

# EXCEEDING EXPECTATIONS

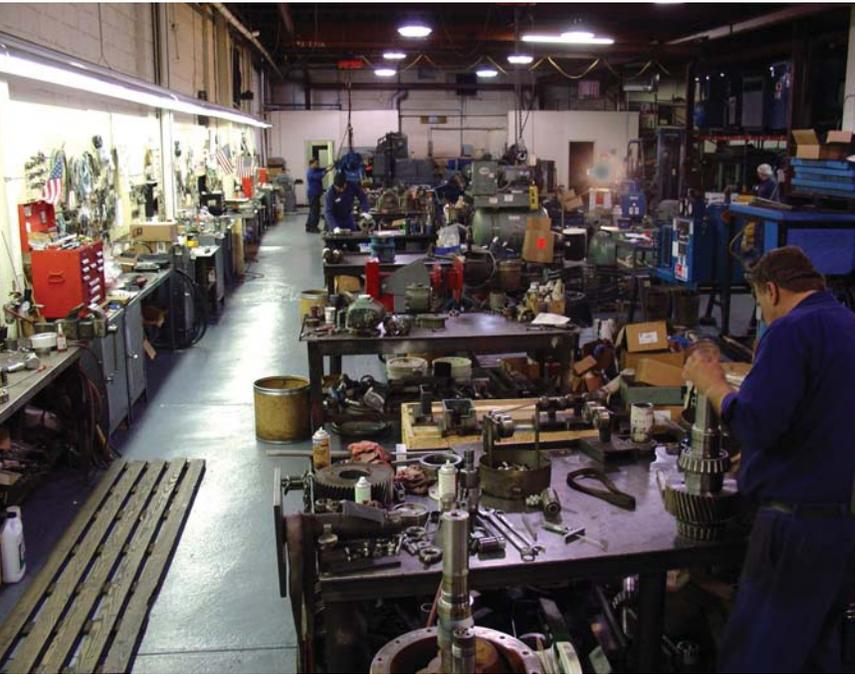


**SCALES**  
INDUSTRIAL TECHNOLOGIES

# A proud past... a bright future

What began in 1966 as a small repair shop in a little garage on Long Island has grown into a major provider of air compressor equipment, parts and service, and a leading supplier of preventative maintenance programs and energy management systems.

Today, what was once Scales Air Compressor has evolved into Scales Industrial Technologies. We serve the entire Northeast and mid-Atlantic region with over 170 employees. Our facilities encompass over 100,000 square feet of fully equipped repair, remanufacturing and warehouse space in six locations in Connecticut, New York, New Jersey, Pennsylvania and Massachusetts. We are able to provide faster, more effective response and service to meet the ever-changing needs of our customers because we are structured with the right people, the latest equipment, and modern facilities. No other service company matches Scales Industrial Technologies for total customer care. Today, more than ever, we strive to **"exceed expectations."**



## Products and Services to make your life easier

Our goal is to reduce the cost of ownership, improve reliability and increase profitability for our customers. In the words of our CEO, Bill Scales... **"we don't give you fancy promises ...just the best and fastest service in the field today. When it comes to fast service we exceed expectations."**



## Air Compressor Systems and Installations

No matter how well it is designed and maintained, all equipment eventually requires repair or rebuilding. That's where we come in.

*Here's what we offer:*

- Local, fully equipped service centers
- Factory trained technicians
- Repairs of air compressors and dryers of all types from all manufacturers
- Turn-key system installations
- Quality service alternatives (repair, rebuild, or re-engineer)
- Emergency service
- Machining services
- Upgrades for older equipment including VSD
- Equipment and system assessments
- Complete systems analysis and troubleshooting using the latest techniques and instrumentation
- Scheduled preventative maintenance agreements





## **Emergency Field Service**

*There's nothing more costly to you than downtime. Our job is to get your plant up and running as fast as possible, and that's just what we do. When it comes to getting your plant back on track...we exceed expectations.*



*Over 70 service vehicles to serve you better.*

## **Equipment and Parts Sales**

We offer a complete line of new and rebuilt industrial systems and equipment which includes:

- Industrial air compressor and vacuum systems
- Medical air compressor and vacuum systems
- Custom-built compressor and booster packages
- Compressed air treatment systems
- Engine driven compressors and chillers
- Heat exchanger fabrication and re-tubing

Each of our five warehouses stocks a complete inventory of parts and equipment. When it comes to delivering new equipment or parts...***we exceed expectations.***



## **Process Cooling Water Systems**

To be effective, your process or system needs reliable, efficient, trouble-free equipment backed with competent on-site support services. That's just what we offer. Scales Industrial Technologies is partnered with the leading cooling tower, dry cooling and chiller manufacturers in the U.S. to provide dependable, economical performance for process water in a wide variety of applications. Count on us to design, select and install the most efficient and reliable water-cooling package for your specific application. When you need to optimize the performance and reliability of your plant's cooling water system...***we exceed expectations.***

## **Process Gas Compressor Service and Repair**

Our American Process Gas Compressor Division supplies specialized repairs, service and parts to the Process Gas Industry. The division excels in tasks such as pattern making, cylinder boring and sleeving, metal stitching, bearing re-babbiting and hydrostatic testing. Our technically trained staff has extensive experience with virtually all makes and models of OEM equipment. Both on-site and in-shop service is provided.

