

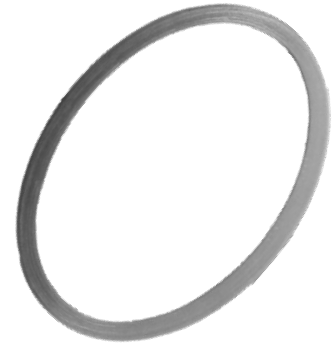
TEADIT[®] Power Generation Camprofile CASE HISTORY

INDUSTRIAL SEGMENT

Power Generation

Equipment

Knife Gate Valve



SCENARIO

An end user was experiencing spiral wound gasket failures on an 8" 600# knife gate valve. The current gaskets were breaking and there was a concern about fragments of metal contaminating the line and causing damage to equipment (high potential for millions of dollars of cost in repairs and downtime).

SOLUTION

Teadit's engineering staff was called in and able to quickly identify that the problem was related to interference between the spiral wound gasket's inner ring and valve gate at the inside diameter/bore. A Teadit Camprofile gasket was recommended as an alternative, due to the fact that it didn't require the inner ring. Teadit was able to expedite the production of the required parts and have them to the customer the next day, saving additional downtime. In addition, the customer compared Teadit's costs with their existing specified metal gasket manufacturer and Teadit offered a savings of over \$6400 and much faster delivery.

CUSTOMER GAINS

In addition to the \$6400 savings on the gasket cost, faster lead time, and untold savings in reduced downtime, the end user also set-up Teadit as an approved manufacturer and began purchasing additional products at a savings over existing manufacturers.