

LEADER

of the pack **JOHNSON PACKINGS**
& INDUSTRIAL PRODUCTS, INC.

Success Story... Pump Repair Business Grows with Thordon (and Johnson Packings!)

"If Thordon bearings worked well in propeller shaft and rudder bearing applications, they would work equally well in pump applications."

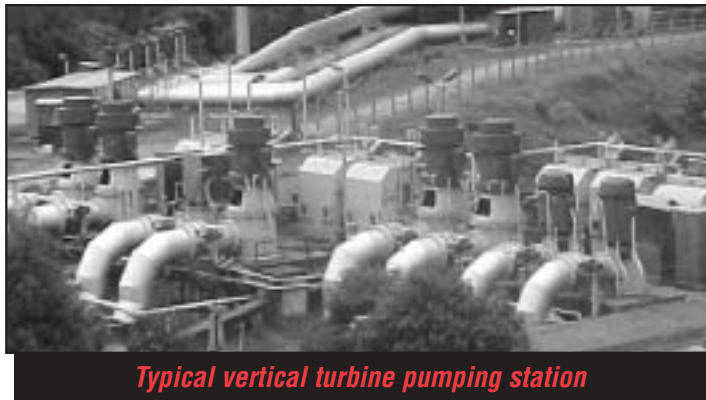
This was the thought of Odd Brevik, former Marine Engineer with Texaco, and current President of New England Pump & Valve, in Connecticut...

After spending over 20 years travelling the world keeping Texaco ships running smoothly, Brevik decided that it was time to stay at home for a while, and he started up his own pump repair business in 1986.

One of Brevik's first customers was a large pharmaceutical company, located in New

London, Connecticut. The company was having bearing problems in their large vertical turbine pumps. The bronze bearings were only lasting approximately 18 months, due to the abrasive, brackish water. Brevik contacted Thordon and was referred to Eric Nitsch at Johnson Packings and Industrial Products, Thordon's distributor for Connecticut. After reviewing the application with Johnson Packings, Thordon SXL pump bearings were recommended.

"Success Story" continued on page 2...



Typical vertical turbine pumping station

Circuit Board Manufacturer Experiences Quick Return on Investment with Tekleen Water Filter

Johnson Packings recently produced a Productivity Gain Report that documents the impressive Return on Investment (ROI) that resulted when our customer replaced bag filters with a Tekleen Automatic Water Filter for its

process water. Although this purchase represented a major investment for our customer, payback was achieved in just one year. The productivity gain, in terms of materials, labor and downtime, is summarized on page 2.

See "Productivity Gain Report" on page 2...



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Success Story...

(Continued from page 1)



Odd Brevik of New England Pump & Valve

Since Brevik has a large machine shop, Johnson Packings showed him how to use the Thordon Bearing Sizing Calculation Program to size, machine and freeze fit (using liquid nitrogen) the elastomeric polymer bearings. The pharmaceutical company currently has over 6 years' life from the Thordon SXL bearings installed in 1996. And the four bearing replacements avoided to date by converting to Thordon means they have saved a lot of downtime money.

Brevik also used Thordon to eliminate oil pollution from large Johnson flood control pumps operated by the City of Stamford, Connecticut. "The bearings in these pumps were oil lubricated and originally had to be hand-cranked to achieve the required oil pressure. I recommended using water lubrication by replacing the bearings with Thordon and upgrading to a stainless steel 316 shaft. After installing a solenoid valve and

PLC that fills the housing with water should the pump ever run dry, the City of Stamford eliminated any source of oil seeping into the river," says Brevik.

"I believe in using high-quality products that give the best return to my customers," says Brevik. "Thordon bearings make my customers happy, and when customers are happy, they tell other people, and my business grows. Thordon bearings last longer, they eliminate grease or oil, and they are so... easy to work with," says Brevik. "My biggest problem is trying to get pump equipment engineers to change from the existing metal bearings they have been using for years to... these new materials."

The above article originally appeared in Issue 2003-1 of *Newsworks*, Thordon's company newsletter.

Productivity Gain Report: Circuit Board Manufacturer Experiences

Date: March 21, 2003
Product: Tekleen Automatic Water Filter
Customer: Circuit Board Manufacturer
Application: City Water

History

Customer was using 5-micron bag filters to filter the incoming water, which is used as process water for manufacturing circuit boards. The Quality Improvement Team was asked the question, "Why do we have water pressure variation?" The conclusion: Clogging of filters and the process to change the filters were time-consuming and affected production.

A clogged filter would reduce water flow, and a low PSI alarm was activated. Maintenance people would have to drop everything or be on call (nights and weekends) to change the filter bags. The water had to be shut off to each filter during the changeout, which further reduced water flow. All of this required people's time, and production was lost due to low water flow.

Original Cost:

Labor rate: \$40.00/Hr.
Labor required to replace filter bags:
1 man, 10 minutes (actual time at the filter)
Labor to change bag filters: \$5,000/Yr.
Original cost of bag filters: \$4.00 ea.
Current time in service: 600-750 changeouts/Yr.
Cost of filter bags: \$3,000/Yr.
Total cost: \$8,000/Yr.

Solution:

Johnson Packings and Tekleen recommended a 5-micron ABW4-LP automatic self-cleaning water filter to replace the bag filter system. The system was installed at the water main coming into the building and replaced the bank of four filters.

Results:

The Tekleen filter is back-washing about 10-20 times a day, keeping the plant water pressure between 40 and 45 PSI.

Employee Spotlight



Meet Dan Sousa, From Our Shipping Department

We would like to introduce you to one of our newest employees, Dan Sousa. Dan joined Johnson Packings' Shipping Department this past April. This is his first job since completing four years of service with the U.S. Marine Corps.

Dan performs a variety of shipping and receiving duties, from unloading trucks to ensuring that orders are shipped out well-packed and on-time. A sports enthusiast, he enjoys golf, skiing and mountain biking.

Our Enlarged O-Ring Inventory Offers More Sealing Solutions



At Johnson Packings, we have just increased the size of our O-Ring inventory. You can now choose from over 350 standard-size O-Rings to meet the demands of your specific application. Selection is easy with the assistance of our knowledgeable sales



representatives. Whether you need an O-Ring for use as an hydraulic seal, a drive belt or a vibration damper, we will provide an appropriately designed device, constructed from the right compound, to satisfy your requirements.

We also offer hundreds of specials, as well as O-Ring kits and Mil Spec O-Rings. Please contact us for details.

Quick Return on Investment with Tekleen Filter *(continued from page 1)*

Results:

- Maintenance projects aren't interrupted to change filters.
- Production is operating at optimum water pressure levels at all times.
- Maintenance isn't called in on nights and weekends (4 hours pay minimum) to change filters.
- Workmen's compensation ergonomics rating for bag filter changeout has been downgraded from a 91 rating to zero.
- The backwashes (35 gallons per) cost in the region of \$600 per year in water down the drain. The benefits outweigh this cost.

Productivity Gain:

Filter bags: \$4 ea. x 750/Yr.: +\$3,000
Labor dollars to change filter bags: \$5,000/Yr.
Filter backwash cost: -\$600/Yr.
Current cost savings: +\$7,400/Yr.

Savings with Tekleen Automatic Filter:

\$7,400.00

Payback is one year.

Production uptime, overtime pay, work interruption and workmen's compensation rating are not considered in the cost payback.



Johnson Packings has prepared similar Productivity Gain Reports for other customers' applications. Please tell us if you have an interest in a particular product and its potential ROI for you. If we have a Report on an application in which that product has actually been used, we will be happy to share it with you.