Sales task force: Seals in express time

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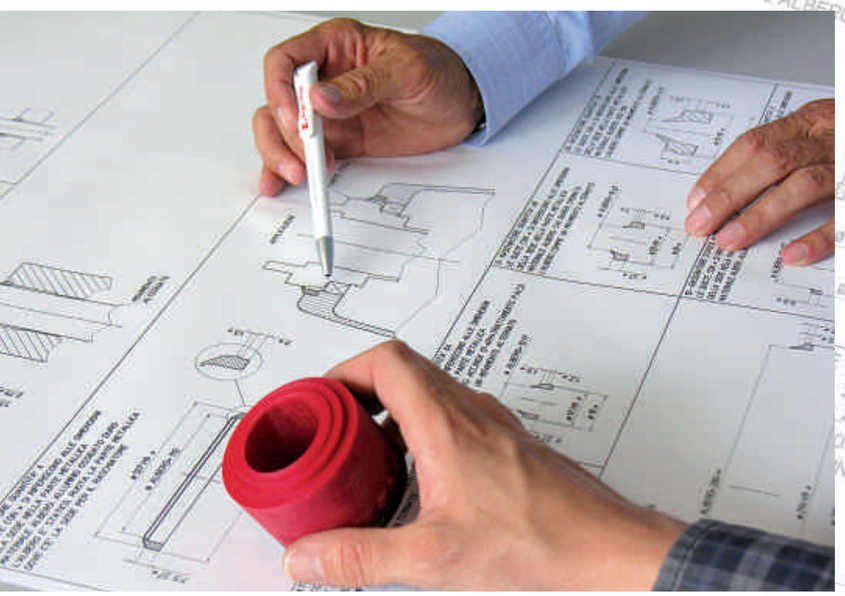
Who hasn't had this experience at least once? The machine is working at full speed, the time window is narrow, and then … a breakdown – rien ne va plus. Diagnosis: defective seal! The needed seal, a custom-fabricated one of all things, is not in stock in the warehouse. Now you have to scramble to obtain a replacement part as fast as possible. Cut to a different scene: You are working feverishly to implement a new product idea, and then … you discover that you're missing the right seal! A prototype is needed, and pronto. In both scenarios, it can take several weeks to procure the needed parts. But it doesn't necessarily have to be that way! Angst+Pfister has recognized this problem and has set up an effective, lightning-fast sales task force that swings into action precisely in such situations.

In the area of sealing technology, one often encounters custom-made items. The type of seal, the choice of material, the size and the profile are factors that combine to yield an enormous variety of possible variations. Keeping all conceivable seal variations ready at hand in stock is simply impossible. That's why prototyping is often called for in order to be able to supply the needed seals – with the consequence that "more-than-generous" delivery times have to be put up with. This has prompted Angst+Pfister to offer its customers an uncommon service: on 1 November 2008, the Angst+Pfister Group launched a task force for prototyping of lathe-cut (or turned) seals. The task force is capable of supplying custom-made seals in emergencies or for the rapid implementation of new product ideas – in top quality and with minimal delivery times.

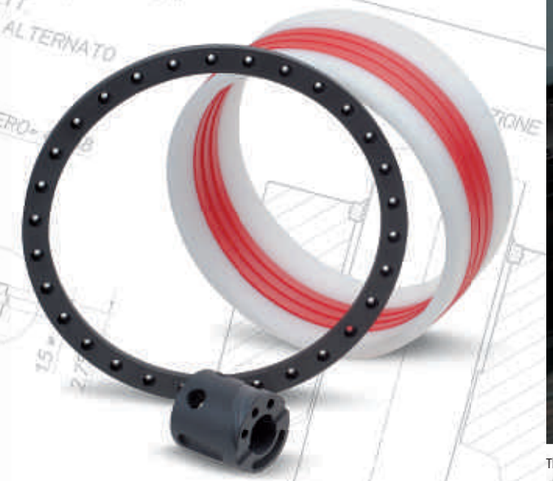
The Angst+Pfister Group employs its longstanding experience and sophisticated engineering expertise to develop new types of seals.

