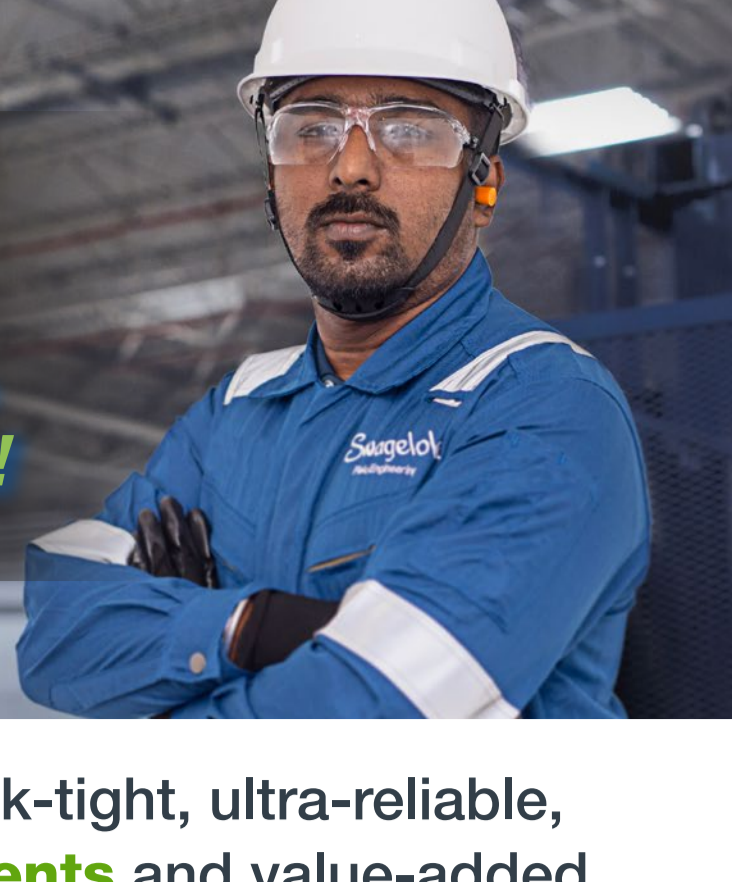


## People are talking about us... in the best way possible!

A two-part series.



Since 1947, Swagelok leak-tight, ultra-reliable, premium-quality **Components** and value-added **Strategic Support Services** have delivered unparalleled safety, economy, and performance in the most challenging fluid-handling applications.

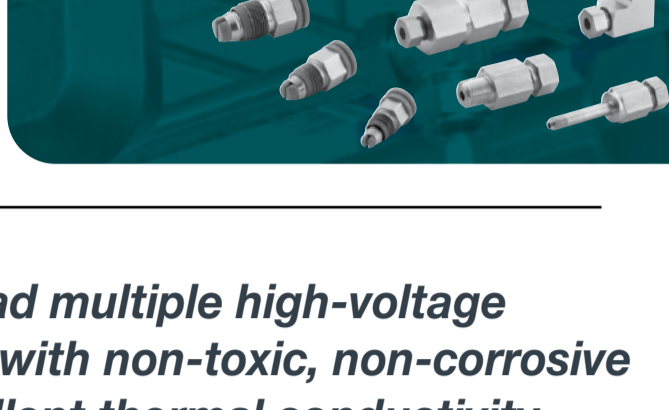
### PART ONE:

#### Our (Latest) Productivity-Boosting Customer Success Stories:

1

A major Oil and Gas company needed products to provide unfailing output while withstanding 15,000 psi operating pressures on nine chemical injection skids – each with 1,500 connections (or leak points).

**Swagelok FK-Series compression tube fittings**, made of premium 316 stainless steel, for temperatures up to 1,000° F and working pressures up to 20,000 psi, were employed. Customer experienced zero leaks, thus saving more than 160 man-hours of maintenance labor.



2

A large Electric Power firm had multiple high-voltage transformers, each insulated with non-toxic, non-corrosive SF6 greenhouse gas for excellent thermal conductivity and chemical stability, that required routine monitoring of moisture levels. Maintenance staff, though, struggled mightily to establish secure connections between site's monitoring equipment and the transformers.

Our **Quick Connects** became the standardized solution – easy-to-install with minimal spillage and air inclusion. Assembly was safe and simple and all insulating systems were securely protected.



3

A Chemical account's compressed air distribution system was harming the plant's ability to adequately control its production processes. End products frequently were of such poor quality, scrap and waste substantially built up.

Swagelok quickly determined the root causes of the problem, especially issues with the **overall system design**. New, highly innovative standards were developed for the site's numerous aging systems. Plus, **we taught** the maintenance technicians how to properly install tube fittings and bend tubing.

**Result: \$65,000 saved in air losses!**



4

A Specialty Chemical maker was losing costly argon and nitrogen from its gas storage and delivery systems, causing high utility costs and threatening the accuracy of the site's experiments.

