

O R I O N I N D U S T R I E S I N C O R P O R A T E D

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EMI/RFI Shielding Laminates • Insulators • Seals and Gaskets • Screens

ISO 9001



A3744

Precision Die Cutting • Laminating • Adhesives • Screen Printing/Hot Stamping

PIPE AND TUBING INSULATION

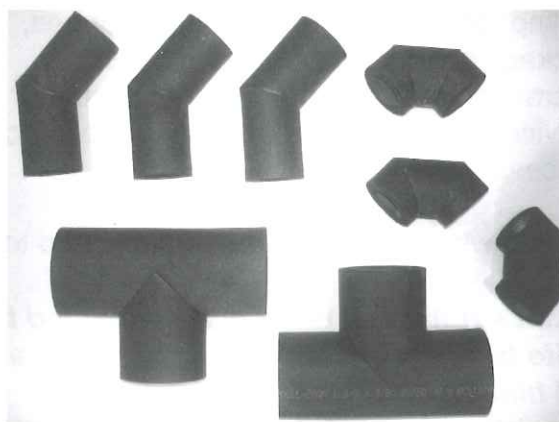
ORION® designs and produces high quality insulation for all types of industrial, process tubing and pipe. We utilize Aerocel® tube and sheet insulation to fabricate a wide variety of shapes and assemblies. Aerocel is closed cell and effectively retards the flow of moisture. We custom cut standard shapes such as 90 degree, 45 degree and custom elbows, and can also fabricate tees, manifolds, and tubes with arc interface ends.



Flexible Insulation for HVAC & R Applications

Hot temperatures and condensation cause problems:

Increased heat and condensation from large air conditioning units that dripped onto computers below were two major problems for another customer. After researching materials with our engineers, they found that these insulation tubes were effective for low thermal conductivity and moisture flow prevention.



Orion is capable of fabricating all tubing sizes into 45 degree elbows, 90 degree elbows and tees to meet your application specifications.

Bring us your tubing insulation requirements - chances are we can help with the material, design and fabrication for the configuration required for your application.

Aerocel is a registered trademark of Aeroflex USA, Inc.

Solutions for some of our customers:

On-site cutting and assembly proves difficult:

An air conditioner supplier came to us with a dilemma - their employees were assembling pipe insulation in the field by doing their own custom cutting, assembling and taping. This was costly in terms of time and material waste, plus the end product looked messy. After reviewing their requirements, we were able to design and supply standard pipe configurations in kits that could be easily assembled with a uniform, neat look. Their time spent on these types of installations has been dramatically decreased and material waste has been virtually eliminated.

Customers Win with Free Tooling

We congratulate those of our customers who were quick to respond to our October email. They each received free tooling on their newest orders. Due to its popularity, we'll be sure to offer this again soon. Always be sure to open our emails, as you never know what you might miss!

ORION is a registered trademark of Orion Industries Incorporated. ORION provides custom designs and manufacturing for EMI/RFI shielding, insulating, screening and sealing needs.

When Does a Customer Become our **ONLY** Customer?

Our business is one of fast responses. Often the window of time between quoting and delivery of the product is very small. When a customer needs their parts, they often need them *yesterday*. So what do we do when a rush job comes in?

Our goal is to respond to each customer as if they were our only customer. What's important to them is whether they will get parts on time - what's important to us is that we make it happen. This means quickly researching and ordering materials, breaking down machine set-ups for a new rush job, ordering new tooling, processing engineering changes, packaging ... and the list goes on. The interaction between purchasing, customer service, quality and production is critical to this process.

Here is what one customer recently had to say:

"...It's not often that I feel compelled to write to [the] President of a Company and tell him that his team has made a considerable contribution to the success of [our company]..."

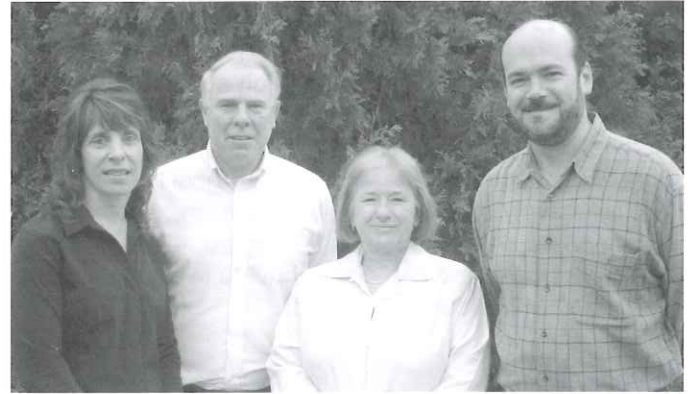
This customer needed an immediate implementation of an Engineering Change Order to improve the performance of their product, *and he needed his parts that day*. His first contact was with Diane Little, Customer Service Manager at ORION.

"She quickly sensed the urgency of our situation and made a supreme effort to meet all of our demands, and there were many..." he wrote.

The project required many departments at ORION to work quickly to provide Diane with the information she needed to keep the customer updated.

"I also recognized that Diane had a great team of people backing her up, when we asked for delivery commitments that looked near impossible", he said.

We were able to provide the needed parts in time, which got the customer's product one step closer to completion.



Turn to the team that gets things done!

L-R: Maria Sicari, Peter Smith, Diane Little and Tony Willson

ORION Celebrates 33 Years in Business

At the end of June, ORION employees and their families spent an afternoon of celebration at Kimball Farm in Westford, Massachusetts. This popular destination is known for its fabulous homemade ice cream, BBQ's and host of family activities such as mini golf, pitch & putt and bumper boats. It proved to be a relaxing and fun day for all, as we celebrated 33 years in business.

SEASON'S GREETINGS
FROM EVERYONE AT ORION!

ORION uses quality materials to produce high quality parts.



ROGERS



3M

