



Summary

<b>Industry:</b>	Oil & Gas
<b>Application:</b>	Marine Fluid Transfer
<b>Actual Saving:</b>	£n/a
<b>Payback Period:</b>	n/a



# Loading Arm Seals for Oil Services Company

ERIKS Sealing Technology allow for a stronger commercial position

## ISSUE

A leading oil services company, who design, manufacture and supply a full range of ambient and cryogenic marine loading arms to companies worldwide were concerned with their 'sole supply' situation.

The company have always purchased their loading arm seals from one supplier but felt vulnerable commercially and technically if the sole supplier discontinued supply for any reason. ERIKS Sealing Technology have been approved as an alternative and has increasingly become the preferred supplier for new and existing seal designs.

## SOLUTION

ERIKS Sealing Technology have been approved to supply Viton GF "V" Rings after offering a technical and commercial alternative to 3 sizes to date.

This material allows the final user to transfer a wide range of fluids from marine tankers through the loading arms to onshore storage tanks and visa-versa.

## OTHER BENEFITS

- Delivering an improved performance in terms of on time delivery has allowed the customer to provide complete Loading Arms and spares more efficiently to their end customers

## FURTHER COMMENTS...

The customer was delighted with ERIKS commercial and technical know-how. By focusing on the design of a suitable alternative sealing solution the customer now has the comfort of not being "locked" into a sole supply situation and have the flexibility to purchase further seals from ERIKS Sealing Technology.

## MORE INFORMATION

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