

LEADER **J** JOHNSON PACKINGS & INDUSTRIAL PRODUCTS, INC.

of the pack

Customers Gain Confidence in Cryogenic Processing

Since Johnson Packings began performing cryogenic processing, interest in this type of treatment has grown slowly but steadily. As Mark Shortt, Editorial Director for Job Shop Technology magazine (www.jobshopotechnology.com), recently said, "Manufacturers are beginning to see how cryogenic tempering can dramatically increase the useful life of parts and tooling in a variety of materials."



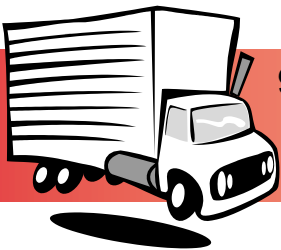
For the last 4 years, customers of Johnson Packings have utilized cryogenic processing to extend the service life of end mills, drill bits, cutting blades, punches and dies, as well as to enhance the performance of sports equipment and musical instruments. Engineers are just now becoming more aware of its effectiveness in *protecting against abrasive wear* on steel parts and components, such as sprockets, wheels, shafts, bearings, gears and impellers.



Unlike conventional surface coatings, cryogenic treatment is a one-time process affecting the entire structure of the material. In his February, 2002 "From the Editor" column, Shortt described the process as "a 'through treatment' as opposed to a surface treatment." Reported benefits of cryogenic processing include extended part life and enhanced stress relief, resulting in less downtime for replacing broken or worn components.

The length of time it has taken for cryogenics to gain wide acceptance is probably due in large part to the difficulty in obtaining actual measurements of its effectiveness. Items that have been cryogenically treated show no physical changes that can be visually detected, such as color, size or hardness.

Please see "Cryogenic Processing..." , page 2



97% of Johnson Packings' Deliveries are On Time!!

We know that time can often be critical for our customers. That is why we are proud to announce that 97% of our deliveries for the year 2001 were ON TIME!

Visit Johnson Packings at the Job Shop Show at the Connecticut Expo Center in Hartford on April 23-24. See page 2 for our complete 2002 trade show schedule!



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Oil Safe® Products from Trico Provide Safe, Effective Solution to Lubricant Contamination

When lubricants are stored and dispensed using Trico's Oil Safe® products, the chances of lubricant contamination, as well as spills, are greatly reduced. That is because Oil Safe® systems feature:

- Buna-N O-rings to seal the lubricant from the external environment
- twist-close nozzles to further reduce contamination
- spout valves that regulate lubricant flow
- convoluted drum profiles and large inlet holes for rapid, no-spill filling
- a wide range of available spouts, hoses and nozzles for easy dispensing to awkward points

Please speak with a Johnson Packings sales associate to learn more about how Trico Oil Safe® products can bring your maintenance department up-to-date.



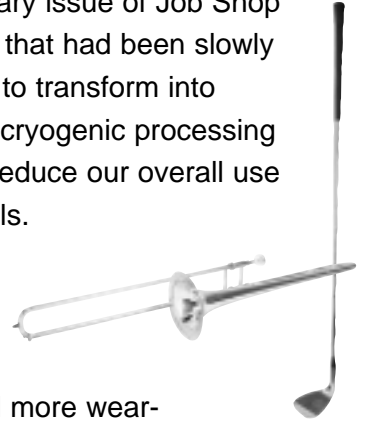
Trico's Oil Safe® products provide a safe and effective solution for storing, handling and dispensing of lubricants.

Cryogenic Processing Gains Popularity

(continued from page 1)

One company, however, has obtained some scientific documentation on cryogenic processing, commissioning the Division of Engineering Research at Louisiana Tech University to conduct a series of studies to determine what happens to materials during the process. The results of that study were also reported in the February issue of Job Shop Technology. Retained austenite in tool steels that had been slowly cooled to cryogenic temperatures was found to transform into harder martensite. The study concluded that cryogenic processing results in significant cost savings and could reduce our overall use of energy, natural resources and raw materials.

We at Johnson Packings would be glad to help you improve your parts through cryogenic processing. We are so confident that the items processed will be stronger and more wear-resistant that you will receive a full refund or credit if you don't agree.



