



CRYO-COMMUNICATOR

Chart Inc. Industrial Gas Newsletter



Chart Cryo-Communicator Volume 5, Issue 3

In This Newsletter

[FlexFill Assembly](#)

[ChillZilla Article in CryoGas](#)

[MicroBulk Article in gasworld](#)

[New Prague Expansion](#)

[Chart Trade Shows/Training
Schedule](#)

Changing Faces at Chart

CLAYTON BONN

Clayton Bonn has joined Chart D&S as a **Chamber Sales Representative**.

Clayton will office at Chart's San Jose, CA, facility and has extensive experience in the reliability testing and services market.



BOB MLINARCHIK



Bob Mlinarchik has joined Chart D&S as **Field Services Manager**. Bob has over 24 years of experience in equipment design, industrial manufacturing and

electronics, along with strong business management, project control, and application engineering experience. Bob will be a great addition to the D&S management team.

PERFORMANCE MANAGEMENT

Chart Distribution & Storage Group uses Jason Kleid to conduct our Track Selling System Workshops.



FlexFill: Chart's New Fill Circuit

The new FlexFill is a top- and bottom-fill circuit that replaces the top float assembly so the Orca driver can control the tank pressure while filling the Perma-Cyl®.

This FlexFill feature is critical for applications like laser-assist gas and medical gas supply where a significant drop in downstream pressure during the Perma-Cyl® refill could result in equipment alarms.

The FlexFill feature works with ALL Orca models, both new and existing.

PRODUCT HIGHLIGHTS

- Allows top and bottom filling for accurate pressure control in Perma-Cyl® during refill.
- Provides the same safe, single-hose, no-loss, auto-shut-off fill with the Orca delivery system as the top-fill float design.
- Backward compatible - works with both new and existing Orca delivery units without modifications.
- Incorporates the filling technology from the LNG vehicle and dispenser system.



FlexFill Assembly

[View the Perma-Cyl with FlexFill Spec Sheet](#)

or

[Call Our Customer Service Department at \(800\) 400-4683](#)

ChillZilla Article in CryoGas International



CryoGas International published an article in their July 2012 edition that was written by Tim Neeser, Chart's D&S Director of NPD and Marketing. The article is entitled, "[Introducing Chillzilla, Chart's New Liquid Nitrogen Supply Management System](#)".

[Click Here to Read the Article](#)

[Click Here to Visit the
ChillZilla Product Website](#)

Liquid Level Gauge Upgrade on Dura-Cyl® Liquid Cylinders

In February 1, 2012, Chart started transitioning from the Roto-Cal liquid-level assembly to the new Roto-Tel System

Jason is a certified instructor, sales strategist, coach, and speaker. He aids in the development of skilled and passionate employees, leaders, mentors, and coaches within his clients' organizations. Jason has led a number of his Track Selling System Workshops for Chart and is well respected throughout the company. Below is a link to one of his performance management articles.

[Why do sales managers fail?](#)

If you are interested in more information on the TSS Workshop, **Click Here**. If you would like to attend one of Jason's Track Selling System Workshops send an email to ...

jkleid@jasonkleid.com



Questions?

Have a question about a product or an order? We're ready to help! If you can't find what you are looking for, call:

1-800-400-4683



Quick Links

[Chart D&S Website](#)

[Chart D&S Product Manuals](#)

[Chart D&S Marketing Services](#)

[Chart Events/Seminars](#)

[Chart Parts](#)

[Chart Repairs](#)

[Chart Inc. Website](#)

for the Dura-Cyl® liquid cylinder models (MP, HP, and VHP). The transition has now been completed.

The Roto-Tel gauge has improved liquid level accuracy and reading resolution for argon, carbon dioxide, nitrogen, nitrous oxide, and oxygen gas services.



Roto-Tel

[View the Perma-Cyl with FlexFill Spec Sheet](#)
or
[Call Our Customer Service Department at \(800\) 400-4683](#)

Chart MicroBulk Advantage Article in gasworld

Bob Brown, Northwest Area Sales Manager for Chart Europe, wrote the "***Cryogenic Business: The MicroBulk Advantage***" article published in the Special Feature section for the August 2012 edition of gasworld.



[Click Here to Read the Article](#)

Chart to Expand Their New Prague, Minnesota, Factory



Chart New Prague, MN, Facility

Chart announced on June 28th that its Distribution & Storage Group will be expanding its manufacturing capacity by investing approximately \$23 million to acquire property and build a new facility adjacent to its existing facility in New Prague, Minnesota. This expansion is predicated upon continued servicing of our historic industrial gas customer base. The Company expects that the new facility will be ready to fulfill customer orders by the second quarter of 2013.

Upcoming Trade Shows

Sep 9-12 GAWDA Annual Conv., Colorado Springs (Chart Booth 204)
Sep 26-28 High Horsepower Applications Summit 2012, Houston (Chart Booth TBD)
Oct 28-31 PACK Expo, Chicago (Chart Booth S1079)
Nov 7-9 Design-Build Conf. & Expo, New Orleans (Chart Booth 323)
Nov 7-10 AIWD Annual Conv., Las Vegas (Chart Booth TBD)
Nov 12-14 Fabtech-AWS, Las Vegas (Chart Booth N3204)

Upcoming Chart University Training Sessions



You can register for trainings right from the Chart University website (click on icon above). If you need additional information, contact ***D&S MARKETING.***



Try it FREE today.