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## Weir SPM Product Update

6/1/2009

### Competitor Manifold Trailer - Safety Iron<sup>®</sup> Retrofit



***Weir SPM's Safety Iron<sup>®</sup> "hybrid" integral connections have successfully been retrofitted into customers' existing manifold trailers as a solution to competitors' components cracking.***

#### **Background:**

Recently, customers reported to Weir SPM that they began witnessing cracks in traditional hammer union connection components utilized in the high-pressure lines on manifold trailers manufactured by our competitors. These cracks can be associated with the hard mounting styles of the competitor's trailers, and the hammer union style connections that are more susceptible to fatigue fractures due to side loading and vibration.

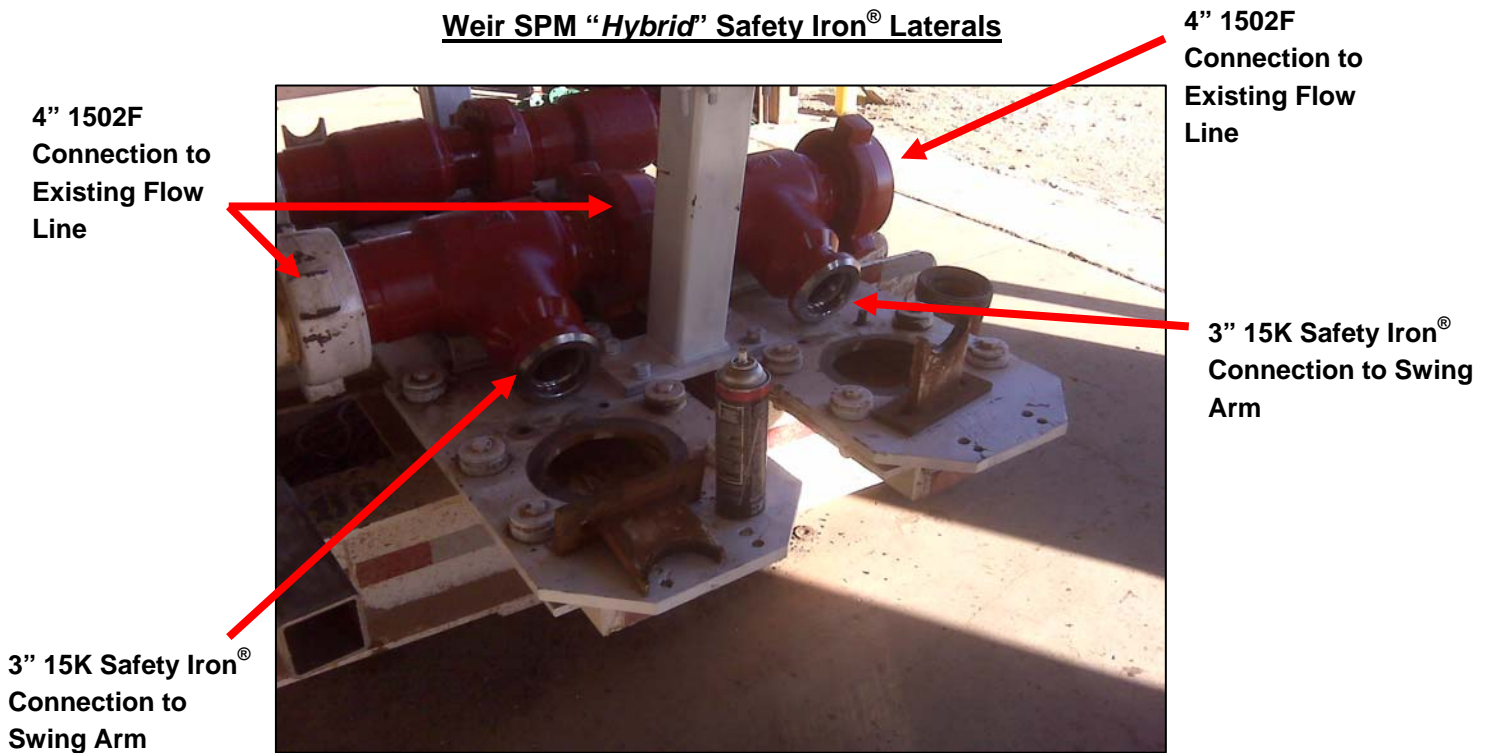
#### **Solution:**

Due to the current economic climate, customers have been hesitant to invest in new trailers or complete changeover maintenance from hammer union units to Safety Iron<sup>®</sup>. Yet, these customers are seeking more effective and longer lasting assets in order to cut costs. In response, Weir SPM has seen great success in offering "hybrid" Safety Iron<sup>®</sup> integral connections (tees or laterals) that utilize mixed-style branches (*see Figure 1*) to retrofit into existing trailers. These hybrid components have shown to be more resistant to the damaging effects of vibration due to the robust Safety Iron<sup>®</sup> design which utilizes greater wall thickness in key areas, and more contact surface area (*see Figure 2 below*).

To date, retrofit "kits" have been sold to multiple customers. Initial reports from these customers state that after continued use, no further problems have been witnessed with the Safety Iron<sup>®</sup> integral connections. Weir SPM is now promoting its Engineering expertise to help customers determine how the "hybrid" integral connections can benefit their existing inventory.

Figure 1.

Weir SPM "Hybrid" Safety Iron® Laterals



Note: Not shown, 3" 15K Tee branch leads to Plug Valves (3" 15K SI x 3" 1502 Hammer Union).

Figure 2.

