



The POINTER



Your Single Source Instrumentation Company

Created exclusively for Authorized NOSHOK Distributors

Volume 1, Issue 5

Winter 2009

In This Issue

EDITOR'S NOTE

- Happy Holidays & Thanks
- Holiday Schedule
- Trade Show Schedule

PRODUCT FOCUS

- [Sintered Snubbers-NEW](#)
- [Mechanical Block Switches-NEW PRODUCT PREVIEW](#)
- [R & D - Corrosion Solutions](#)

APPLICATION INSIGHT

- [Measurement Solutions for Oil & Gas Applications](#)

NOSHOK NEWS

- [Strong In The Long Run](#)
- [NOSHOK Soccer Team Finishes Strong](#)
- [A Tribute To Our Military Heroes](#)

TECH TIP

- [Material Safety Data Sheets on Website](#)

CUSTOMER CONNECTION

- [Winner of \\$100 VISA Gift Card Drawing](#)

Happy Holidays & Thanks To Our Customers

During this busy holiday season, we'd like to take a moment to thank you for your continued support of NOSHOK.

2009 has been a challenging year for many businesses, and for many on a personal level. Through the challenges, NOSHOK has stood by our core values; providing immediate, personal customer service and top of the line quality.

We are thankful to have experienced encouraging market share growth in 2009. We've built upon many long-standing relationships, and forged many promising new ones. Thanks to our valued customers, NOSHOK is strong heading into 2010.

Please accept our heartfelt thanks for your business, and wishes for a safe and happy holiday season!

Check out these great tips to help make your holidays safer and more enjoyable!
http://www.usa.gov/Citizen/Topics/Happy_Holidays.shtml

Sheryl Pritt
Editor & Marketing Specialist



Holiday Schedule

NOSHOK's Corporate Headquarters will be closed on the following days, in observation of the Christmas & New Year holidays.

December 24, 2009
December 25, 2009
December 31, 2009 (1/2 day)
January 1, 2010

Updated Trade Show Schedule

Click [here](#) to see our upcoming 2010 and 2011 NOSHOK Trade Show schedules. Many more shows will be added to this list so check back!

ELIMINATES
INSTRUMENT
FAILURE DUE TO
PRESSURE
SPIKES & SURGES

1 YEAR WARRANTY

ROBUST, RELIABLE
PRESSURE
MEASUREMENT
UNDER EXTREME
LOADS

IDEAL FOR
HYDRAULIC &
PNEUMATIC
APPLICATIONS

- Excellent corrosion resistance, generally 5 times better than pure Zinc, higher than any other sacrificial alloy
- Exposure to a 5% Salt Spray (Fog), Zinc Nickel resulted in 500 hours to white rust and 1000+ hours to red rust
- Increased deposit hardness
- WEEE, ROHS compliant

New Product: Protect Your Instrumentation with Sintered Snubbers

NOSHOK is now offering Sintered Pressure Snubbers, a simple and cost effective solution to protect expensive instrumentation.

NOSHOK sintered discs are held intact by way of a set screw. Unlike the competitor's crimped method, NOSHOK Sintered Snubbers allow easy cleaning and/or replacement of the sintered disc by simply removing the set screw, replacing the disc and then re-inserting the set screw. This type of built-in versatility greatly increases the snubber's longevity, durability and dependability.

- Increases gauge readability by smoothing out pressure surges, pulsations and spikes
- Eliminates instrument failure due to pressure shock
- Snubbing action is achieved by utilizing a corrosion resistant 316 stainless steel sintered disc
- 5 basic discs are available for each snubber to accommodate specific application needs
- Provides long service life with no moving parts to wear out
- Exotic materials or intermediate disc grades are available on a per order basis



[Click here for hi-res image](#)

[Click here for more information](#)

New Product Preview: Heavy Duty Mechanical Pressure Switches

Available in early 2010, NOSHOK will be offering a new 400 Series Heavy Duty Mechanical Pressure Switch.

With a switching point setting that remains stable for years, this robust switch is designed for applications requiring maximum accuracy under extreme loads. The 400 Series Switch converts pneumatic and hydraulic signals into electrical signals. Depending on the type of connection, it can easily be used as a NC, NO or SPDT contact. **Keep an eye on your e-mail and on our website for announcements on the availability of this new switch!**



Research & Development: Corrosion Solutions

Over the past 6 months, we've been investigating Zinc Nickel plating as a corrosion solution option for our valve products. This alloy has been specified in a variety of applications in recent years, including components for many major automotive companies such as Ford and GM, as well as the electrical transmission industry, the fastener industry, and the United States Army.

