CURTISS-WRIGHT

EST Group

www.cw-estgroup.com

GripTight® Pressure Testing & Isolation Plugs

Essential Selling Tools

This document highlights what we consider to be Essential Selling Tools for our GripTight MAX Pressure Test and Isolation line. Each tool and/or document is summarized with the location of where they can be found and tips for usage! Primary documentation including our Corporate Capabilities brochure and Full Product Catalog remain our core selling literature and should be used in conjunction with the recommended tools herein to inform and excite customers.

1. GripTight® Demo Equipment & Samples
2. Product Line Guide
3. Product Information Cards
4. GripTight MAX Videos & Animation
5. Published Articles
6. Application Sheets
7. ASME PCC-2 Article 503
8. GripTight MAX Test Plugs vs Welded End Caps
9. Isolation Plug Weight Comparison Sheet
10. Quick Links

1. Demo Equipment & Samples

Gripper Mark Samples

Gripper Samples

GripTight Demo Equipment and samples can be used during site visits where a live demonstration is needed, or in situations where samples would be useful to explain the components of GripTight Test Plugs.

EST Group offers the following kits & samples:

- Test & Isolation Plug Kits
- Supplemental Tooling or Hydrotesting Demo Kit
- Lightweight PVC & Isolation Plug Demo Kit
- Gripper Mark Samples
- Gripper Samples

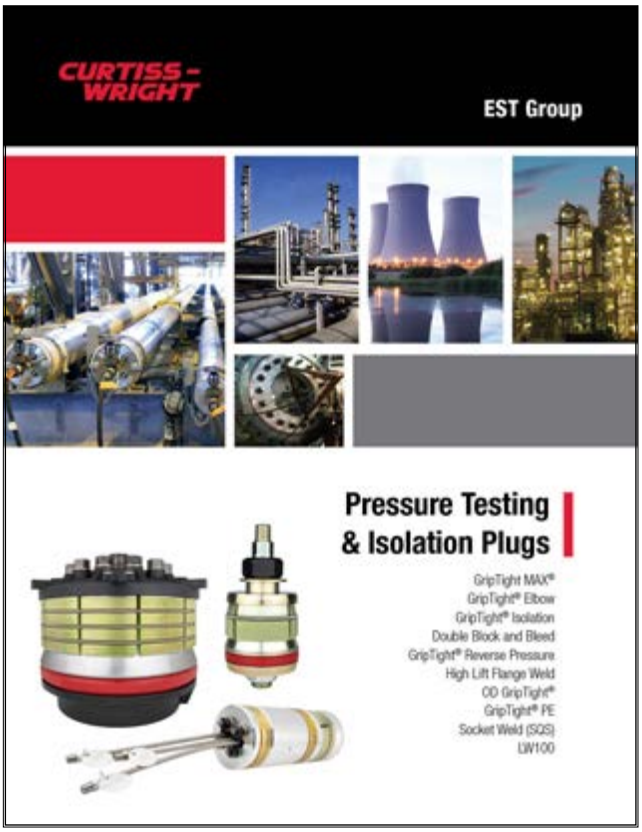
Consult with your ASM for more information.

Location: SalesHUB | Sales Tools

Tip!

Demonstration kits are a great way to illustrate how EST Group's products function, and are considered to be our most valuable sales tools. Easily transported for site visits and meetings where a physical demonstration of our products is needed. Gripper Mark and Gripper Samples are perfect as a leave behind item to highlight the capabilities of our products!

2. Product Line Guide



The **Pressure Testing & Isolation Plug Product Line Guide** serves as a great companion piece to our Full Product Catalog. Perfect for customers who are only interested in Test & Isolation equipment. Contains detailed information on each product in this line.

Document Includes:

- Product Descriptions
- Test Pressures
- Size Ranges
- Standard Seal Materials
- Product Features

Location: EST Group Website

Tip!

Commercially printed copies are available by request through the Rep Resource Center, or coordinate with your Area Sales Manager.

Need the FULL PRODUCT GUIDE?
Scan code to download!

3. Product Information Cards

Product Information Cards have been recently developed and are a great tool to learn about the core product offerings of the Curtiss-Wright EST Group. These cards are perfect for learning the basics of new products, or a quick refresher on a technical detail before you talk to a customer.

