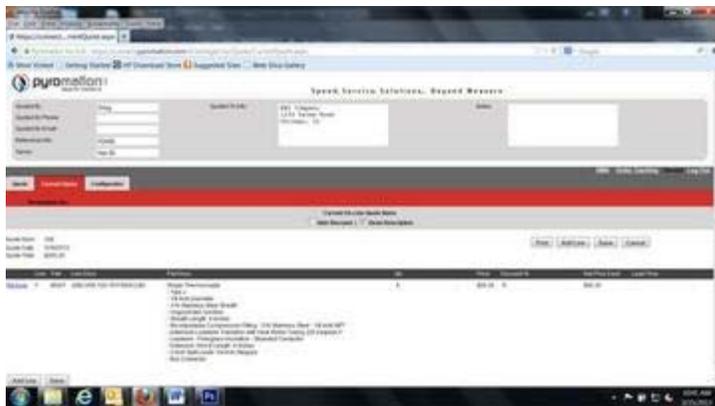


// Customize and Save Your Quotes with Pyromation's New Online Quoting Module



Pyromation continues to enhance its online support tools for our sales channel partners. The newest feature allows you to go to our online configurator, develop customized quotes and save them within your online account. You will also notice an update to the visual look of the site, tying it in with our overall branding image. The functionality and layout of the site remain the same and you will still be able to view your order status, track your order history and check your invoices.

The next time you log into your Pyromation online account, a new option will be listed in the top right-hand side menu bar that says "Quotes". This section of the site allows you to configure multiple line items, customize the quote with your company information, eliminate or manipulate discounts, add descriptions, enter lead times and optionally enter customer information before saving it to your quote listings file. You can return to access the quote at a later time, change it and save it again. Detailed user instructions are located on the main page of your online account.

These updates represent another step in the progression of improvements to our online account system. Because our site is designed, and features are programmed internally, we have the flexibility to make changes or updates in accordance with any feedback you provide.

This is the latest issue of a quarterly e-newsletter that will keep you posted on industry news and current happenings at Pyromation. Please feel free to forward to your staff & customers. If you know of anyone else in your organization that should receive this e-newsletter, please forward their e-mail address to sales@pyromation.com.

// Product Training @ Pyromation

Pyromation is conducting product training at its Fort Wayne facility on April 17-18, 2013. To reserve a spot for you or your staff, contact Michelle at (260) 918-1554 or sales@pyromation.com

// Pyromation MgO Thermocouple Pipe Wells



Pyromation has introduced a line of MgO thermocouple pipe well assemblies that allow you to present your customers with a

Please let us know if you have any questions.

// A Decade of Lean



After experiencing some struggles associated with the economic downturn that followed the attacks of 9/11/01, Pyromation researched methods to improve business operations and performance over the long term. The result was the implementation of Lean principles beginning in April of 2003.

A consulting firm was brought in to assist Pyromation in learning and teaching Lean tools throughout the company. At first, the conversion process was difficult and slow, but progress was made. Lean practices were applied not only in manufacturing, but in office processes like order entry, material requisitioning & resupply, training, idea system creation, evaluation processes and others.

Lean eventually became more than a group of improvement tools; it became a system for managing the business. Even business decisions, such as Pyromation's development of internal thermowell manufacturing capabilities and its recent plant expansion, were guided by Lean philosophies.

Beginning in April of this year, we are celebrating the 10 year anniversary of Lean operations at Pyromation. We encourage you to join us in this celebration and bring it to the attention of your customers, many of whom probably practice Lean principles in their organizations. In the weeks and months to come, we'll be communicating more about Lean and its impact at Pyromation.

cost-effective alternative to thermowell assemblies in specific applications. These sensors are ideal for furnace, oven, incineration, power generation or holding tank & piping systems. For more information [click here](#).

// Pyromation Grateful to Many as 50 Year Milestone Passes



As our 50 Year Anniversary celebration winds down, we want to thank our customers, reps, distributors and suppliers for contributing to our success. We look forward to working with you as we enter our second 50 years.

// Pyromation Passes Scheduled ISO 9001 Audit

Pyromation passed its annual ISO 9001 audit in December 2012. DNV (Netherlands), an independent firm, conducted the audit that ensures that the company conforms to ISO standards. Pyromation became an ISO 9001-certified firm in 2000. The [certification](#) can be found on the company Web site.

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[manage](#) your preferences | [opt out](#) using TrueRemove®.

Got this as a forward? [Sign up](#) to receive our future emails.