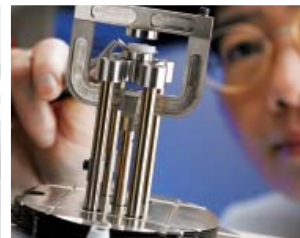


Working To Solve Your Problems



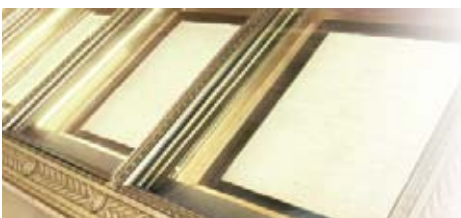


Since 1947, Swagelok has designed, developed, and manufactured high-quality, general purpose and specialty fluid system products to meet the evolving needs of global industries.

We have a rich and successful history. The hard work and dedication of our associates keep alive the qualities embodied in our founder, Fred A. Lennon. Qualities such as **integrity** and **customer focus** have helped us grow.

Today, Swagelok Company is a global, \$1.1 billion (USD), privately held company with dedicated, market-focused business units. Our responsive supply chain **drives solutions and delivers value** to customers worldwide through an exclusive network of sales and service representatives.

Our focus is on **helping our customers succeed**. From protecting the environment in Gujarat, India, to preserving the Constitution of the United States of America, Swagelok has been meeting customers' challenges for 60 years. We do more and reach higher to satisfy those who buy our products and services. Our lean office, manufacturing, and service organizations ensure **fast, efficient, and accurate** follow-through for every promise made. And, through our distributors, our new integrated services help customers reduce planning and



Challenge: How do you protect the Constitution of the United States of America, the Declaration of Independence, and the Bill of Rights from becoming unreadable due to damage by light, air, and bugs?

Solution: Swagelok worked closely with the National Institute of Standards and Technology (NIST) on new encasements designed to protect and preserve the Constitution of the United States of America, the Declaration of Independence, and the Bill of Rights. Swagelok® bellows valves, tube butt weld fittings, and VCR® fittings were used to seal the documents in their new cases.



“I believe that by truly understanding our customers’ needs and finding timely solutions, we can serve them better than anyone in the industry.”

– Art Anton, President and Chief Executive Officer



purchasing costs by providing flexible preassembly, third-party components, and other solutions. These programs are backed by a talented group of engineers, associates, designers, and sales and service representatives. We possess the skill, attitude, and desire to build on our past and make the future even brighter.

We deliver **highly reliable and advanced fluid system components** and specialized services through 200 authorized Swagelok sales and service centers, located in 57 countries on six continents.

Our distributors have the **technical expertise** to help solve the specific product problems of local customers and markets. Our strategically located regional technical centers provide additional support, helping to reduce time-to-market, **improve efficiencies and productivity**, and expand the range and configuration possibilities of Swagelok products.

Our metallurgy and materials science expertise is built on decades of laboratory and applied research into the physical properties of stainless steels,

advanced alloys, fluoropolymers, and other plastics. Staying in **close touch with our customers** and their market challenges, we aspire to develop new products that will meet the needs of tomorrow. Our scientific and technical expertise forms the foundation of our **zero customer disappointments** philosophy, which provides an unyielding dedication to continuous improvement of products and services, ensuring high levels of quality, reliability, and performance.



Challenge: How do you pioneer a clean air campaign in India?

Solution: In 1979, Kesar Yadav moved to Gujarat and purchased S.R. Patel and Company, an Indian Oil petrol filling station in Vadodara. He soon became a pioneer in the “clean air” campaign India launched in the early 1990s with the help of Swagelok components. Kesar credits Swagelok with helping him build a thriving business, providing petrol and environmentally friendly compressed natural gas (CNG) that has helped reduce air pollution in India substantially.



Whether the challenge is big or small, product specific, or service oriented, we help customers **solve** their **problems** more **effectively**.

Our solutions range from miniature modular systems and ultrahigh-purity stainless steel and fluoropolymer components to custom fabrications and specialized installation training. We strive to do things better by streamlining our methods, while never compromising our **high standards**. We will ask questions, shun complacency, and stay open to learning new and better ways of doing things. We all **benefit** from implementing improved systems, procedures, and practices.

