



Summary

<b>Industry:</b>	Other
<b>Application:</b>	Hand and washroom dispensing systems
<b>Actual Saving:</b>	£n/a
<b>Payback Period:</b>	n/a



# PTFE Spring Energised Lip Seals for Washroom Dispenser

ERIKS Sealing Technology exceed customer price and application targets

## ISSUE

The customer, Europe's leading innovator, designer and manufacturer of dispensers worldwide, were experiencing problems with the supply of seals for their product.

ERIKS Sealing Technology are already the sole suppliers for all the O Rings used by the customer and have now been asked to supply PTFE Spring Energised Lip Seals which are used in the vast majority of the customer's dispensers. The current supplier's product is both high priced and on long lead times with reliability problems on delivery dates leaving the customer short of products and sometimes preventing them from shipping to their own customer base.

## SOLUTION

By working closely with the customers' technical and design teams ERIKS have been able to source a commercially and technically suitable alternative seal and exceed the customers price and application targets.

A seal has been designed by colleagues in ERIKS Mid West (United States of America) and the demand for two sizes will generate additional sales in excess of £30,000 per annum.

## OTHER BENEFITS

- ERIKS have not only been able to meet the customers sealing requirements but also their commercial requirements for a sole supplier for other engineering products through its extensive product range and distribution network.

## FURTHER COMMENTS...

The customer was delighted with the solution from ERIKS, who were able to price match the current supplier and who will increasingly stock the parts in their UK stores in Dudley, West Midlands for immediate delivery.

## MORE INFORMATION

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