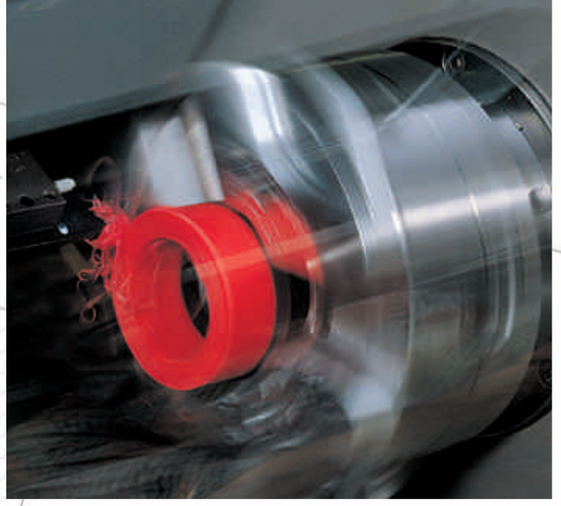


Ultimate worst-case scenario: Stoppage

The scenarios described at the outset of this article can set off a perilous chain of self-propelling events. The machine stands idle, and so does your production. Delivery deadlines cannot be met. Your customers in the best case are merely upset – in the worst case they switch to a competitor. Depending on the industry and type of process, production stoppages can cause considerable direct harm as well as knock-on damage. A tarnished reputation can be expected in any case.

A stoppage during the development phase of new machines is also anything but desirable. It results in delays and idle capacity, and solutions must be found as fast as possible. A typical multiweek delivery lead time for customized seals is simply out of the question. Here's where Angst+Pfister springs into action.





The sealing elements are machined using a high-speed precision lathe.

Angst+Pfister task force – lightning-fast, customer-specific and dependable

The task force has two overriding objectives: to provide optimal support in the development of new seals and profiles, and to supply the needed seals in next to no time.

If new seal types are being developed, the Angst+Pfister Group works very closely together with its customers and brings its longstanding experience and sophisticated engineering expertise into play. Lathe-cut prototype seals are often used in the experimental stage, and later, when the perfect seal has been found, they are injection-molded in large-batch series production.

A key feature is the high product quality, which justifies the higher purchase price for lathe-cut seals, even for demanding small-batch series.

And what about those delivery times? Standard profiles, special customized seals and finished parts in any dimensions with diameters ranging from 10 to 2,000 millimeters can be delivered within two to ten workdays. In critically urgent cases, express delivery is possible; quantities of up to around 20 units with a diameter of up to 700 millimeters can be dispatched to customers within 24 hours.

To guarantee fast delivery times, Angst+Pfister employs a sophisticated logistics setup that combines an extensive warehouse inventory with the ability to supply custom components on very short notice.

Nothing is impossible – thanks to our own seal-cutting lathe

The sealing elements are machined using a special professional high-speed precision lathe. The customer thus saves time and is spared from having to spend additional money on production tools.

The task force can supply any conceivable type of seal – from wipers, piston and rod seals, backup and support rings, special O-rings and rotational seals to finished plastic parts. Whether you need standard seals or custom-fabricated ones makes no difference – the task force is equipped for any situation.

The seals and finished plastic parts are fabricated from high-quality materials such as PUR, NBR, EPDM, FPM, VMQ, POM, PA and PTFE, among others. We can of course supply seals to meet a wide array of certifications such as FDA conformity.

Lathe-cut seals are valued items not just in the maintenance, repair and overhaul (MRO) business; their importance meanwhile has now also been discovered in the field of product development and for small-batch series production across numerous industries. Whether it's seals for mechanical engineering, the chemical and process industry, the aerospace sector or renewable energy applications (such as wind energy), the Angst+Pfister task force is on the move.

Service and know-how – an unbeatable combination

The new task force combines two key attributes of Angst+Pfister: providing customers with the best possible service and technical know-how.

Many years of close contact with customers has heightened the Angst+Pfister Group's awareness of problem situations that need to be addressed. This knowledge of customers' needs combined with our sealing technology experts' extensive know-how creates a service package that is second to none.

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