No matter if your requirements are emergency rebuilding, or scheduled preventative maintenance or even specially designed equipment to meet your specific requirements built to API standards, our American Process Gas Compressor Division will...***exceed expectations.***





## **Energy Management Systems Assessments**

The cost-effective solutions that we present as a result of a compressed air energy assessment can save *30% and more in operating costs per year* while still meeting your compressed air demands. As a U.S. Department of Energy Allied Partner we have performed system assessments throughout the world. There are five Compressed Air Challenge certified instructors and two "Airmaster +" specialists on our staff. No other company has more; or more compressed air knowledge. In fact, we co-authored the Compressed Air Challenge's "Best Practices for Compressed Air Systems". Our assessment of your compressed air system can improve system reliability and identify problems that affect your production, quality and profitability.



## **Smart Sequencer®**

Our patented Smart Sequencer® received the *Gold Medal Award in the Product of the Year competition sponsored by Plant Engineering Magazine...*and for good reason; it cuts energy costs on multiple compressor and chiller systems. Smart Sequencer® reduces your plant's energy costs by continuously monitoring plant demands and automatically selecting the most energy efficient combination of compressors or chillers. Smart Sequencer® works with any combination of size, manufacturer or type of compressors and chillers. In addition, the Smart Sequencer® displays and trends both the equipment and system data such as flow, temperature, pressure and power. By continuously monitoring this data, costly equipment breakdowns will be avoided and system efficiency maintained.

## **Variable Speed Drive (VSD) Control and Upgrades**

By successfully upgrading the controls of many existing air compressors, pumps, fans and blowers to VSD technology we have saved our customers thousands of dollars in annual energy costs. We built our first variable speed drive controlled air compressor in 1991 and were the first company to utilize variable speed drives for air compressor capacity control on both new and existing air compressors. Our VSD controls enable you to change the speed of your rotating equipment to match system demand, thereby improving part load energy efficiency.

When it comes to providing increased productivity, reducing energy costs, and enhancing product quality and reliability our expertise is unmatched...*we exceed expectations.*





## ***We're here to serve you.***

### ***Our people are key***

We are able to deliver strong performance for our customers because our people deliver strong performance. It's that simple. At Scales Industrial Technologies you'll find dedicated professionals who know the importance of putting your needs first. Look to the Scales team to provide you with knowledgeable solutions, energy management, and total mechanical and technical support. Scales Industrial Technologies people...they're our strongest resource; delivering value, support and service to our customers every day.

Scales Industrial Technologies people...***exceed expectations.***

### ***Facilities designed to serve you better***

Our modern facilities are some of the most efficient in the nation. They are designed to handle a multitude of industrial equipment repairs, custom package fabrication and control designs. All are fully equipped with the machinery, parts, material and personnel to perform any machining and rebuilding procedure required. If it is not feasible to remanufacture using existing components, we produce and install new ones, and return your equipment back to original specifications. Whether your needs are assembly of air or gas compressor packages built to your specifications, heat exchanger re-tubing, machining services, compressor and chiller rebuilding and upgrading, ...we do it. And, we do it better...***we exceed expectations.***

### ***Long-term partnerships***

Our philosophy is that our success depends on making our customer successful. That's why we work together with you in a close partnership. We stress getting to know your operations and concerns. Working together we will lower your cost, increase reliability and improve your bottom line. We are committed to delivering innovation—not only in new products that meet the changing needs of industry, but also in our service and technical support.

We are constantly improving and expanding the ways...***we exceed expectations.***

- INDUSTRIES SERVED...
- PLASTICS
- AEROSPACE
- GLASS
- PAPER
- TEXTILE
- AUTOMOTIVE
- COMMUNICATIONS
- COSMETICS
- UTILITIES
- BOTTLING
- RUBBER
- CHEMICAL
- PRINTING
- HVAC
- PHARMACEUTICAL
- BAKERY
- WATER TREATMENT
- PACKAGING
- ELECTRONICS
- WOOD PRODUCTS
- FOOD
- DAIRY
- TRANSPORTATION
- NEWSPAPER
- TOOL & DIE...





## ***Let us show you how we can exceed your expectations.***

To see how you will benefit from a partnership with Scales Industrial Technologies visit us on the web at: **[www.scalesindtech.com](http://www.scalesindtech.com)** or call your nearest Scales Industrial Technologies office toll-free today.

### **Scales Industrial Technologies, Inc.**

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(866) 248-9096

### **Scales Industrial Technologies of Connecticut**

290 Pratt Street  
Meriden, CT 06450  
(800) 627-9578

### **Scales Industrial Technologies of Massachusetts**

118 Cambridge St.  
Worcester, MA 01603  
(877) 798-0454

### **Scales Industrial Technologies, Inc. of New Jersey**

185 Lackawanna Ave.  
West Paterson, NJ 07424  
(866) 890-1010

### **Tri-State Industrial Air Compressor**

345 Lodi Street  
Hackensack, NJ 07601  
(800) 229-8722

### **Scales Industrial Technologies, Inc. of Pennsylvania**

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