We go to **extraordinary lengths** to meet customer needs. But the bar is constantly being raised. To keep our leadership position, we must ask, "What can I do to make things better today? How will this change affect other parts of the process?"

Will the customer benefit?" When customers **gain new value** from using our products and services, it helps them solve problems.



Challenge: How do you streamline procurement processes and eliminate costs associated with paper purchase orders and invoicing?

Solution: Swagelok worked closely with American Express® and Innovene® to create a new purchasing system that enables engineers and technicians to purchase Swagelok products from an authorized Swagelok sales and service center directly over the Internet, using a company-issued American Express card with built-in spending limitations. The program greatly reduces transaction costs and increases profitability by eliminating paper purchase orders and creating a single monthly invoice.

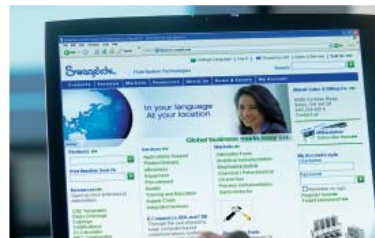


Our Vision

Truly understand our customers' needs and act on them.

Our Mission

Apply our collective talents with understanding and passion to improve each day.



Core Competencies:

Materials Science, Engineering, Technical Product Support, Product Development, Manufacturing Expertise, eBusiness Solutions, Quality Management Systems, Supply Chain Management, Training and Education, Product Selection Assistance

Markets Served:

Alternative Fuels; Analytical Instrumentation; Biopharmaceutical; Chemical/Petrochemical; Food, Beverage, and Dairy; Oil and Gas; Orbital Welding; Power; Process Instrumentation; Pulp and Paper; Semiconductor; Shipbuilding

Product Families:

Tube Fittings, General Industrial Fittings, High-Purity Fittings, Instrumentation Valves, Process Valves, Packless Valves, Plastic Products, Sample Cylinders, Sanitary Products, Gauges and Transducers, Modular Solutions, Quick Connects, Filters, Hoses, Regulators, Tools and Accessories, Tubing and Tube Supports, Welding System



Global System/Product Approvals and Certifications

ISO 9001 Quality System, ISO 14001 Environmental Management System, Vd TÜV, ASME N and NPT Certificates, European Pressure Equipment Directive (PED), METI/KHK, Det Norske Veritas (DNV), Nippon Kaiji Kyokai (NK), American Bureau of Shipping (ABS), Lloyd's Register (LR), United States Department of the Navy, ECE R110 and NGV 3.1/4.6, 3A Certifications, Canadian Registration Numbers (CRNs), Chinese Compulsory Certificates (CCC), European Transportable Pressure Equipment Directives (TPED), Transport Canada (TC), U.S. Department of Transportation (DOT), GOST R and RTN



Global Availability/Local Service

<i>Algeria</i>	<i>China</i>	<i>Indonesia</i>	<i>Norway</i>	<i>Sweden</i>
<i>Angola</i>	<i>Colombia</i>	<i>Ireland</i>	<i>Peru</i>	<i>Switzerland</i>
<i>Argentina</i>	<i>Czech Republic</i>	<i>Israel</i>	<i>Philippines</i>	<i>Taiwan</i>
<i>Australia</i>	<i>Denmark</i>	<i>Italy</i>	<i>Poland</i>	<i>Thailand</i>
<i>Austria</i>	<i>Egypt</i>	<i>Japan</i>	<i>Portugal</i>	<i>The Netherlands</i>
<i>Azerbaijan</i>	<i>England</i>	<i>Korea</i>	<i>Puerto Rico</i>	<i>Tunisia</i>
<i>Belgium</i>	<i>Finland</i>	<i>Libya</i>	<i>Russia</i>	<i>Turkey</i>
<i>Bolivia</i>	<i>France</i>	<i>Malaysia</i>	<i>Scotland</i>	<i>United States</i>
<i>Brazil</i>	<i>Germany</i>	<i>Mexico</i>	<i>Singapore</i>	<i>Vietnam</i>
<i>Brunei</i>	<i>Hong Kong</i>	<i>Morocco</i>	<i>Slovakia</i>	
<i>Canada</i>	<i>Hungary</i>	<i>New Zealand</i>	<i>South Africa</i>	
<i>Chile</i>	<i>India</i>	<i>Nigeria</i>	<i>Spain</i>	

Swagelok®

MEET THE CHALLENGESM