report showing cfm losses and prioritized recommendations
5. Follow up meeting to discuss implementation strategies



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Custom Solutions

- **Easy ordering: One SKU is all you need**



- **Leverage our technical capabilities and applications expertise**
- **We follow qualified processes and procedures and test the application before we ship**

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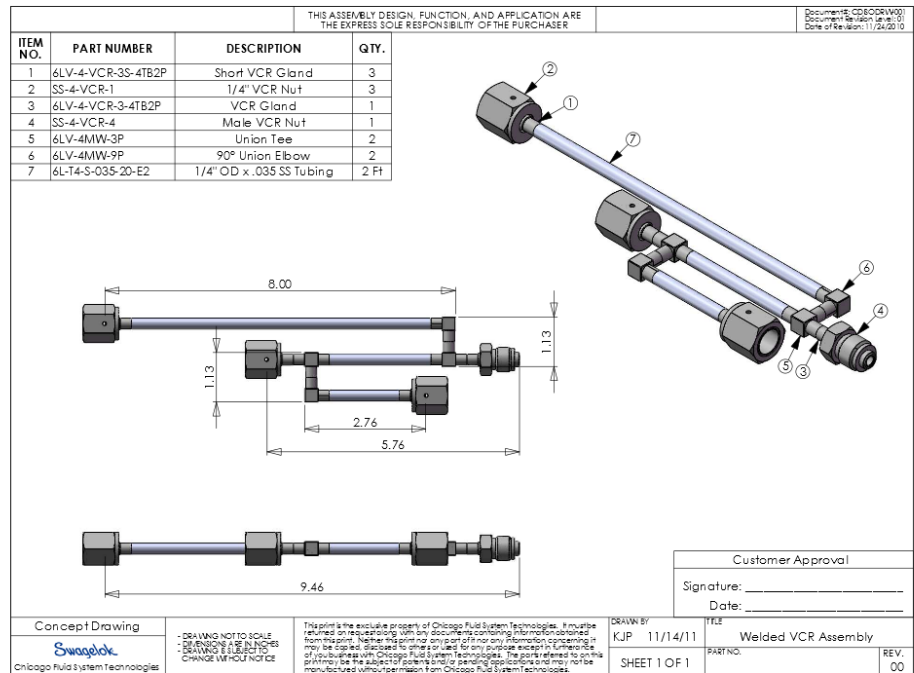
Custom Solutions