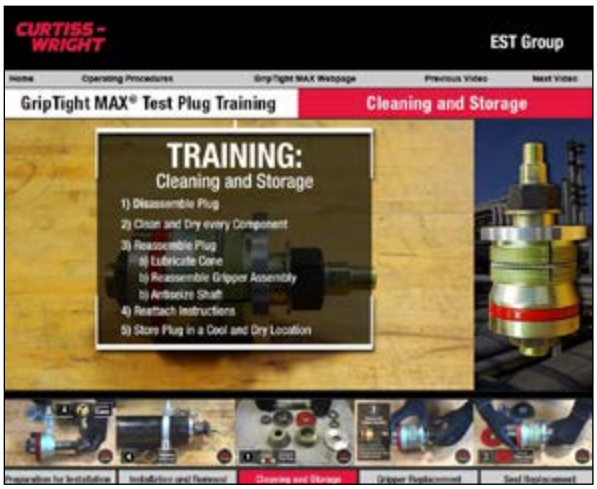
The Product Information Cards are split into two main segments for ease of use – Heat Exchanger segment, and Pressure Test and Isolation segment. Whether you're looking to brush up on your elevator pitch for a specific product, or can't remember exactly what sizes are offered as standard, the Product Information Cards are the ideal resource!

Location: SalesHUB | Training Material

Tip!

Keep these card decks handy to quickly brush up on prodcuct details and capabilities. Each card includes Product Overview, Features, Advantages, Size Ranges, Common Questions, Cross-sell/Upsell Opportunities.

4. GripTight MAX Videos & Animations



Serves as a guide for GripTight MAX Test Plug maintenance and operation.

The video series is a general overview of five main categories:

1. Preparation for Installation
2. Installation and Removal
3. Cleaning and Storage
4. Gripper Replacement
5. Seal Replacement

IMPORTANT NOTE: *While these videos quickly illustrate the steps involved with Preparation, Installation, Removal etc., the operator will still be required to thoroughly read and understand the Operating Instructions when performing a live pressure test or prior to disassembling or reassembling a test plug. These videos cannot be used as a substitute to the Operating Procedures.*

Location: EST Group Website

Tip!

Videos & Animations are a great way to tell a story through a visual representation. This content is best used as an introductory visual aid for new and existing customers who have questions regarding the functionality of our product line. Animations can be easily attached to email communications and brought along during site visits to raise interest.

5. Published Articles

EST Group maintains a library of articles that we've published in industry magazines and journals. These two articles present common issues and offer a safe and cost-effective method for testing.

Delivering Speed & Safety to Pipe Weld Testing: Focuses on common issues associated with conventional pipe-to-flange weld testing and introduces EST Group's GripTight Isolation Plugs as a solution. The article highlights the grippers, two-seal system, and pressure testing functions of the Isolation Plug and thoroughly explains the value of each.

Keeping Turnarounds on Track: Describes the importance of keeping turnarounds on schedule and highlights EST Group's commitment to developing solutions that will shorten turnaround times for critical processes. It also summarizes the features and benefits of GripTight Pressure Testing & Isolation Plugs and explains how their function provides significant savings compared to traditional testing methods.

Location: EST Group Website

Tip!

Share these pieces with customers who inquire about pipe weld testing or turnaround solutions! Take print copies to site-visits, trade shows, conferences, etc… as conversation starters. Articles can be attached to email communications to offer more value to customers.

6. Application Sheets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EST Group
Application Sheet

Safe and Reliable Hydrostatic Testing Solution for EPC Projects

Save Time & Money - Eliminate Costly Pre-Heat & Post-Weld Heat Treatment

GripTight MAX® - Stats & Features

GripTight® Elbow - Stats & Features

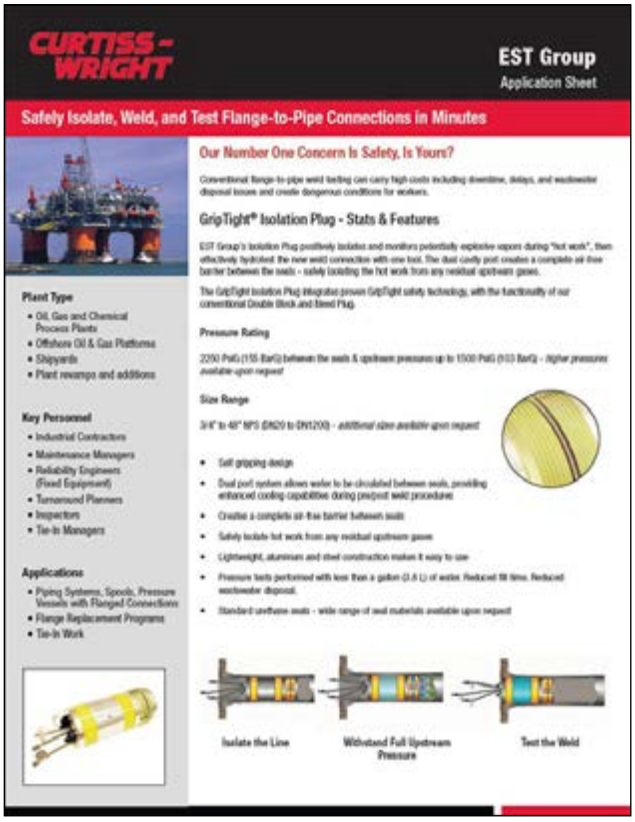
Plant Type
- Power Generation
- Petrochemical & Refining
- Oil & Gas Production
- Modular Plant Construction
- Design & Build Projects

