

MECHANICAL SEAL SERVICE AND RELIABILITY PROGRAM



ADVANCED SEALING INTERNATIONAL

16384 STRAIN ROAD • BATON ROUGE, LA 70816 • (225) 272-2155

www.advancedsealing.com

SEAL SERVICE PROGRAM

Advanced Sealing International (ASI)



In many plants and manufacturing facilities recently, a trend persists towards downsizing and laying off maintenance personnel in an attempt to cut costs. Also, industry faces the problem of high turnover rates in many plants, leaving maintenance departments undermanned with inexperienced technicians.

Many seal manufacturers are offering low cost, single-source contracts as a means to reduce maintenance costs. Unfortunately, in these scenarios, reliability is usually ignored. The profit margin involved is too slim for a seal manufacturer to provide proper application-specific service. The cost of the seals may have gone down, but the frequency of failures increases. The old axiom, "You get what you pay for," certainly rings true; consequently, maintenance man-hours, production downtime and off-spec production increase, causing maintenance and operational costs as a whole to increase.

Other seal manufacturers are offering mechanical seals as a commodity product, which they are not. Mechanical seals are an engineered product; they are often application-specific and an integral part of critical processes. A seal is not a piece of equipment to be sourced out to the lowest bidder. Instead, a seal should be designed specifically for the respective application to achieve optimal life. In essence, purchasing seals in this low cost, generic manner is like continuously operating your car on a "doughnut" spare tire; although inexpensive and functional, it is certainly not recommended.

ASI is proposing a solution to this dilemma... A "Seal Service Program" as a means to reduce costs through improved seal reliability. *ASI* and our certified service distributors will provide you with the correct seal for your applications, and just as importantly, the proper environmental controls. Improved seal reliability means less seal units purchased, less maintenance man-hours replacing seals, longer production run times, and more on-spec and on-time product. Not only will your maintenance costs go down, but your operational costs will decrease also... for a true cost savings.

ASI and your local *ASI* distributor can provide your maintenance department with decades of mechanical seal experience. Together, we provide the service and experience that your maintenance program needs to be more efficient and effective. When it comes to mechanical seals, look to us to take some of the burden off your maintenance department, freeing up valuable time that could be spent on other important projects.

Let *ASI* and our certified Distributors provide you with a "Seal Service Program," that, when utilized properly, will reduce your maintenance costs, improve your operations, and stabilize your facility for the long haul. Advanced Sealing International (*ASI*) has been serving industries with stationary-designed, cartridge seal technology for over twenty (20) years. Let us put our experience to work for you.

SERVICE INCENTIVES:

A. *Sealing Experience (Mechanical seals are all we do and all we've done for over twenty years)*

- **Experienced technical support:** ASI's support team eliminates the need for any employee to become the designated "in-house seal expert" (although proper maintenance personnel training is always desirable).
- **Full product line:** ASI carries a diverse seal line with both universal and special designed seals for every application.
- **In-house expertise:** We also provide full engineering and machining capabilities ready to meet your design needs.

B. *Seal Application & Equipment Survey (ASI organizes information and places it at your fingertips)*

- **The ASI electronic seal tracking program:** ASI supplies a customized database program to assimilate survey data.
 - Each seal entered into the database will be tracked in-house using a unique serial number.
 - The program generates detailed equipment and applications lists for better inventory management, and more efficient and accurate seal tracking and utilization.
- **Professional seal recommendations:** We furnish recommendations based on application specifics, not just the pump, product, or the way things have always been done.
- **Seal MTBF performance reports:** We provide reports for the entire plant, a particular unit, or a particular pump. These reports are very useful tools when identifying problem areas and correcting them.

C. *Failure Analysis (Specialists apply their experience to troubleshoot recurring seal failures)*

- **Professional analysis:** An ASI seal specialist evaluates sealing system(s) for the root cause of failure to prevent frequent replacements in an improperly sealed application.
- **Competent problem management:** Utilizing decades of experience, your local ASI distributor and/or factory ASI technical representatives interpret the puzzle and develop a viable solution to your sealing problem.

D. *Mechanical Seal Training (ASI believes that the more you know, the more you can do)*

- **Distributor training:** ASI factory-trains our distributors and service representatives to achieve a higher level of mechanical seal service, and ultimately, a higher level of seal reliability.
- **On-site training:** Through our distributors and technical reps, we provide training tailored around the needs of your plant and personnel. Our instruction will focus on proper seal installation, which is the key to extended seal life. Even the best seal in the world is useless if it is not installed correctly.

PROGRAM INCENTIVES:

A. *Seal Swap Program*

- **Plan:** Turn in a competitor's complete seal assembly and receive a 20% discount off of a new ASI universal cartridge seal to replace it.
- **Benefit:** Purchase a new seal for practically the same cost of repairing the used competitor's seal.

B. *Quantity Discount Program*

- **Plan:** Purchase in quantities and receive extra discounts.
- **Benefit:** Reduce the unit cost per seal and, by managing quantities, minimize inventory stock-out risk.

C. *Encore Express Repair Program (For qualified seals)*

- **Plan:** Pay 60% of the new seal price for every repair (even when the seal is scrapped) and get quick turnaround; usually a maximum of 5 days from our receipt of the seal.
- **Benefit:** Know and budget repair costs up-front (without quotations); prices are always 60% of the price of a new seal. And, just think, you will never have to buy a new seal again!

ASI SEAL SERVICE PROGRAM AGREEMENT

This agreement is made on the _____ day of _____, 20____ between *Advanced Sealing International (ASI)*, of 16384 Strain Road, Baton Rouge, LA 70816, with the local *ASI* Representative, _____ and

Partner, _____

SCOPE AND DESCRIPTION

With this agreement, both parties will work toward the common goal of reducing mechanical seal costs through improved seal reliability and performance. *ASI* agrees to provide the services, described in the "Seal Service Program" to achieve this common goal. The Partner agrees to implement the recommendations of *ASI*, and use *ASI* as its primary and preferred source for mechanical seals. *ASI* mechanical seals will be used in order to establish continuity and control over all sealing applications, and ensure cost savings and extended reliability.

TERM AND TERMINATION

This agreement shall be effective as of the date above, and shall continue in effect for a period of _____ from that date, or until either or both parties mutually agree on termination with or without cause, at which time this agreement shall be dissolved.

SIGNATURES

In witness whereof, the parties have executed this agreement:

ASI Management

Plant/Facility Manager or Authorized Representative

ASI Representative

Maintenance Manager