Orbital Welding



Capabilities

CAD



Tube Bending



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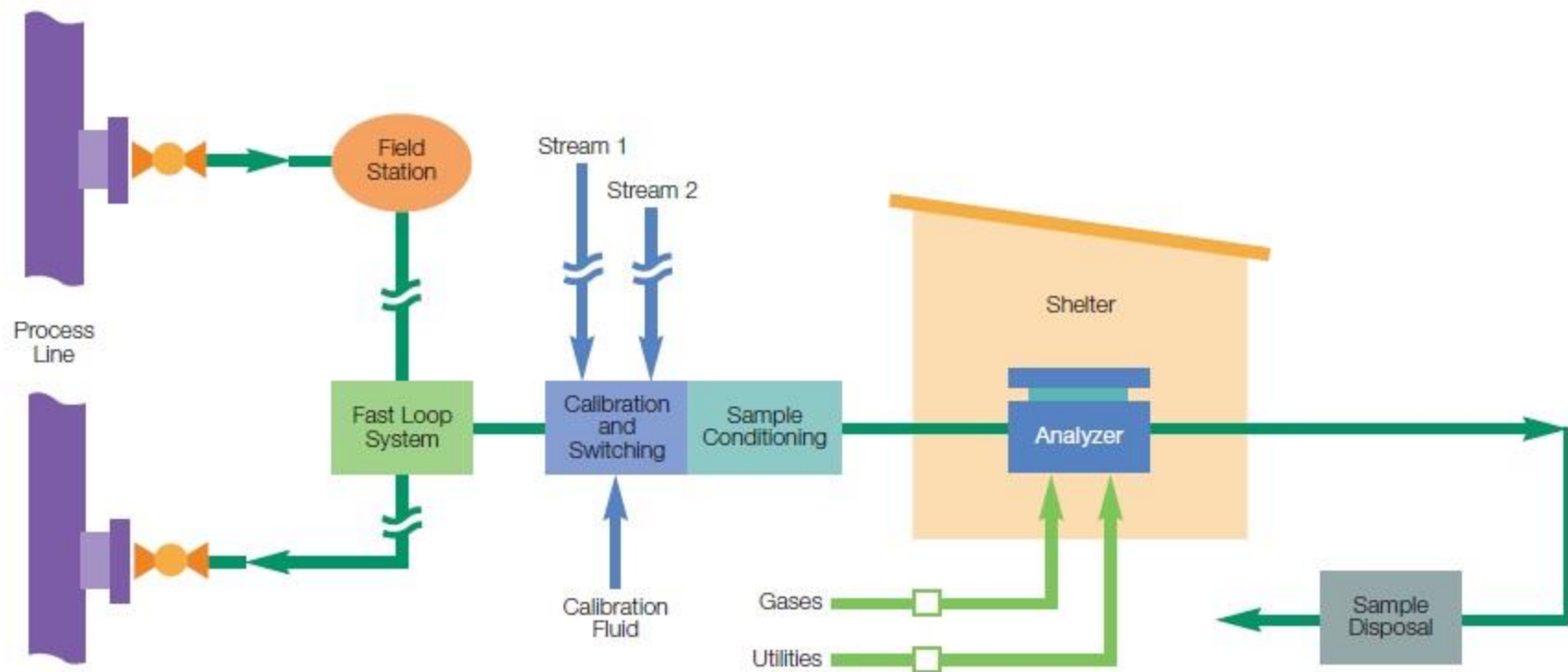
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Innovative Products

- **Pre-engineered subsystems (PrESS)**
 - **Ease of procurement**
 - 1 purchase order
 - Catalog item that is customizable
 - **Easy to train**
 - Standard training because the systems are standard
 - Standard user manual (an industry rarity)
 - **Installation and maintenance documentation is standardized**
 - Easy to install
 - Easy to maintain
 - **Field-tested design ensures optimum system performance**

PrESS



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PrESS

- **Calibrating and Switching Module**
 - We offer a variety of sample conditioning configurations available to meet your application requirements.
 - A manual calibration option that allows the operator to calibrate the analyzer at any time.



PrESS

- **Fluid Distribution Header**

- Allow for a flow path with multiple outlets, performing much like a large branch fitting.



PrESS

- **Fast Loop Module**

- Manage high flows in sample transport lines to decrease time delays for online analyzer systems



PrESS

- **Field Station Module**
 - Reduces process gas pressure before transporting it to an analyzer.



PrESS

- **Sample Probe Module**
 - Can improve safety, sample purity, and timeliness of the sample

