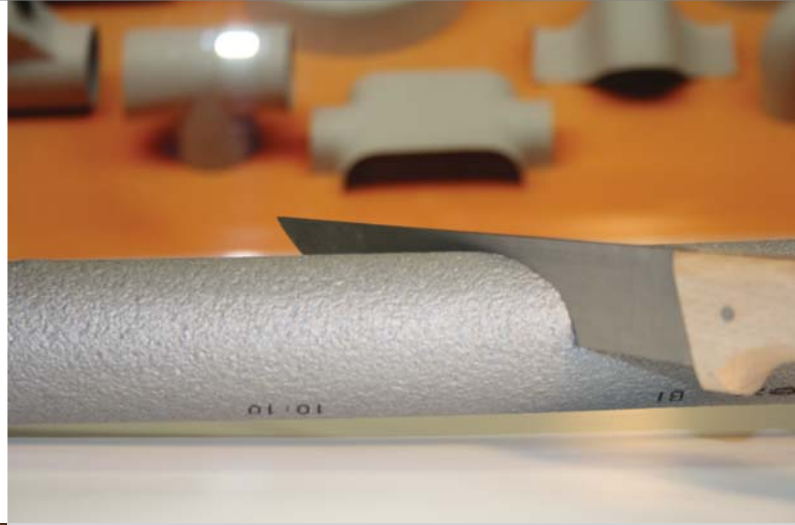


October 2012

Current Challenges

as expressed by our customers

- Too many types of elbows to stock
- Different radiuses, different elbows
- Contractors & distributors demand simplification
- Different geographical locations
- Demand for speed of application
- Difficult identification
- Demand for neater tapes



What do contractors do, for small pipe sections?

- They make only one cut
- The two pipe sections are butt together
- Then, the hill (sharp end) may be shaved
 - This reduces the insulation thickness
 - Increases installation time
 - Requires cleaning

KEEP IT SIMPLE

- Suitability: rigid & soft insulation
Elastomeric, PU, PIR, XPS, PE, Phenolic,
Mineral Wool, Fiberglass, etc.
- Each elbow fits multiple pipe+insulation combinations
- No more mess in the box:
Every elbow has a number #
and maximum OD embossed.

No OD

#8

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