



Pall Corporation

Customized Productivity Services

for Total Fluid ManagementSM



Filtration. Separation. Solution.SM

Customized Productivity Services for Total Fluid Management

***We have real solutions for your production challenges.
Our productivity services enable you to meet regulatory requirements and increase output while reducing your total cost of ownership.***

Pall establishes and formalizes a committed business relationship with each customer to provide and support increased productivity through Total Fluid ManagementSM (TFM). This relationship allows you to focus on your core business while we apply our skills and resources to your manufacturing operation.

Increased productivity is achieved through optimized system performance and managed, nonscheduled production interventions. We consider all operational protocol, products, and plant services that will enhance your filtration application and offer you a compelling return on your investment.

Why Pall?

Established more than a half-century ago, Pall Corporation has grown to be the largest and most diverse filtration, separations, and purification company in the world. Our global presence is far-reaching, and our product portfolio and technical expertise are extensive.

Pall offers a variety of services to help you increase productivity. Located in more than 30 countries, our staff scientists and engineers provide these services locally, with intensive, broad-based assistance from Pall's worldwide technical support network. Our experts work directly with you to determine how Pall products and technologies can benefit your process. As part of your customized Total Fluid Management solution, Pall products and services are recommended to streamline your operations and help you gain an edge in this increasingly competitive marketplace.

What is Total Fluid Management?

Total Fluid Management is the integration of properly selected filtration and separation equipment and services into a production process to yield the highest efficiency at the lowest cost. Pall's Total Fluid Management program consists of a wide range of filtration products, advanced technologies, and services to improve system operation and increase productivity.



Global presence



Pall corporate headquarters



Total Fluid Management

Our global team of scientists and engineers support TFM

At Pall, we are dedicated to providing you with quality service to help maximize productivity within your operation. We deliver TFM to you with the support of our global teams of Scientific and Laboratory Services (SLS) scientists and engineers. These individuals have the following skills and tools.

- Advanced degrees in a broad range of disciplines
- Unrivalled expertise and experience in filtration and separation technologies
- Software and Intranet communication tools
- State-of-the-art technology
- System reliability expertise

Choose from a broad range of productivity services

Pall offers the following customized, professional services for filtration and separation systems.

- Value Added Integrated Supply (VAIS)
- Water audit
- Cleanliness audit
- Training
- Analytical testing
- Reliability engineering
- Process development
- Codevelopment agreements
- Process productivity
- Preinspection reviews
- Filtration equipment rental

Value Added Integrated Supply (VAIS)

Pall has developed an enhanced integrated supply program, known as Value Added Integrated Supply (VAIS), which provides cost benefit beyond that offered by traditional integrated supply programs. Our partnerships within the filtration industry make this possible, allowing us to supply 100% of your filtration and separation needs at cost-effective pricing. VAIS can be implemented for a process or site/multisite operation. The VAIS program considers both the operating costs and the unit cost, and works with you to provide a compelling return on investment. The results of this program are reductions in filter expenditures, total line items purchased, number of vendors, and purchase orders processed.

Water audit

To ensure that water is being used most efficiently at your facility, Pall will conduct a water audit that assesses all water use and evaluates the quantity, quality, and regulatory compliance of wastewater discharges. We offer alternatives for the handling, disposal, and reuse of water, and assess the cost and environmental impact of each. Our audit includes a long-term plan for handling water and wastewater flows that can save you money and improve compliance.



Productivity services



Value Added Integrated Supply program



Water audits

Cleanliness audit

A cleanliness audit can uncover contamination problems and their detrimental effects. We collect and identify process contaminants to determine their origin and provide you with recommendations for corrective action. Our suggestions are designed to help you optimize your processes and increase the reliability of your equipment at the lowest possible cost.

Training

Systematic training of personnel is critical for efficient operation, profitability, and regulatory compliance. Pall's experienced and highly knowledgeable trainers can tailor courses to meet your needs. Training is conveniently offered at your site or at one of Pall's specialized training facilities.

Analytical testing

If left unchecked, contaminants can ultimately lead to system and product failure. Pall offers analytical testing services to uncover particulate and microbial contaminants in your process fluids. Our labs are well equipped with state-of-the-art instrumentation, which is necessary for a detailed and accurate analysis of your fluids. As part of our analytical testing services, we will also provide you with documentation containing our findings.

Reliability engineering

Pall is committed to assisting customers in the improvement of their maintenance practices. We apply our expertise to support the continued success of your business, enabling you to achieve "world best practices" for machine reliability, availability, and safety.

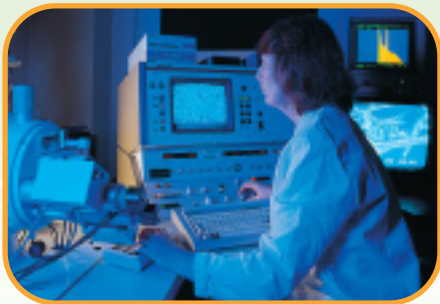
Process development

Pall offers comprehensive support during the development of your new process. We know that fast and flexible solutions during process development are extremely important. With the availability of Pall's expert technologists, high-tech equipment, and state-of-the-art laboratories, we can assist you in developing the most cost-effective process. We provide services ranging from simple problem solving to pilot plant investigations and detailed research proposals.