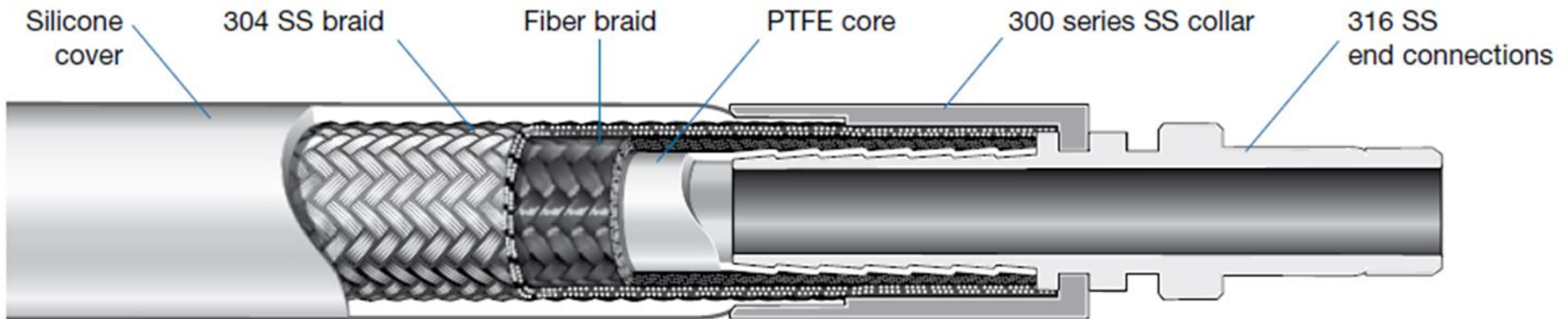


Innovative Products

- **Coreflex Hose**

- Unique bond inside to outside provides strengths
- Ucore - Steam

Coreflex S Series PTFE Hose

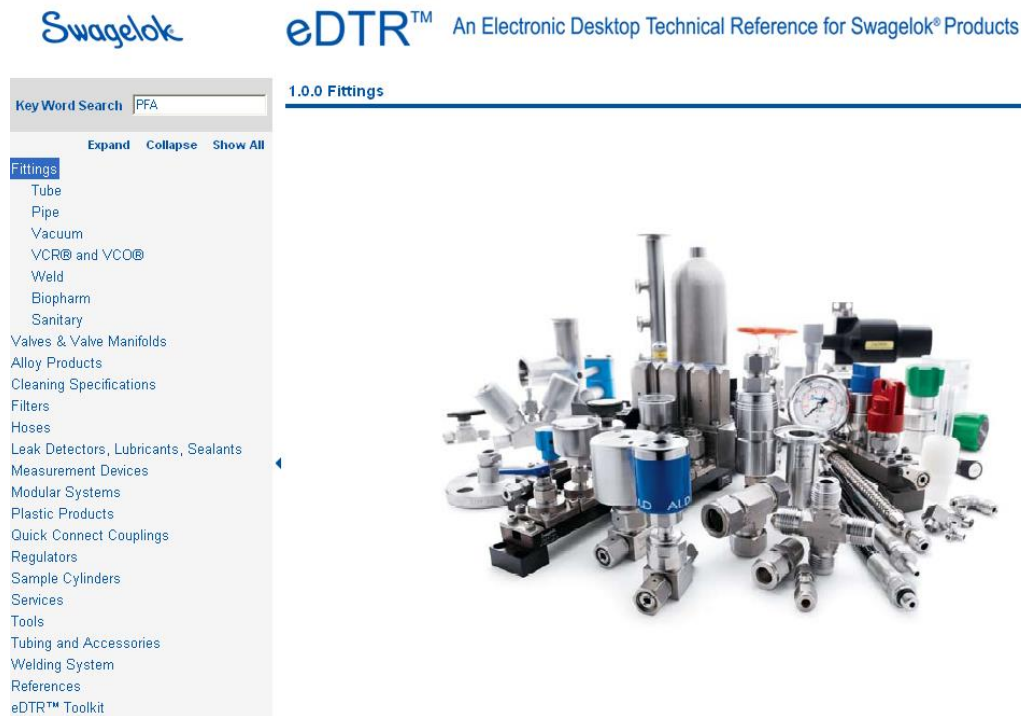


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Innovative Products

- **eDTR**
 - Electronic Desktop Reference complimentary software



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SQS

- **Swagelok Quality System**
 - BSI Management Systems, third-party auditing firm, states the Swagelok Quality System goes beyond the basic requirements of ISO 9001:2000
- **Chicago/Badger/St. Louis Fluid System Technologies are committed to zero customer disappointments. We will continuously monitor and measure the effectiveness of the quality systems in place.**

Mission Statement



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WHAT'S
NEXT?

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