

# YOUR LETTERHEAD

## **A look at the benefits of using an Independent Sealing Distributor.**

### CASE STUDY NO. 237

#### **The Problem:**

A Midwest steel mill was regularly repairing 250 hydraulic and pneumatic cylinders per year at an average cost of \$4,000 each (a total of \$1,000,000). These failures interrupted production and caused significant fluid loss. Which in turn, cost the mill thousands of dollars in clean up and lost time.

#### **The Solution:**

The mill turned to a local independent fluid sealing company for help. The fluid sealing specialist did a complete survey of all cylinder applications in the mill, followed by a written analysis and complete set of repair specifications – a process never done before in this mill.

The fluid sealing specialist then conducted a meeting with key mill personnel and the 3 repair shops used to service the faulty cylinders. Here it was decided to standardize on the same material and type of seals. The fluid sealing specialist suggested non-metallic wear bands as the standard. Size standardization was also set by a cross-section based on rod and bore diameter. A local inventory was then set.

#### **The Result:**

With the new sealing solutions in place, the first year repair rate dropped to 150 cylinders per year. By saving 100 cylinders at an average of \$4,000 each, the mill saved a total of \$400,000. And in the second year, the average cost of cylinder repair was reduced to \$3,700, saving the mill even more.

In the end, the expertise and personal service of a fluid sealing specialist can save you thousands of dollars. To find out how we can help your operation reduce seal failures, downtime, and profit loss, give us a call.