Johnson Packings Uses Bar Coding to Simplify Package Receiving for Customers

Johnson Packings now has bar coding capabilities. We can supply a bar-coded shipping label with the following important data:

- customer order number
- order line number
- customer part number
- quantity shipped
- Johnson Packings' reference number

Bill Lis, Johnson Packings' General Manager, explains, "Bar coding allows our customers to quickly receive a package into their system, providing faster access to the information. The scanning process also helps eliminate receiving errors."

If you would like more information on this service, please ask us.

Johnson Packings' 2002 Trade Show Schedule

April 23-24 – The Job Shop Show

Connecticut Expo Center, Hartford, CT

May 2 – The Connecticut Industrial Resource Show

New Haven Coliseum, New Haven, CT

October 3-5 – The Fish Expo & Workboat Atlantic Show

Rhode Island Convention Center, Providence, RI

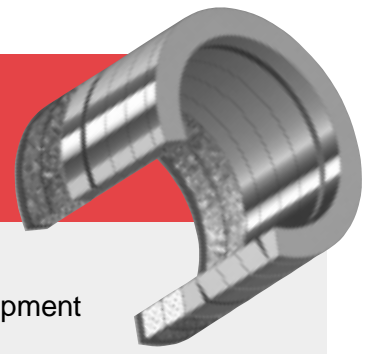
October 8-10 – The Job Shop Show

Royal Plaza Trade Center, Marlborough, MA

November 8 – International Maintenance Institute "Table Top" Show

Chateau Provost, Chicopee, MA

Garlock DSA Waterless Packing is Ideal for Drought Conditions



With the drought conditions currently being experienced in the Northeast, conserving water is more important than ever. One way to do this is to use Garlock DSA Dry-Running Packing to eliminate the need for flush water in rotary service applications.

Self-adjusting Garlock DSA features the patented GRAPH-LOCK® cup and cone rings on the outboard end of the packing set. These rings expand radially to form a positive seal that drastically reduces leakage.

DSA Waterless Packing also

- eliminates the need for equipment modification
- reduces equipment wear and maintenance
- can be used with a wide range of chemicals
- is available with a lip seal for abrasive service

Now, when every drop of water counts, is the perfect time to call a Johnson Packings sales representative for Garlock DSA Waterless Packing.

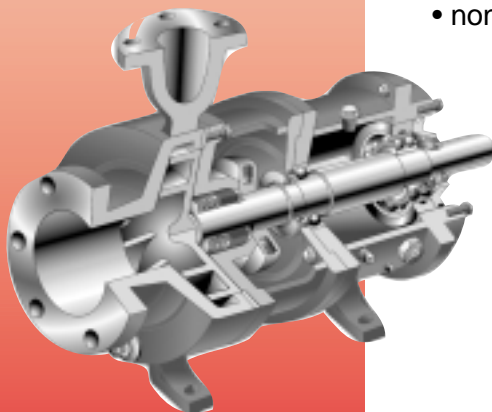
Johnson Packings Receives “Supplier Honor Roll Award” from Farrel Corporation

Farrel Corporation of Ansonia, Connecticut, recently honored Johnson Packings for being selected two years in a row to receive Farrel’s Supplier Honor Roll Award in the “Distribution” category. At an awards luncheon held by this customer in November, 2001, Johnson Packings was recognized by Ronald A. Buttendorf, Honor Roll Committee Chairperson, for our “excellence in providing superior quality, on-time delivery and competitive pricing.”



Spotlight on New Products

INPRO/SEAL® Bearing Isolators Guard Against Premature Bearing Failure



We have recently added INPRO/SEAL® Bearing Isolators to our product line, and we think you will be impressed with this company’s unique performance guarantee. Each customer must be completely satisfied with the product received; if not, INPRO/SEAL® will modify or re-engineer the product, or refund the purchase price.

INPRO/SEAL® Bearing Isolators eliminate lubrication loss and prevent contaminant intrusion, thereby protecting bearings from premature failure. Made of high-quality bronze, the labyrinth-style seals are designed to last for at least 100,000 hours of service. The VBX® Series offers these benefits:

- prevention of humidity and contaminant ingress
- lubrication retention
- non-contacting design with no wearing components

The company also produces a full range of Specialty Isolators, including those with pillow block, vertical up, oil mist and air mizer designs.

Typical applications for INPRO/SEAL® products include:

- pumps
- gearboxes
- compressors
- pillow blocks
- generators
- machine tool spindles
- steam turbines
- rotary valves

Please call Johnson Packings to discuss your Bearing Isolator requirements.