Key Personnel
- Construction Superintendents
- Construction Managers
- Pressure Testing Managers
- Pre-Commissioning Managers
- Commissioning Managers
- Test, Project & Piping Engineers

Applications
- Module Fabricators
- Pipe Spool & Piping System Fabricators
- Industrial Contractors
- Mechanical Contractors
- Greenfield/Brownfield Plant Construction

Safe and Reliable Hydrostatic Testing Solution for EPC Projects

- Describes the time consuming process of welding on end caps for conventional pressure testing. This piece illustrates the disadvantages of using conventional methods and introduces GripTight Test Plugs as a cost-effective method for hydro testing, saving customers both time and money.
- Highlights key features and benefits for open-end pipe pressure testing with the following test plugs:
  - GripTight MAX Test Plug
  - GripTight Elbow Test Plug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EST Group
Application Sheet

Safely Isolate, Weld, and Test Flange-to-Pipe Connections in Minutes

Our Number One Concern Is Safety, Is Yours?

GripTight® Isolation Plug - Stats & Features

Plant Type
- Oil, Gas and Chemical Process Plants
- Offshore Oil & Gas Platforms
- Shipyards
- Plant revamps and additions

Key Personnel
- Industrial Contractors
- Maintenance Managers
- Reliability Engineers (Fixed Equipment)
- Turnaround Planners
- Inspectors
- Tie-In Managers

Applications
- Piping Systems, Spools, Pressure Vessels with Flanged Connections
- Flange Replacement Programs
- Tie-In Work

Isolate the Line

Withstand Full Upstream Pressure

Test the Weld

Safely Isolate, Weld, and Test Flange-to-Pipe Connections in Minutes

- Illustrates how conventional flange-to-pipe weld testing can carry high costs and create dangerous conditions for workers. This piece features solutions from EST Group that promote a safer work environment while reducing downtime and testing costs for plants alike!
- Highlights key features and benefits for all flange-to-pipe weld tests with the following test and isolation plugs:
  - GripTight Isolation Plug
  - GripTight Reverse Pressure Test Plug
  - Double Block and Bleed Isolation Plug
  - High Lift Flange Weld Test Plug

Each Application Sheet includes helpful information regarding:

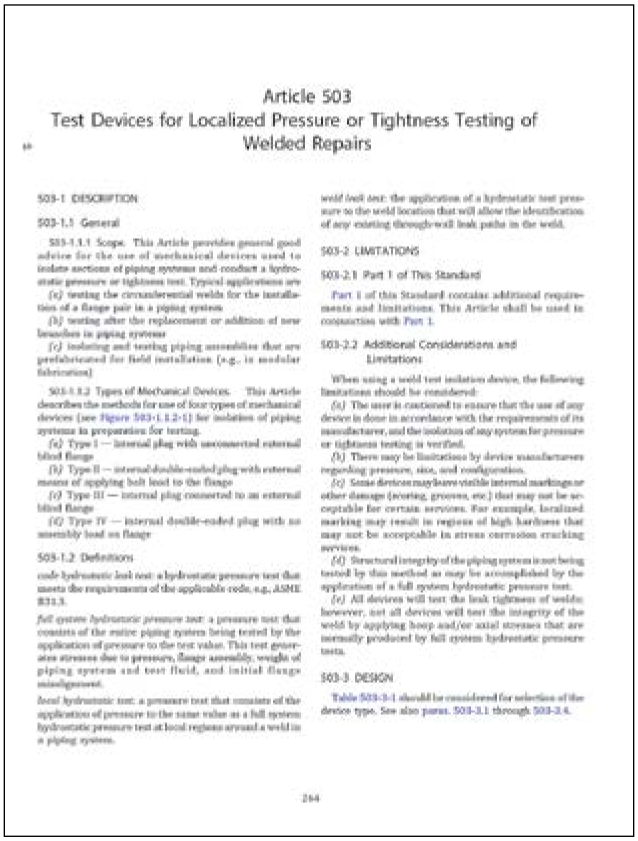
- Plant Types
- Key Personnel to Target
- Applications

Location: EST Group Website

Tip!