Zinc Nickel provides an extremely high level of corrosion resistance, along with uniform deposit thickness, reduced porosity, exceptional corrosion resistance, and improved hardness.

We've conducted both independent lab and internal tests on this alloy, with very impressive corrosion-resistance results thus far.

Ongoing testing is in progress.



APPLICATION INSIGHT



NEW!

Measurement Solutions
for Oil & Gas
Brochure in SPANISH
[Click here](#)

NOSHOK

SOLUCIONES PARA APLICACIONES
DE PETRÓLEO Y GAS NATURAL



MEASUREMENT SOLUTIONS For Oil & Gas applications

NOSHOK is a major supplier of pressure, level, temperature and force measurement instrumentation to the oil and gas market, including down-hole level transmitters, pressure and temperature transmitters and gauges, & needle and manifold valves. Below is a sampling of the products we offer for this market, but many more options are available. Please consult your Regional Sales Manager for details on our complete offering.

Hazardous Location Approved Transmitters



Explosion Proof Pressure: 621 & 622 Series

(Click here for more information)

Non-Incendive Pressure: 623 & 624 Series

(Click here for more information)

Intrinsically Safe Pressure: 625 & 626 Series

(Click here for more information)

Intrinsically Safe Submersible Liquid Level: 627 Series

(Click here for more information)



Additional Measurement Solutions

Process Gauges: 600 & 700 Series

(Click here for more information)

Stainless Steel Liquid Filled Gauges: 400 & 500 Series

(Click here for more information)

Digital Gauges : 1000 Series 4,000 hours of battery life

(Click here for more information)

Bimetal Thermometers and Thermowells: Reliable temperature solutions

(Click here for more information)

Swivel Adapter: Adjusts line of sight

(Click here for more information)

Needle Valves: Mini, Multiport, Hard & Soft Seat, Block & Bleed, Bleed, 2-Valve Block & Bleed

(Click here for more information)

3-Valve Differential Pressure Manifolds: 3010/3110, 3510, 3610/3710 Series

(Click here for more information)

5-Valve Natural Gas Manifolds: 5030/5130, 5530 Series

(Click here for more information)



Strong In The Long Run

Rob Samay, NOSHOK's Electronics Production Supervisor, made an impressive showing at the 18th annual Towpath Marathon, held in the Ohio Canal Corridor in the Cuyahoga Valley National Park on October 11, 2009.

As Rob's first marathon, this was an ambitious though scenic race to participate in – 26.2 miles along breathtaking segments of the historic Towpath Trail located between Akron and Cleveland, Ohio. It is one of few marathons that take place in a National Park, and many consider it a unique specialty race due to the beautiful setting with northeast Ohio fall foliage and crushed limestone paths. [Read more](#)



Soccer Team Clinches Winning Season

The NOSHOK Soccer Team finished its winning 2009 season with another victory, improving their career team record to 33-6-3. The team earned a 3rd overall finish in the Miami South Beach Cup 2009, with a record of 2-1-3 during the two days 11/20-11/21.



We'd like to thank our sponsors for their ongoing support:

- Frontline Sports
- Morgan Stanley
- Global Technical Recruiters
- Adecco
- C.H. Robinson International, Inc.

The NOSHOK team will compete in 5-6 tourneys next year. Looking forward to another successful season in 2010!

A Tribute To Our Military Heroes

On August 8th, the 2009 Bridgestone Golf Invitational in Akron, Ohio became more than just another PGA event. It was an event to honor and recognize ten outstanding men and women of our United States military for their past accomplishments and continuing dedication to our nation. It was also a day to wish some of them well on their imminent deployment into harm's way. A perfect way for Bridgestone, Lockheed Martin, and the USO of Ohio to say "Thank You" to:



Sean Bretz	United States Coast Guard
Todd Fitzwater	United States Army
Vivian Eddy	United States Coast Guard
Sceon Rowe	United States Marine Corps
Brian Wyckoff	United States Navy
Stephen Dukes	United States Coast Guard
Caryn Wayne	United States Army
Lenora Williams	United States Navy
Kimberly Demoss	United States Navy
Joseph Estevez	United States Marine Corps



A Tribute To Our Military Heroes (continued)

It started out wet and rainy for the golfers, but our military men and women were warm and comfortable in the executive club on hole #16.

