

LEADER

of the pack

JOHNSON PACKINGS

& INDUSTRIAL PRODUCTS, INC.

Success Story



Johnson Packings designed this Manway Gasket and combined it with P.S.A. Tape to solve a paper mill's dryer can leakage problem.

P.S.A. Tape Helps Paper Mill Solve Gasketing Installation Problems

A little more than a year ago, Johnson Packings received a call from a major Northeast paper mill with a gasketing problem. The traditional woven gaskets the mill was using on the dryer cans for their machinery (components used to introduce water and steam and aid in the drying process of the paper) were leaking after a sustained period of operation, and sometimes even on startup. When leakage occurred, the mill would have to shut down the machine and retorque the bolts – a costly procedure in itself. Complicating matters, the woven gaskets sometimes dried out, stuck to the flanges and needed to be ground off. When this was the case, the mill often discovered upon startup that the machine's nozzles were plugged due to the dust and airborne particles generated by the grinding process, causing yet another costly shutdown.

The solution devised by Dennis Gorham and our Bangor, Maine team involved the use of Garlock's Gylon 3545 gasketing (a PTFE style featuring a rigid core and excellent chemical compatibility) in tandem with Pressure Sensitive (P.S.A.) Tape. This combination offered the paper mill two significant advantages:

- Installation is simplified, allowing the mill to place the gasket on a 30 lb. manway without causing any pinches that might result in gasket leaks.
- The gaskets do not stick to the flanges, eliminating the need for messy grinding and reducing the downtime needed for gasket replacement.

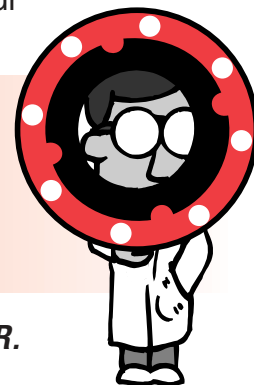
This technology is now used on all of the mill's paper machines and has already resulted in significant cost savings and reduced machine downtime. Call Johnson Packings today to see how our experts can turn your toughest gasketing problems into operating efficiencies!

Ask Dr. Gasket!!!

Worried about choosing the correct gasket for your application?

Wonder whether your gasketing is performing up to par?

Email your gasket questions to sales@johnsonpackings.com, and Dr. Gasket will reply within 24 hours. Or, send us your gasket and we'll perform an "autopsy" at no charge.



JOHNSON PACKINGS IS ONCE AGAIN A GARLOCK "TOP 10" DISTRIBUTOR.

See story inside!



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Johnson Packings Earns Garlock Top 10 Honors

Garlock Sealing Technologies honored Johnson Packings on November 19, 2002 for finishing 2001 as one of the Top 10 distributors for Garlock.

"The competitive business climate in 2001 was challenging," says Mike Monica, Garlock's District Manager. "It is a testament to the commitment of everyone at Johnson Packings that they continue to finish in the Top 10 for Garlock year after year."

Garlock Sales Management came to Johnson Packings' East Longmeadow headquarters to present a plaque to President Brice Craven and share lunch with all who contribute to Johnson Packings' success.

"We recognize the Top 10 purchasers of Garlock product each year," Monica says. "It is no coincidence that Johnson Packings has received the honor for many years. They focus on adding value to our organization, as well as their customers'. Garlock is fortunate to have a distributor so focused on customer satisfaction."

At the conclusion of the luncheon, Brad Hunt, Garlock's Vice President of Sales, thanked everyone for their efforts and encouraged the Johnson Packings team to finish at the top again next year.

Johnson Packings carries a full line of Garlock Gasketing, Seals, Packings and Expansion Joints. Call us today to find out how we can fill your need for these products!

Mike Monica, District Manager for Garlock Sealing Technologies, contributed to this article.



Brad Hunt (Vice President of Sales) and Mike Monica (District Manager) of Garlock Sealing Technologies present Johnson Packings' President Brice Craven with an award for being a Top 10 distributor.

Garlock *Prophet*TM elevate your profits

Need to reduce costs? By how much? Hundreds? Thousands? Millions? That's not only possible, but actually probable, if you know where to look. Our Fluid Sealing Specialists now use Garlock's new ProphetTM software to analyze any application and determine whether the science of sealing and the use of Most Effective Technology (M.E.T.) can return hard dollar savings.

The ProphetTM divides sealing costs into four major categories:

1. *Production Impact* due to downtime
2. Dollars spent on *Fluid Sealing Elements*
3. Dollars spent on *Equipment Repair*
4. Impact on *Labor Costs & Resources*

No black magic. No soft dollars. The analysis simply allows you, the customer, to make more informed decisions about your processes and whether or not M.E.T. can help you achieve your cost reduction goals. It's quick, it's accurate and, best of all, it's FREE. Let the ProphetTM show you that the science of sealing costs a lot less than the lack of it. Call Johnson Packings today to schedule your sealing application analysis!

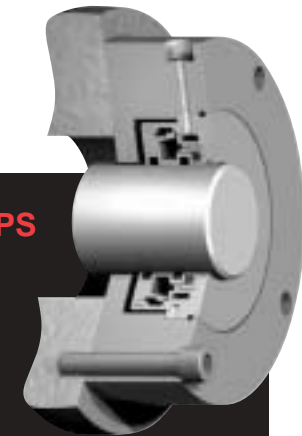
Air Mizer Bearing Isolators Protect Equipment in Powder and Bulk Solids Applications

Johnson Packings is now proud to offer Air Mizer-PS Bearing Isolators from Inpro/Seal[®]. Designed specifically for equipment used to handle, process, package and store dry particulates, powders and bulk solids, the Air Mizer's unique design features extremely low air consumption, eliminates the need to constantly rebuild seals and significantly reduces the cost of unscheduled downtime and maintenance.



Inpro/Seal[®]

Contact seals and packing in applications such as conveyors, valves, feeders, mixers and blenders are subject to wear and short operating lifetimes. This leads to premature failure and expensive downtime. Additionally, particulates can act as contaminants to grind away at shafts, seals and other equipment. The Air Mizer utilizes compound labyrinth technology enhanced with a solid wall of air to function as a barrier for such particulates. Based on Inpro/Seal[®]'s tried and proven bearing isolator technology, the Air Mizer retains particulate where it belongs – in storage bins and hoppers – and not where it can damage equipment or cause housekeeping problems.



The Air Mizer-PS is the most reliable commercially available seal on the market:

- Minimal air usage (.7 SCFM) and air pressure (3-5 psi) required
- Eliminates condensation buildup
- Protects against extremely heavy coolant flows and high pressures
- Has been tested in flooded applications
- Made to order, with optional split seal; various sizes available



Michelle Cotter (left) and Lyssa Rose (right) are the latest additions to Johnson Packings' accounting team.

JP Welcomes Two New Employees

Johnson Packings is happy to announce two new additions to our accounting team.

In November, Michelle Cotter joined us in the accounting and sales support departments. Michelle brings seven years of accounting experience, most recently with Springfield Food Service. She lives in West Springfield, Mass., with her husband, Brian, and two daughters: Brittany, 11, and Elisabeth, 7. Michelle's hobbies include gardening and sports, though most of her free time is spent "running after her kids!"

Lyssa Rose joined the Johnson Packings family in October as an accounting assistant after spending 18 years as a business analyst for Digital/Compaq/Hewlett Packard. Lyssa enjoys boating and gardening and lives in Springfield, Mass., with her husband, Rick, and daughter, Lauren.

Employee Spotlight