Application Sheets are a great conversation starter that can be used with customers experiencing specific issues within proposed applications. The plant type and key personnel can be leveraged to get in touch with the right contacts. Our business development team is here to offer assistance with our IRR database (Industrial Info Resources) & New Build Projects.

7. ASME PCC-2 Article 503



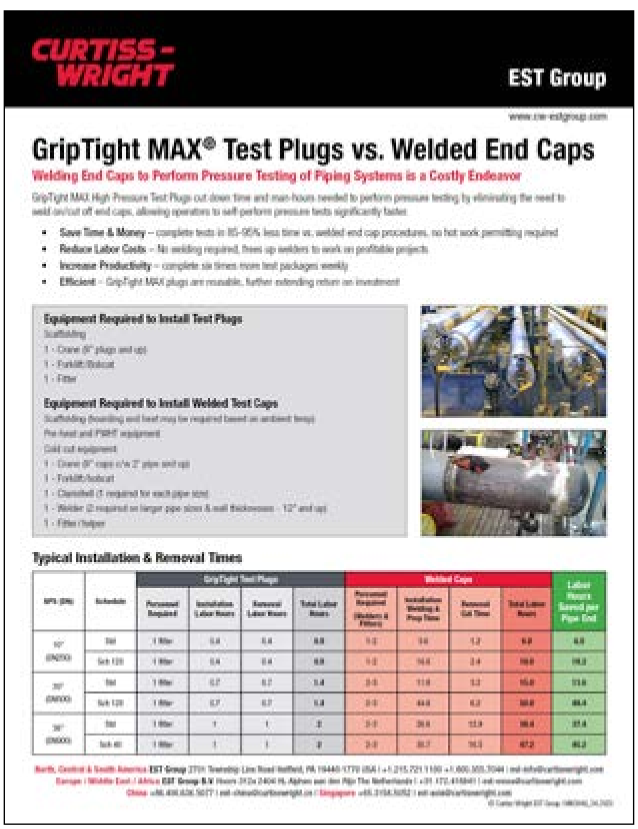
Written by the American Society of Mechanical Engineers, ASME PCC-2 (Article 503) – *Test Devices for Localized Pressure or Tightness Testing of Welded Repairs* provides general advice for the use of mechanical devices used to isolate sections of piping systems and conduct a hydrostatic pressure or tightness test. Pages 292–300 describe the methods for use of four types of mechanical devices for isolation of piping systems in preparation for testing.

Location: EST Group Website

Tip!

EST Group's Double Block & Bleed and GripTight Isolation Plugs can save customers valuable time, as crane operators can be in high demand during turnrounds, or difficult to schedule if work is unplanned. Use this sheet when speaking with customers who could benefit from using a lightweight isolation plug, always press the topic of valuable time savings.

8. GripTight MAX Test Plugs vs Welded End Caps



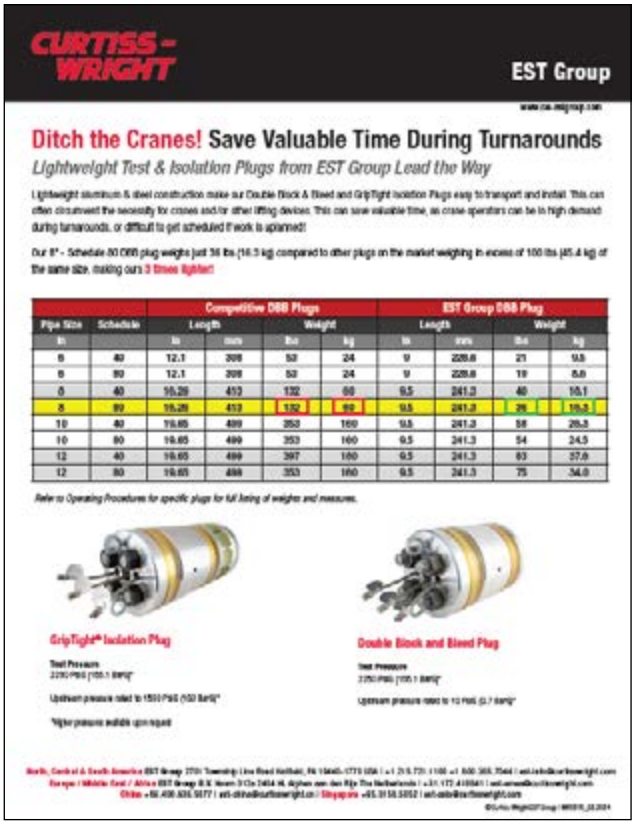
Easily illustrate time savings customers can realize using GripTight MAX Test Plugs over welding on end caps to perform pressure testing of piping systems. Includes relative equipment needed, as well as table data customers can use to compare each method.

