



CONNECTIONS

A letter from Mark G. Essig, Chief Executive Officer

A New Way to Connect to RathGibson



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RathGibson's GTAW and LBW Tubing

RathGibson uses both laser beam welding (LBW) and gas tungsten arc welding (GTAW) in the manufacture of our high quality welded tubing. LBW creates a narrow and deep penetrating weld, while GTAW typically produces welds that are wider and shallower. RathGibson's proprietary cold-working and forging processes homogenize the seam with the parent material. For more information, please contact your RathGibson representative.



RathGibson's cold-worked and forged weld seam

The name of this periodical is "Connections" and the consistent theme within this particular issue reinforces our belief in how important connecting is to RathGibson. The communication between our customers, our suppliers, and our employees is critical to our success and to our ability to create value for every member of the supply chain.

In this issue you will find several interesting articles that display our devotion to connecting in a meaningful manner. In April, we hosted channel partners from Costa Rica, Mexico, Peru, Ecuador, Brazil, and Argentina at our Janesville location. Our exchange was both commercial and technical, and designed to bring better solutions to our end-use customers. We also have short articles regarding our participation at a number of industry trade shows in New York, Texas, and China. Connecting with customers, prospects, and suppliers at these important events allows us to share our ideas in a more efficient manner.

We also invite you to stay connected with RathGibson through several different forms of social media. You can follow us on LinkedIn, where we post a number of important notices about the company. You will also have the option of following us on Twitter. RathGibson also now has a Facebook page. Signing up for each of these three options is very easy, and we encourage you to do so!

It is incredibly important for us to maintain our connections with you. We have attempted to be as proactive as possible. All of us at RathGibson are excited about the terrific progress being made at the company, and we look forward to sharing it with you!

We invite you to follow us!



Mark G. Essig

Mark G. Essig
Chief Executive Officer

make the connection



RathGibson Janesville hosts Central and South American Channel Partners

RathGibson's first priority is to serve the needs of our channel partners and end-users by establishing and maintaining strong connections. That is why our Central and South American channel partners were invited to our Janesville, Wisconsin location for a three day seminar from April 6th-8th. The seminar provided the opportunity to tour our manufacturing facility and meet members of the RathGibson team.

Representatives from Costa Rica, Mexico, Peru, Ecuador, Brazil, and Argentina began the event with a welcome dinner. "It was a great way for all of us to become better acquainted," said Cristian Rohde, Director - Business Development for Central and South America. "We were able to meet and swap stories in a relaxed atmosphere."



Cristian Rohde joins the group on a tour of RathGibson's Janesville facility.

The following day, the group met for a workshop on the "Philosophy and Politics in Central and South America". They were able to share ideas and experiences about serving customers in the region. In the afternoon, Carl Kettermann, Metallurgist/Senior Inspector gave a guided tour of the Janesville plant.



RathGibson's Central and South American channel partners learn about control line tubing for the oil and gas industry.

The final day of the seminar was packed with presentations and updates from RathGibson's Rick Bresnan, Director - Commercial and Jim Baumann, Director - Chemical Process and Industrial. In addition to in-person training on RathGibson's products, services, and specific aspects of the industries which they serve, the group was joined via online video conferencing by Scott Trunkett, Director - Power Generation, who was in China on other RathGibson business. The seminar was closed by Carl Kettermann who shared his insight on the technical aspects of RathGibson's tubing, such as corrosion resistance, welded vs. seamless, and the commitment to quality that sets RathGibson apart.

The seminar gave our Central and South American channel partners a better understanding of the services and products offered by RathGibson. In addition to building industry relationships among the representatives, the seminar strengthened our connections. "Finding more ways to assist customers throughout the world is instrumental to our vision: to be the preferred global solutions provider for precision stainless and specialty alloy tubing products," said Mr. Rohde.



Enjoying a meal together after an eventful day.



Camaraderie between the RathGibson team and their guests from Central and South America.



RathGibson's tubing undergoing the welding process.