Selection of the optimum filter media is critical for process efficiency and cost-effectiveness. It requires considerable knowledge of filtration technology. Pall has developed an extensive range of filter media, and our Technology Services specialists have the expertise to recommend the most effective one for your process.

Codevelopment agreements

We offer codevelopment agreements, whereby Pall and the customer jointly fund the development of media, materials, and/or processes that are needed for your applications or for which there is an identified market. With a technical and economic target, we are confident that we can create an enabling solution that will benefit you.



Cleanliness audits



Training services



Analytical testing services

Process productivity

Even the best processes can be interrupted by unpredictable events or inefficiencies. The result is costly downtime or loss of product. Pall offers troubleshooting, audit, and consulting services to identify opportunities for process improvements that lead to increased productivity. Improvements are defined as the reduction of defects, cycle time, and process variation, and the reduction or elimination of cost. An audit involves data collection and proposal review, followed by a technical report documenting the findings and suggestions for improvement. We monitor implementation of our recommendations to ensure that the agreed-upon productivity targets are achieved.

Preinspection reviews

Filtration is frequently a critical step in manufacturing, so regulatory authorities often examine documentation and procedures associated with filtration processes. Pall Technology Services can assist you in being fully prepared for either internal or external inspections by offering preinspection reviews. This service includes a review of procedures and documentation and, in some cases, recommendations for additional action required to meet stringent regulations.

Filtration equipment rental

When you need to rent filtration equipment to conduct full-and large-scale pilot testing, to use while permanent equipment is being manufactured, for one-time applications, or for some other purpose, turn to Pall. Our rental services can provide equipment on the spot, so that you can handle emergencies, upsets, and quick turnarounds promptly.

How can Pall productivity services benefit you?

- Assist in reducing your operating costs and increasing your process efficiency. Pall offers high-quality products and services to help you meet your purification goals cost-effectively.
- Introduce you to Pall's comprehensive services program. Our Total Fluid Management program offers a full range of productivity and system services to help you meet your filtration, separation, and purification requirements at the lowest cost.
- Provide access to an extensive, multidisciplinary team of experts including engineers, chemists, biochemists, microbiologists, and physicists. Leverage the global technical support network of the world's leader in filtration, separation, and purification solutions.
- Offer you the benefits of Pall's advanced technology. Our teams of service specialists are well versed in all areas of filtration, separations, and purification including microfiltration, ultrafiltration, nanofiltration, reverse osmosis, and phase separation.
- Enable you to redeploy your resources. With the filtration and separation aspect of your process in the competent hands of our service staff, you can put your resources where they are most needed.



Reliability engineering services



Process development services



Codevelopment agreements

Our recommendations are fully documented

We know how important documentation is to our customers. We will provide you with a technical report detailing our findings and our recommended course of action. This report may be especially helpful during implementation and regulatory audits. At your request, we will format the report to conform to your documentation standards. We can also arrange a meeting to discuss our findings and recommendations with you.

Choose a customized service agreement or individual services

Every business has a unique set of needs, so Pall provides different options for accessing productivity services.

Service agreement

If you prefer scheduled service, select a service agreement. Choose any combination of services described in this brochure, and we will draft a service agreement that meets your unique process, system, production, and scheduling requirements.

A service contract ensures your ongoing relationship with Pall. We provide scheduled service so that costly emergencies and downtime can be avoided. Allowing us to track and anticipate your needs enables you to focus on your core business. With a service contract, you can look forward to a consistent, optimized process and reduced operating and maintenance costs.

Individual services

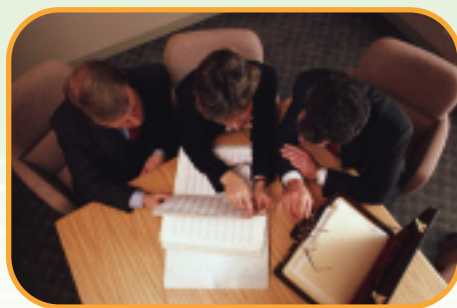
If you prefer to request productivity services when you need them, you can choose and customize individual services without a service contract. When you need service, contact us directly for an appointment. With either option, service contract or individual services, you will have the security of knowing that your filtration process is being managed by expert service and technical staff.

We're available whenever you need us

Think of us as part of your service department. We are on call — available wherever and whenever you need us. Requesting service from the Pall Productivity Services team is easy. Contact us directly. No matter when you request assistance — during start-up, development, or operation — we respond quickly to ensure that your process runs smoothly and production is maximized.



Process productivity services



Preinspection reviews



Filtration equipment rental services

You trust Pall as your equipment supplier.

Trust us to be your productivity services provider.



Efficiency testing services



Developmental testing services



Extractable testing services



Pall Corporation

Corporate Headquarters

2200 Northern Boulevard.
East Hills, New York 11548-1289
888.873.7255 toll free
516.484.5400 phone
516.484.0364 fax
fuelsandchemicals@pall.com email


United Kingdom

Europa House, Havant Street
Portsmouth PO1 3PD
Hampshire, England
+44 (0) 23 9230 2357 phone
+44 (0) 23 9230 2509 fax
processuk@pall.com email

Visit us on the Web at www.pall.com

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