

## Flexitallic Receives Top Honors from Frost & Sullivan for its Best-in-Class Metal Gasket Product, the Change Gasket

*Flexitallic's high-quality, easy-to-use, affordable products offer high value to customers across verticals*

**SANTA CLARA, Calif. — March 6, 2017** — Based on its recent analysis of the metal gaskets market, Frost & Sullivan recognizes Flexitallic with the 2016 North America Frost & Sullivan Award for Product Leadership. Following seven years of rigorous R&D, Flexitallic launched its proprietary, feature-rich metal gasket solution, the Change Gasket. This product addresses a variety of end-user needs with its superior technology and outstanding aftermarket services, making it a top contender in the North American market.



While its peer products have a compression and recovery rate of 26% or less, the Change Gasket has 34%. Furthermore, it boasts superior ease of use, reduced complexity by eliminating spring washers, and shorter service time by doing away with adjustment and re-torquing requirements. These product advantages are made possible by its use of heavy gauge metal wire (such as 304 stainless steel, 316L stainless steel, and other metals), which is precision-laser welded for higher unit adhesion and solid unit construction.

In cases where the temperature is higher than the graphite oxidation threshold, Flexitallic uses its extremely heat-resistant Thermiculite® material. Graphite can only withstand up to 700° F to 842 °F, whereas Thermiculite can withstand up to 1,800° F. The Change Gasket, which employs Thermiculite®, has been successfully used in:

- High temperature refining applications that reach up to 1,400° F
- Super-heater exchangers in the fertilizer industry that operate at 865° F
- Boiler pipes in the pulp and paper industry that operate at 800° F
- Metal manufacturing processes that operate at 1,500° F

In addition to Thermiculite®, Flexitallic's products use gaskets made of polytetrafluoroethylene (PTFE) and graphite fillers, presenting a wide range of choices for end users.

"To enhance the customer ownership experience, Flexitallic offers customized solutions. Customization involves a prototyping cycle, which is completed in-house at Flexitallic's research and test facility," said Frost & Sullivan Industry Analyst Anand Gnanamoorthy. "Once the prototyping is complete, the product is delivered to the customer and integrated into their system, ensuring the product meets every expectation."

Flexitallic has emphasized its commitment to customer value by establishing an outstanding service portfolio and guaranteeing rapid customer response. Its global network of service personnel provides customers quick access to technical consultants, replacement parts, and broad service and repair solutions. It also employs a force of independent representatives and distributors all over the globe, even though Flexitallic's products are easy to install and do not require this extensive service assistance.

"Flexitallic's wide application knowledge and its ability to adopt and implement best practices aid a range of end users, from small manufacturers to multinational corporations," noted Anand. "On

the strength of its exceptional product and service, it has emerged the preferred solution provider for key clients from various industries including energy, power, and oil and gas.”

Customers have demonstrated a strong preference of partnering with companies that deliver a comprehensive range of products and in this regard, Flexitallic has strongly positioned itself with its vast product portfolio. For addressing customers’ needs for quality, functionality, and price/performance value, Flexitallic richly deserves the 2016 North America Frost & Sullivan Award for Product Leadership

Each year, Frost & Sullivan presents this award to the company that has developed a comprehensive product line that caters to the breadth of the market it serves. The award recognizes the extent to which the product line meets customer base demands, the overall impact it has in terms of customer value, and increased market share.

Frost & Sullivan Best Practices awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research to identify best practices in the industry.

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