A Spotlight on RathGibson Welded & Drawn Tubing

RathGibson's drawing process adds enhanced benefits to our high quality precision welded tubing. In addition to providing a superior surface finish, it also strengthens the tubes, thus aiding in their bending, flaring, and formability. Drawing also gives control over their dimension and ovality for consistent and reliable results.

The process begins with RathGibson's high quality welded tubing. These tubes are then bathed in lubricant and drawn through a die, often several times, in order to meet strict customer specifications for size, strength, and finish. Each drawing operation is followed by an annealing operation.

After RathGibson's welded and drawn process is performed, the tubing undergoes multi-point quality testing in accord with our internal standards, as well as applicable ASTM and ASME specifications. The tubing must pass dimensional, tensile, Rockwell, and Eddy Current testing, as well as a range of bend tests including: reverse bend, flattening, reverse flattening, flare, and flange testing. Each tube is line marked to include size and type, specification, heat number, test operator number, tray number, shop order number, country of origin, and the time and date of manufacture.

To protect the tubing RathGibson provides a multitude of packaging options such as tri-wall boxes, hex bundles, and sturdy wood boxing with optional plastic sleeving for freight fretting. Shipping determinations are made based on transit factors and customers' requests.

Our welded & drawn processes are performed by the experienced technicians in RathGibson's North American facilities at North Branch, New Jersey; Janesville, Wisconsin; and Clarksville, Arkansas.



Scott Trunkett, Director - Power Generation and Amanda Liu, Manager - Marketing and Office, Greater China attend the 9th International Nuclear Industry Exhibition.

Strengthening our Power Generation Connection in China

RathGibson continues to solidify our connection to the nuclear power generation sector in China by attending the 9th International Nuclear Industry Exhibition which was held at the Shenzhen Convention & Exhibition Center in Shenzhen, China on April 6th-8th.

RathGibson is committed to our continued support of the industry. Our adherence to strict specifications through a comprehensive quality control program makes us a trusted source of tubing. RathGibson's tubing is installed in condensers, feedwater heaters, moisture separator reheaters (MSRs), and balance of plant (BOP) heat exchangers in power plants throughout the world.



Illuminated model of a heat exchanger displayed at the 9th International Nuclear Industry Exhibition held in Shenzhen, China.

RathGibson Connects With the Oil and Gas Industry

RathGibson connected with the oil and gas industry at two major events this year: the Subsea Tieback Forum and Exhibition, held February 22nd-24th in San Antonio, Texas; as well as the Offshore Technology Conference (OTC) at Reliant Park in Houston, Texas from May 2nd-5th.

Both events gave RathGibson the chance to converse with engineers, geologists, and other technical representatives of the worldwide offshore oil and gas industry. Attendees were also educated on RathGibson's products that are suited to their challenging applications, such as our 825, 316L, Duplex 2205, Super Duplex 2507, and 625 welded tubing for downhole and umbilical use.

"While we have begun to connect with customers in the social media, we still value face-to-face interaction," said John Sinks, Vice President - Sales & Marketing, Energy Products. "Attending industry events, such as Subsea Tieback and OTC, are opportunities to meet current and potential customers, listen to their concerns, and provide solutions. Relationships are established and strengthened, vital information is relayed, and needs are met. RathGibson will continue to exhibit at tradeshows because it is an important way to connect to our oil and gas customers."



RathGibson connects with the oil and gas industry.

RATHGIBSON EXHIBITS AT INTERPHEX 2011

RathGibson was proud to be an exhibitor at Interpex 2011. Held from March 29th through the 31st at the Jacob K. Javits Convention Center in New York City, Interpex 2011 gave RathGibson the opportunity to interact with some of the more than 11,200 industry professionals in attendance. The show, which specializes in the demanding field of pharmaceutical and biotechnology manufacturing, is one of the largest in the industry. Said Paul Sedivy, Director - High Purity, "Exhibiting at Interpex allowed us to directly communicate with end users and channel partners and brainstorm about how RathGibson can best meet their requirements."

Members of the RathGibson team at Interpex 2011.



The information herein was correct at the time of publication and is subject to change without notice.

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