

transfer



Anything's Possible Attitude Produces Special Fittings

Piping projects can sometimes be like a puzzle or an intricate highway. Maybe you've been close to completion and realized a piece of your project was missing, or just wasn't the best fit. Or, perhaps while routing a product, you realized that not only did you need to get to point A and B, but also points C, D, and E. Situations like this are problems of both space and time; and, they can be costly.

With the reality of critical production schedules, there is a tremendous need for special fabrications that will complete the puzzle or access an intricately routed system.

To assist with these special fabrications and solve such dilemmas, CSI offers "Fast Fittings." These types of fittings help fabricators, contractors and end users with their strict schedules as well as help ensure that all set timelines are met.

Several factors should be considered when determining which supplier to use. However, today more than ever, three factors are incredibly important:

- Reliability and experience of the supplier
- Price
- Lead-time

When you take every aspect of a supplier into consideration, CSI stands out as the

leading source. CSI has a staff of project managers solely dedicated to this particular type of project. This means that from the time the initial quote is sent to when the parts arrive you will be working with

When working with CSI, you have the advantage of our shop's capabilities to quickly produce the needed fittings for your project.



Sanitary connection by butt weld pipe adapters are fabricated when there is a need to convert the end of pipe to a sanitary connection (male I-line shown).

the same experienced, capable project manager. Many have already seen the benefit of this kind of customer service since there is less confusion when dealing with the same project manager from quote to completion.

CSI also utilizes the latest versions of Autodesk Inventor, which generates highly detailed 3-D models. This provides an exact representation of what your part will look like before it is built.

When working with CSI, you have the advantage of our shop's capabilities to quickly produce the needed fittings for your project. Our experienced and exceptionally trained technicians give CSI the competitive advantage regarding response time, turn-around and accuracy. Our machine shop uses manual as well as CNC operations, which keep us consistent with the strict tolerances we set forth.

Our welding department uses the latest orbital welding equipment, and all of CSI's welders are certified to the latest standards for both manual and automatic orbital welding. In addition, our polishing department is capable of a broad range of mechani-

continued on page 2

What's Inside

| | |
|-------------------------------------|---|
| Strong Future with CSI | 2 |
| Gore Ultra-Pure Tubing | 3 |
| Transfer Has Gone Digital | 3 |
| CSI eCommerce Storefront. | 4 |

Anything's Possible Attitude Produces Special Fittings (continued from page 1)

cal surface finishing requirements. We also have in-house electropolishing, passivation and ultrasonic cleaning capabilities.

CSI's in-house fabrication capabilities give us more control over lead-time of the project and help us provide the quality our customers expect from us.

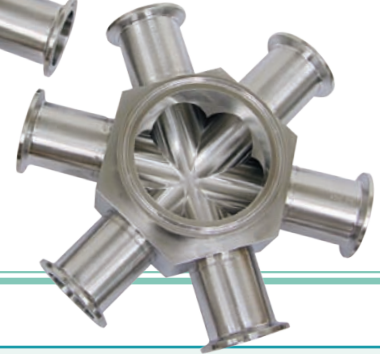
Another advantage to using CSI as your supplier is that we have a large supply of raw materials in stock. This includes the stainless steels most commonly used in this industry, as well as higher alloy materials such as **AL-6XN®** and **Hastelloy® C-22®**. In addition, CSI is the largest **Alfa Laval** stocking distributor in the United

States. This means if there is a common sanitary fitting used in the fabrication process, we will have quick access to it.

There is a great deal at stake when a line is down, or if that last piece of the puzzle isn't in place. CSI understands this, and we understand the needs of our customers. We have an "anything's possible" attitude when it comes to these types of fabrications, and we take pride in getting a customer out of a bind. If you have an application that you need help with, call one of CSI's designers at **800.654.5635**, or visit csidesigns.com/specialfittings.php.



The block body fittings shown on this page utilize a machined block body, which gives us the flexibility to incorporate any size, type and number of connections on any side of the fitting, in any orientation.



Strong History Leads to Strong Future with CSI



Mark Pennell has a lot to offer. A glimpse at his background, and we think you'll agree that Mark is an asset to both CSI and our customers.

Mark's industry experience started with Chadwick Group of Morrisville, North Carolina in 1999 where he worked his way up through the business. His first position as Warehouse Manager led him to inside sales. After working as an Inside Sales Representative, Mark became Product Specialist for Flexible Components, and later moved on to Outside Sales.

In June of 2008, CSI acquired Chadwick Group, and Mark has been with

CSI ever since. He currently serves customers as a **Technical Consultant**.

Pharmaceutical and biotech processors and mechanical contractors in the Carolinas are Mark's customer base, and it is both a base and area that he knows well.

"My experience has shown me that each company—each customer—is unique," he said. "They may work in the same industry, but each customer has different processes and different personalities."

Mark's duties at CSI are very customer-focused. "I help customers with issues they may currently have to see if we can improve the performance of their systems. I also help customers identify

products that will increase their production and even design skids to fit their unique requirements."

When asked why a customer might call him, Mark had a number of ideas, including something as simple as a gasket to as complex as a CIP skid. Or, perhaps someone needs help with maintenance, repair and operations, or "day-in day-out products." Mark is available to identify pumps, recommend placements; or, look into revamping a system to make it more efficient.

At CSI, Mark says he is fortunate to work with people he considers friends. Outside of CSI, Mark enjoys golfing, traveling and experiencing new things—which might explain his life goal of visiting Australia.