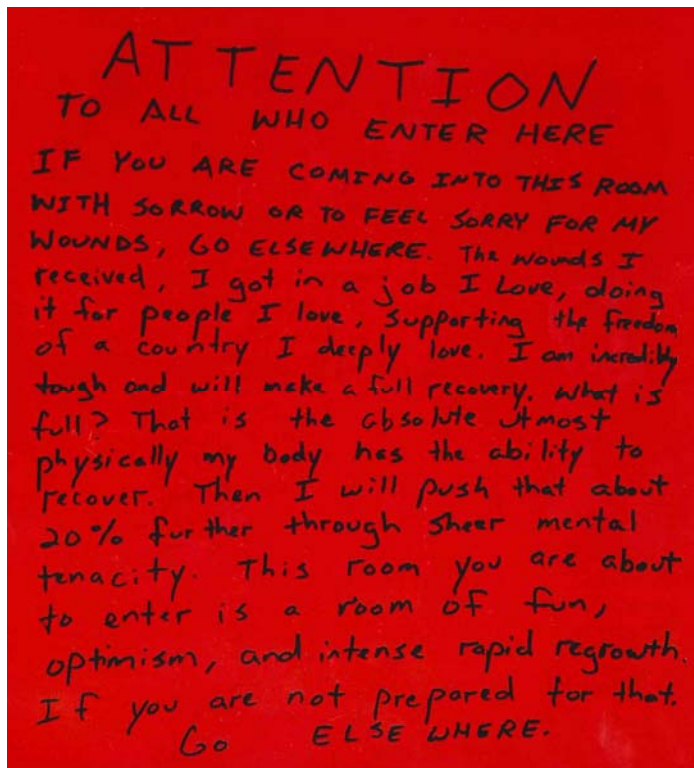
They were welcomed by Don Padgett, the Bridgestone Executive Director. Don led everyone in the Pledge of Allegiance, and then recognized Rick Perez (Vice President, Lockheed Martin), Rick DeChant (President, USO of Ohio), Jim Cole (Vice-President, USO of Ohio), and Deb Fisher (Executive Director, USO of Ohio).

Each military honoree was called up to receive a certificate from the Lockheed Martin Executive, Rick Perez.

NOSHOK's Jim Cole, a long time director and officer of the Ohio USO, first became involved with the USO in South Vietnam during the years of 1966—1972. Following his military service in Vietnam, which began in 1964, he returned to Vietnam as a civilian and quickly became aware of the role the USO played in supporting the U.S. military. As a three time volunteer in the U.S. Army, he immediately volunteered to support the USO, never realizing that he would still be continuing that support 43 years later.

"The military is our last bastion," stated Mr. Cole. "They protect America. They protect our freedom, our way of life, and they stand for every man and woman who has paid the supreme sacrifice to ensure our nation continues to be the land of the free and the home of the brave."

When Navy Seal Lieutenant "J" arrived at the National Naval Medical Center in Bethesda, MD, he had been shot multiple times in the left arm and face. He would be in the hospital for many months, unable to speak, but he could write. These are the words that he wrote.



GOD BLESS AMERICA.

TECH TIP

Material Safety Data Sheets (MSDS) on Website

Material Safety Data Sheets have been added to our website at http://www.noshok.com/material_safety.shtml MSDS include:

<u>Chemical Name</u>	<u>Product Name</u>
1,2,3-Propanetriol	Glycerine
Petroleum Hydrocarbon	White Mineral Oil
Polychlorotrifluoroethylene	Halocarbon® 4.2 Oil
Polydimethylsiloxane	Silicone - Dow Corning® 200(R) Fluid, 50 CST
Polydimethylsiloxane	Silicone - Dow Corning® 200(R) Fluid, 500 CST

Other valuable reference tools and links are also available on our website at http://www.noshok.com/reference_charts.shtml

CUSTOMER CONNECTION

Winner of \$100 VISA Gift Card



Thanks to all of our customers who took the time to send us their testimonials and feedback—we appreciate your input to help us serve you better!

We are happy to announce that **Gordon Smith of Canadian Bearings, Ltd.** is the winner of the \$100 VISA Gift Card drawing, for sending us his feedback on NOSHOK products and services. Congratulations and thank you, **Gordon Smith!**

“We have a mining exploration company who drills in severe conditions and inconsistent hardness of rock. They were continually over pressurizing 4 inch glycerin filled gauges and bending tubes and blowing out gauges. (We) tried different name brand gauges with the same failures. We recommended, with NOSHOK’s help, a 4 inch glycerin filled 500 series gauge with a 1350 brass pressure snubber. Problem solved. Although this combination cost more initially, the savings in the long run were huge. Customer has purchased thousands of this combination from us over the years.”

- Gordon Smith



For more information on NOSHOK products, please visit our website at www.noshok.com
Contact: Sheryl Pritt, Mktg. Specialist, 1010 West Bagley Road, Berea, Ohio 44017
440-243-0888 x220, spritt@noshok.com

ISO 9001:2008
REGISTERED