Location: EST Group Website

Tip!

Use in cases where customers believe they are saving money by welding end caps to pressure test systems due to the fact they have welders/pipe fitters on payroll.

9. Isolation Plug Weight Comparison Sheet



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Ditch the Cranes! Save Valuable Time During Turnarounds

Lightweight Test & Isolation Plugs from EST Group Lead the Way

Lightweight aluminum & steel construction make our Double Block & Bleed and GripTight Isolation Plugs easy to transport and install. This can often circumvent the necessity for cranes and/or other lifting devices. This can save valuable time, as crane operators can be in high demand during turnarounds, or difficult to get scheduled if work is unplanned!

Our 8" - Schedule 80 DBB plug weighs just 56 lbs (16.3 kg) compared to other plugs on the market weighing in excess of 100 lbs (45.4 kg) of the same size, making ours 3 times lighter!

		Competitive DBB Plugs				EST Group DBB Plug			
Pipe Size	Schedule	Length		Weight		Length		Weight	
in		in	mm	lbs	kg	in	mm	lbs	kg
6	40	12.1	308	52	24	9	228.6	21	9.5
6	80	12.1	308	52	24	9	228.6	19	8.6
8	40	15.28	413	132	60	9.5	241.3	40	18.1
8	80	15.28	413	132	60	9.5	241.3	36	16.3
10	40	19.65	499	353	160	9.5	241.3	58	26.3
10	80	19.65	499	353	160	9.5	241.3	54	24.5
12	40	19.65	499	397	180	9.5	241.3	83	37.6
12	80	19.65	499	353	160	9.5	241.3	75	34.0

Refer to Operating Procedures for specific plugs for full listing of weights and measures.

GripTight® Isolation Plug

Double Block and Bleed Plug

Illustrates weight differences between EST Group's Double Block & Bleed and GripTight Isolation Plugs and competitive plugs. When a plug can be installed without the assistance of a lifting device and/or it is not desirable or possible to have heavy lifting equipment on site, the weight of the Double Block & Bleed and GripTight MAX Isolation Plugs should be used as a unique selling point. This is most relevant in the 6" to 12" size range.

Location: EST Group Website

Tip!

EST Group's Double Block & Bleed and GripTight Isolation Plugs can save customers valuable time, as crane operators can be in high demand during turnrounds, or difficult to schedule if work is unplanned. Use this sheet when speaking with customers who could benefit from using a lightweight isolation plug, always press the topic of valuable time savings.

10. Quick Links

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Quick Links Menu

Type the Part # into the body of an email, then press the F3 key to insert link.

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Product Animations	High Lift Flange Weld Test Plug	276
Product Videos	Installation Training - Pop-A-Plug® P2 Heat Exchanger Tube Plugging Syst	208
GripTight® High Pressure Test Plug	1905 Technical Specifications – 1" Through 8" Sizes	1905
Published Articles	A Relief Repair Solution for Critical Use Heat Exchangers - Pop-A-Plug® T	2101
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GripTight® High Pressure Test Plug	Auto-GripTight Test Plug Operating Procedures	1911
9Q2 High Pressure Test Plug	Auto-9Q2 High Pressure Test Plug Operating Procedures	29804
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Translated Documentation - Spanish	Condenser Plug Change Out - Pop-A-Plug® Heat Exchanger Tube Plugging	54001
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Translated Documentation - Spanish	Corporate Capabilities Brochure	5004
GripTight MAX® Test Plug	Cost Savings Test Plugs vs Welded End Caps	1707
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Series of Microsoft Outlook shortcuts that can add product related links to an email. This is an efficient way to send product information without having to attach large files!

Compatible with Microsoft Outlook only.
Step-by-step instructions are available.

Location: SalesHUB | Quick Links

Tip!

Quick Links are a great way to transmit product information to current or potential customers via email, without needing to attach large files. Especially useful when needing to send presentations and/or video files!

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