Gore's Ultra-Pure Tubing a Sure Fit with CSI



Known worldwide for their heritage of technical leadership and innovation, **Gore** and CSI are a sure fit when it comes to providing the latest in sealable tubing.

Gore TPE Tubing for weldable bioprocess applications (Series GF) is an ultra-pure tubing specially formulated for use in pharmaceutical and bioprocess applications. This clear tubing is thermally weldable and heat sealable, and it has increased performance in higher temperature steam sterilization.

Gore TPE Tubing is an ultra-pure, thermally weldable and heat sealable tubing specially formulated for pharmaceutical and bioprocess applications.

Typical applications are:

- Pharmaceutical and biotech processing
- Peristaltic pump and fluid transfer
- Filling operations
- Laboratory use
- Upstream processing

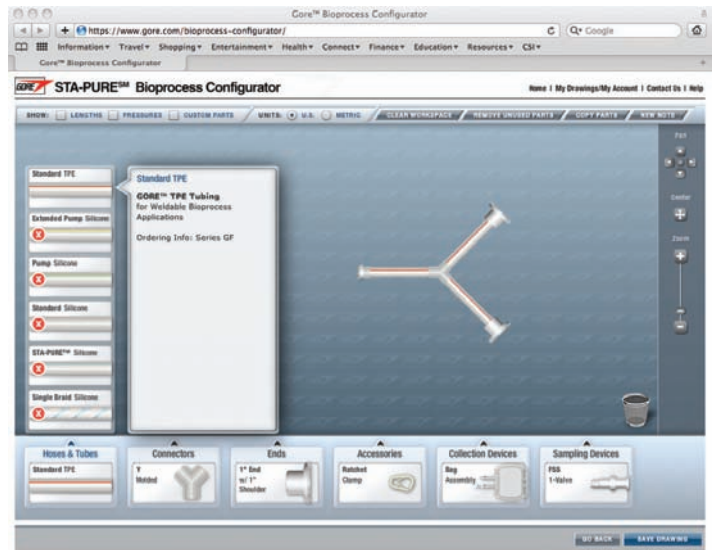
With Gore, quality is assured. Gore TPE Tubing is compounded to meet the most demanding requirements of biocompatibility and manufactured using a pharmaceutical grade thermoplastic elastomer. Constructed of SEBS thermoplastic elastomer tubing, Gore TPE Tubing is compatible with acids, bases and salts.

Other benefits include:

- Improving peristaltic pump life over other weldable and sealable tubing
- Lowering risk of contamination through reduced extractables
- Allowing for higher temperature steam sterilization over other weldable and sealable tubing
- Providing easy visibility of liquids through naturally clear tubing
- Tubing is animal derived component free (ADCF), entirely non-toxic and non-pyrogenic

Gore Bioprocess Configurator

Intent on meeting the specific demands of the industry, Gore TPE Tubing is available with a variety of sanitary molded end connections. You can even design your own custom assembly using the Gore Bioprocess



Configurator. This easy-to-use, drag and drop interface enables you to build and modify customized fluid assemblies. You can even create an account to save your drawings. Simply visit our website at csidesigns.com/gore.php, and click the link to "Design Your Own."

We're sure that Gore's Ultra-Pure Tubing will be a fit for your bioprocesses. For a detailed selection, technical assistance and installation guidelines, contact CSI today at **800.654.5635** or visit us at csidesigns.com/gore.php.

The Transfer Has Gone Digital

In case you missed the announcement in our last issue, CSI now offers the **Transfer** in a digital version. This newsletter can be sent directly to your inbox via html e-mail. Excerpts from each article will display in the message with links to read each full article on-line. If there's a particular article you're interested in, you can easily print it from our website.

Of course, if you prefer reading the **Transfer** on crisp, shiny paper you can continue to receive the printed newsletter by mail instead of—or in addition to—the digital version.

To subscribe to the new digital **Transfer**, or to continue receiving the **Transfer** by mail, visit us online at csidesigns.com/transfer.php. Click on the link to "Manage My Subscription," or simply call us at **800.654.5635**.





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CSI eCommerce Storefront Is Always Open

Have any of these situations ever happened to you?

- It's an evening or weekend, and you really need to know the price and availability for a list of items.
- You only have a few minutes available, and need to place a repeat order for some maintenance parts.
- Your favorite CSI inside sales rep is sick, on vacation, at lunch, or assisting another customer, and you need to check on an order.
- You're not sure your faxed POs are "getting through," and you need a quick confirmation that CSI has received your order.

- You need a MTR (material test report) for an Alfa Laval fitting right now!
- You need tracking information on a shipment from CSI.
- During the night shift, your maintenance supervisor needs to place a credit card order for parts.
- You realize a service manual or maintenance video for a pump or valve would certainly make this repair job easier.

If you have ever experienced any of these "needs attention right now" situations, then you should know that with the CSI eCommerce Storefront, you could handle situations like this

at your convenience! Just go online to <http://store.csidesigns.com>. We can accept purchase orders or credit cards online 24 hours a day.

Here's what one Storefront users says:

"The site is quick to login and is very fast. I usually log in when a customer calls me, and can look up the information I need while I'm on the phone with the customer."

If you already have an account with CSI, we can create a username and password for you in a few minutes. If you don't have an account with CSI, call us at **800.654.5635** to get your account ready today.