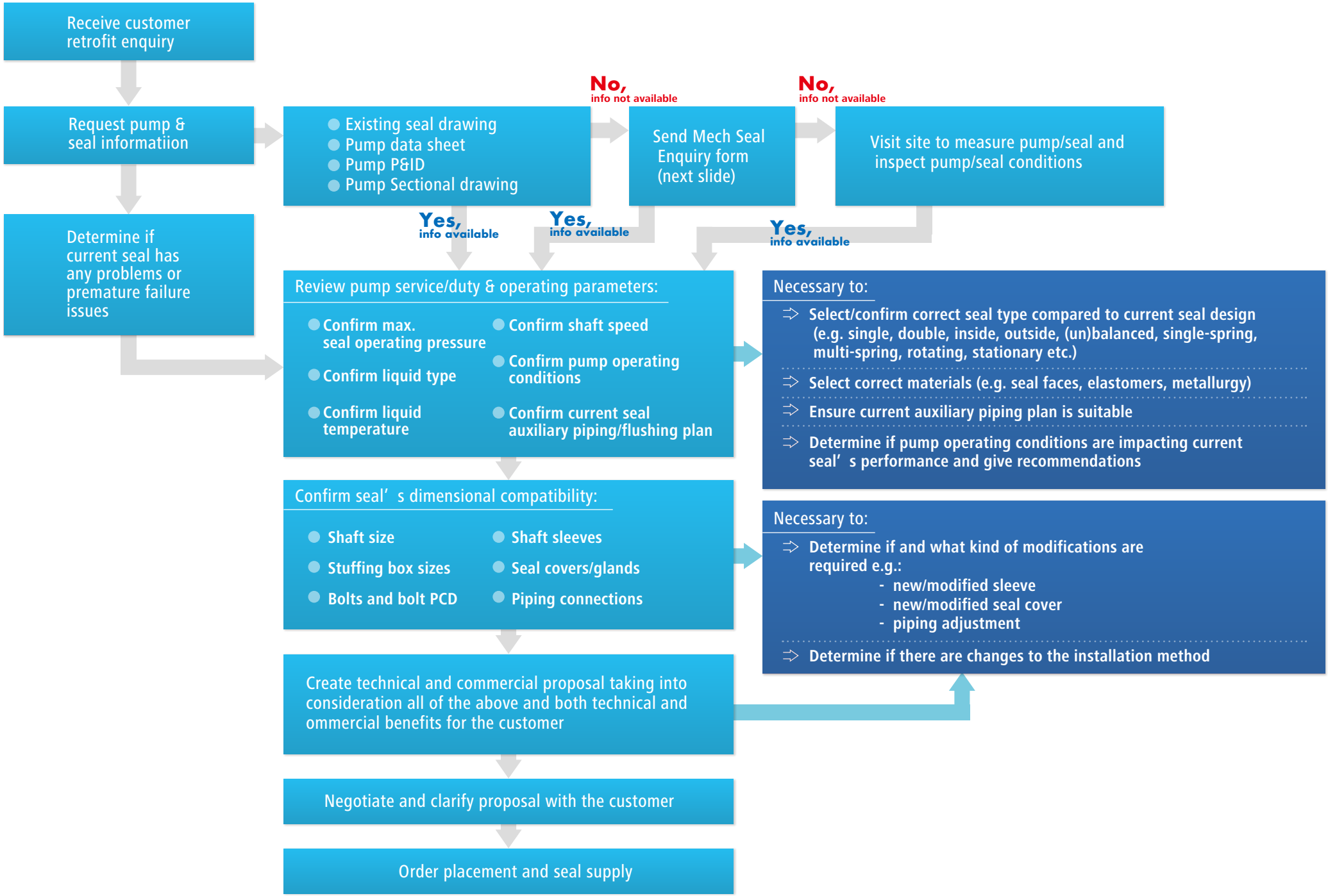
Receive customer retrofit enquiry
Request pump & seal informatiion
Determine if current seal has any problems or premature failure issues
Existing seal drawing
Pump data sheet
Pump P&ID
Pump Sectional drawing
No, info not available
Send Mech Seal Enquiry form (next slide)
No, info not available
Visit site to measure pump/seal and inspect pump/seal conditions
Yes, info available
Yes, info available
Yes, info available
Review pump service/duty & operating parameters:
Confirm max. seal operating pressure
Confirm liquid type
Confirm liquid temperature
Confirm shaft speed
Confirm pump operating conditions
Confirm current seal auxiliary piping/flushing plan
Necessary to:
Select/confirm correct seal type compared to current seal design (e.g. single, double, inside, outside, (un)balanced, single-spring, multi-spring, rotating, stationary etc.)
Select correct materials (e.g. seal faces, elastomers, metallurgy)
Ensure current auxiliary piping plan is suitable
Determine if pump operating conditions are impacting current seal' s performance and give recommendations
Confirm seal' s dimensional compatibility:
Shaft size
Stuffing box sizes
Bolts and bolt PCD
Shaft sleeves
Seal covers/glands
Piping connections
Necessary to:
Determine if and what kind of modifications are required e.g.:
- new/modified sleeve
- new/modified seal cover
- piping adjustment
Determine if there are changes to the installation method
Create technical and commercial proposal taking into consideration all of the above and both technical and ommercial benefits for the customer
Negotiate and clarify proposal with the customer
Order placement and seal supply