

News and Information on Innovative Sealing Technologies

LEADER *of the pack*

**JOHNSON
PACKINGS**
& INDUSTRIAL PRODUCTS INC.

JOHNSON PACKINGS RECEIVES TOP-10 DISTRIBUTOR AWARDS FOR 2008

Johnson Packings was recently named a Top-10 distributor for both Garlock Sealing Technologies and the Engineered Polymer Systems (EPS) division of Parker for 2008.

This is the second time Johnson Packings has received the Top-10 EPS Distributor Award from Parker and the company has received the Garlock Top-10 Distributor Award for 20-plus consecutive years.

“We’re very pleased to accept these awards. Our company’s hard work and dedication to fluid-sealing products has earned us the good fortune of distributing quality, trusted products such as those manufactured by Garlock and Parker,” said Brice Craven, President of Johnson Packings.

PRODUCT SPOTLIGHT

GARLOCK HYDRA-JUST™ SEALING SYSTEM HELPS CONSERVE WATER

Garlock's HYDRA-JUST™ Sealing System is the choice for water. Because it provides cool, dry operation with no product dilution, overall water consumption is significantly reduced. And unlike mechanical seals, it actually works better in high-pressure/low flow conditions.

The HYDRA-JUST™ is also better than packing or a mechanical seal, because while ordinary packing must leak to perform, and common system upsets can spell disaster for mechanical seals, the HYDRA-JUST™ system provides a truly leak-free rotary seal - without the risk of catastrophic failure.

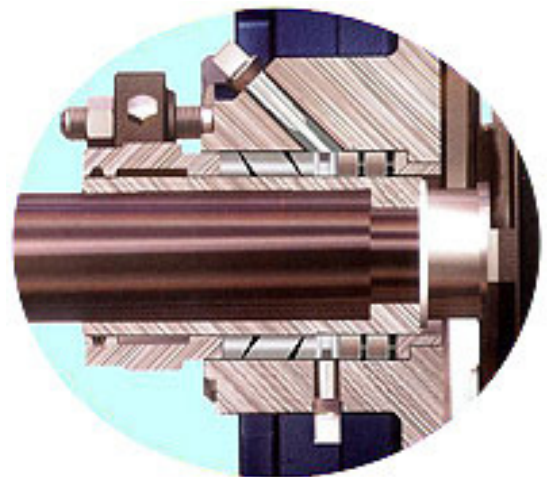
It is engineered from innovative materials and has the versatility to handle a wide range of system upsets. The HYDRA-JUST™ excels in the most hostile environments and abrasive conditions giving it an extraordinarily long service life while providing its user with true out-
age-to-outage performance.

With only a minimal number of components, the HYDRA-JUST™ is very easy to install. It also comes completely split, eliminating the need for a costly dismantling process or back-up equipment.

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HydraJust™
Engineered Sealing System



Visit Garlock’s interactive www.hydrajust.com which includes demonstration of use and installation videos, along with other product information.

CRYOGENIC PROCESSING COULD SAVE YOU MONEY

Cryogenic processing makes parts stronger, tougher, and more corrosion-resistant. This improves overall performance by making materials more uniform at the molecular level.

We know every company is looking for a way to save money right now. With cryogenic processing, we can cut your overall operating costs and downtime by reducing the need for tool replacement or regrinding and maintenance. It's simple really; if you increase your MTBF, you drive down your overall costs.

How it Works

The Cryogenic Treatment Process, as performed by Johnson Packings, uses dry nitrogen gas to cool a holding chamber to an extremely low temperature.

Not to be confused with less-effective shallow cryogenic processing at around -120°F, our computer-controlled DEEP Cryogenic Processing gradually lowers the temperature within the chamber to below the -300°F level. The gradual temperature change ensures that thermal shock is avoided.

The treated items are kept at a steady temperature for 36-48 hours and then gradually returned to room temperature (or higher, if the material requires selective heat tempering).



For more information visit the Cryogenics tab on www.johnsonpackings.com

Benefits of Cryo

- Significantly enhances abrasive wear resistance
- Improves corrosion resistance
- Increases dimensional stability before extensive machining
- Properties retained even after resurfacing
- Reduces retained stresses
- Effective for tiny drill bits or 100-pound dies

CRYO SUCCESS STORY

A paper mill in the Northeast had laterals that would crack or wear very thin at the most heavily hit points from the digester. They were only getting 8-months of life out of these laterals. The bigger problem was that the production lost during machine downtime was worth \$14,400/hr and usually took five hours... that's \$72,000! Add on to that the lateral itself, plus materials and labor, and the total replacement cost of the lateral was \$76,714 per shutdown.

By cryogenically processing the lateral, we extended its usage from 8-months to two years, eliminating one shutdown occurrence. Subtract the cryogenic processing cost of \$1,125 and the overall savings is \$75,589!

INVESTING IN TECHNOLOGY

It's important to stay connected with our customers, vendors, and even our own employees who are out on the road. To make it easier in 2009, we invested in GoToMeeting, GoToMeeting has a patented technology that allows us to hold web conferences when meeting in a conference room just isn't feasible. It enables customers, vendors, and co-workers to view any application running on our PC in real time.

"This should make fixing problematic applications even quicker and more efficient. We can get our customer and our vendor 'electronically' in the same place, in real time, and view drawings, review sales quotes, etc. We could all be a thousand miles apart from one another, but interact as if we were in the same room, looking at the same thing," said Bill Lis, VP/GM.

"We also plan on using this utility for product training. All our Territory Managers can be at their individual homes, receiving training from a vendor who is based in Ohio, or Maryland, or California. It should help improve the knowledge of our salesmen, while cutting down on our travel expenses," Bill added.

2008 EMPLOYEE AWARD WINNERS

Congratulations to our 2008 Employee Award Winners!!!

Employee of the Year: Jefferson Davis, Territory Mgr. - Eastern MA

Co-Sales Associate of the Year:

Jeff Doe, Territory Mgr. - Western MA & NY
and Keith Nason, Territory Mgr. - ME

Customer Service Award: Dan Vennert, CSR