We applied our **ultrasonic detection equipment** to find the leak points. In fact, we located 13 major faulty connections that were then repaired to yield \$10,000 in savings while preserving the lab's overall integrity.



5

A Power Generation client simply had to decrease operating expenses to survive ever-increasing costs-per-kilowatt-hour – even as the amount of generated energy remained the same. The root causes for the rising utility usage were a mystery.

We were tasked to **survey the compressed air and hydrogen systems**, rapidly finding the key problem areas, and prioritizing repairs based on potential impact to the company's Bottom Line health. In all, we helped eliminate \$15,000+ worth of annual air losses in the site's emissions-control system.



6

Our Chemical & Refining customer struggled with significant shaft seal leakage on a centrifugal liquid ring compressor. Maintenance was far too frequent, at great cost and downtime.

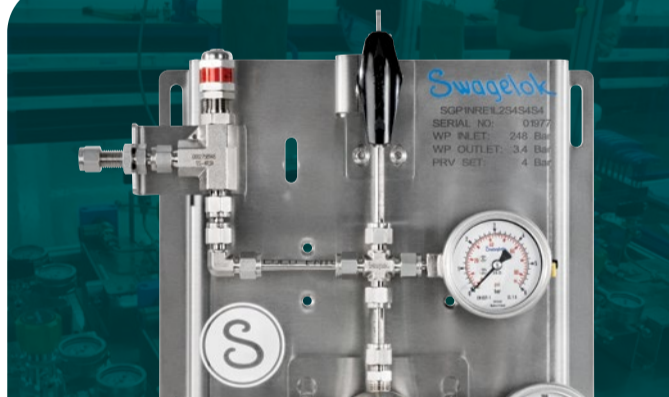
We brought in our **Rotating Equipment experts** to produce drawings for a dual API Plan 32 seal flush panel. Installation was a snap and in very short order, the operations personnel could finally – and reliably – monitor their processes with considerably improved seal flushes.



7

A Natural Gas Processing account employed an outdated, unreliable, costly, and very time-consuming methodology to check for leakage during plant turnarounds. Some flanges actually took a full 30 minutes to monitor media loss.

However, a **Swagelok Energy-Loss Evaluation**, using leading-edge detection equipment, helped the site's maintenance staff to not only quickly find and measure the leaks, but to determine each faulty connection's root cause. Usually, subpar fitting installations were the culprit. All totaled, our surveying techniques saved our partner over 325 hours of labor...more than a 90% reduction from past testing exercises.



8

A large Chemical customer had to determine for certain how the multiple specialty gases running through its 200 R&D-related lines were absorbed into the various auto materials being produced.

**Swagelok Gas Distribution Panels** ensured safe, leak-tight performance...not only eliminating potential problem connections, but delivering dedicated/safer purging lines, easy access to relief valves, an optimized workflow, and a much simplified overall maintenance process.

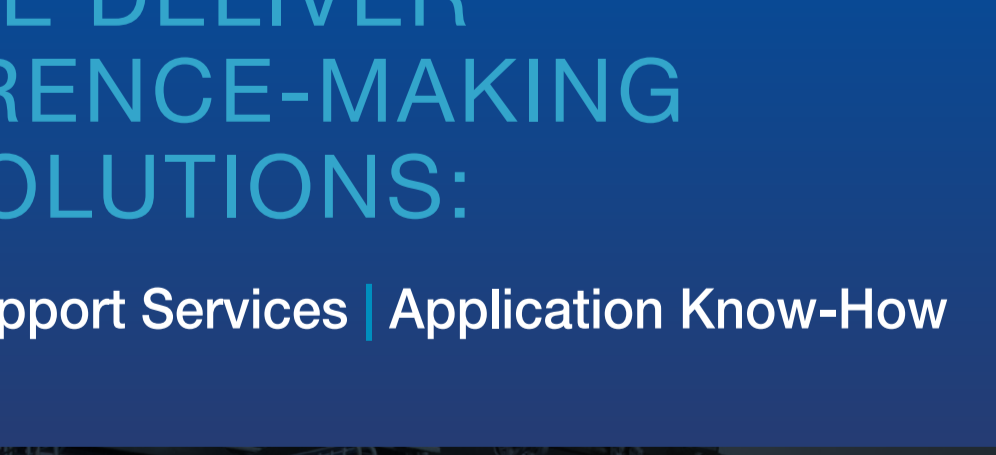


### NEXT WEEK,

*we'll share another eight recent testimonials to prove to you that we can help save time, money, and worry – no matter what your industry or how severe your application or operating conditions.*



**Put our team alongside yours**



## WE DELIVER DIFFERENCE-MAKING SOLUTIONS:

Products | Strategic Support Services | Application Know-How



**Industry-Best Componentry**

**Masterful Custom Fabrication**

**Expert Safety Training**

**Extensive Energy Evaluations**

**Unparalleled Application Knowledge**

**Comprehensive Hose Advisories**

**Proven Inventory Management Support**

**Genuine Swagelok Tool Rentals**



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

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