



## Price and lead time more than halved

A seal failure at a US corn milling company resulted in 12 weeks of downtime when the new cartridge seal supplied by one of AESSEAL's competitors turned out to be the wrong specification. Attempts to resolve the problem on-site resulted in a distortion in the seal sleeves which rendered them unusable.

AESSEAL® was called in to remedy the problem, and supplied a seal which the customer's engineers succeeded in fitting correctly at the first attempt. The engineers reported that they had never had a seal change which went so flawlessly. They said that the detailed instructions supplied by AESSEAL®, along with all the necessary tools and lubrication, had made it the quickest and easiest seal change they had ever carried out.

In addition, AESSEAL® was able to supply the product within nine weeks of the request. A competitor, by contrast, had quoted a lead time of 20 weeks for its product, at twice the price, while the original equipment manufacturer was not able to provide any information on when it might be ready to supply.

AESSEAL® has since been asked by the company to quote for the supply of seals for 46 similar applications.



## 'Quickest and easiest seal change ever'

Industry:	Corn milling
Product:	100mm SCMS-DWB
Application:	Top entry agitator
Savings:	Lead time more than halved
Reference N.O:	TD3078550

