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## HOW ORIVAL, INC. FACES COMPETITION

Orival, Inc. faces competition by providing products professionally designed by competent engineers and manufactured to the highest standards. The process continues by working closely with potential customers to design filtration systems that meet all application requirements in a competitive manner.

Most pressurized automatic screen filters work on one of two basic principles. They take a screen element off-line and backwash it or they leave the element on-line and backwash only a small area of the screen and then move that area across the entire screen surface. Orival automatic screen filters work by the latter principle. Most manufacturers provide a very similar product. The difference comes in manufacturing flexibility, turn-around times, maintained inventories and the human customer/manufacturer interface. Orival believes in a strong one-on-one relationship between our engineers and the customer. The availability of our professional staff to address customer inquiries is unsurpassed.

### Company

- Orival has been located on the same street in Englewood, NJ for over 22 years
- Orival has shipped tens of thousands filters worldwide
- Orival customers are located in over 40 countries
- Orival designs and manufactures filtration systems utilizing the most appropriate technology for the application including manual and automatic screen filters, centrifugal separators, multi-media filters, pumps, specialty valves, clarifiers, manifolds, etc.
- Orival will always be competitive in price
- Non-stock specialty lead times are generally 6-10 weeks

### Customer Service

- Orival management style allows personnel with the most filtration expertise to be available to answer customer questions
- Engineers always available during normal business hours for telephone discussions
- Parts shipped overnight
- Field service available

- Orival engineers work closely with customers during the planning and design stages to optimize system performance
- Designs are based on many parameters and not simply pipe size
- Orival warranty applies to all products
- Quotations generally developed in a day
- Drawings, specifications and certifications available

### Products

- Orival manufactures all filters under ASME VIII standards with certified welders. ASME "U" stamp available.
- Orival filter carbon steel housings prepared inside and outside
  - Oil & grease removed
  - Shot cleaned
  - Epoxy primer oven-cured
  - Polyurethane top coat oven-cured
- Custom colors available
- Orival filter stainless steel housings
  - 304 stainless steel finished product normally in stock
  - 316 stainless steel products available
  - Orival will provide housings made from any metallic material specified including Hastelloy and titanium
- All Orival weave-wire screens
  - Normally woven from 316L stainless steel
  - 254 SMO used for seawater and other high chloride applications
  - Other materials of construction available
- Orival manufactures both hydraulically and electrically driven filters
- Orival tries to maintains a full inventory of filter sizes from ¾" to 24" in-stock
  - Coated carbon steel and 304 stainless steel units in-stock
- Screens with filtration degrees from 5-3,000 microns in-stock
- Full inventory of all parts for all filter models maintained
- Orival provides Flange-to-Flange systems
  - Customer provides dimensions between pipe flanges and Orival manufactures and assembles all filtration components and piping to fit those exact dimensions for quick installation
- Orival specializes in manifold systems
  - Orival designs, manufactures and assembles multiple filters on manifolds designed to fit the customers space and capacity needs with abilities for future expansion
- Orival builds skid mounted filtration systems with pump, motor, starter, controls, valves and filters to customer needs
- Special requests
  - Orival will reorient inlet and outlet flanges linearly or radially on filter housing to accommodate customer requirements
  - Orival will custom build filters for special needs
- Orival engineers will defend their designs against the competition based on sound physical principles and strong ethical standards