



Our Know-How. Your Peace of Mind.  
Innovative Sealing and Gasket Solutions

Let's make industry work better

**ERIKS**

One of the largest refineries in the U.S. wrote to thank us for a massive turnaround and capital project that we were involved in. The note read as follows:

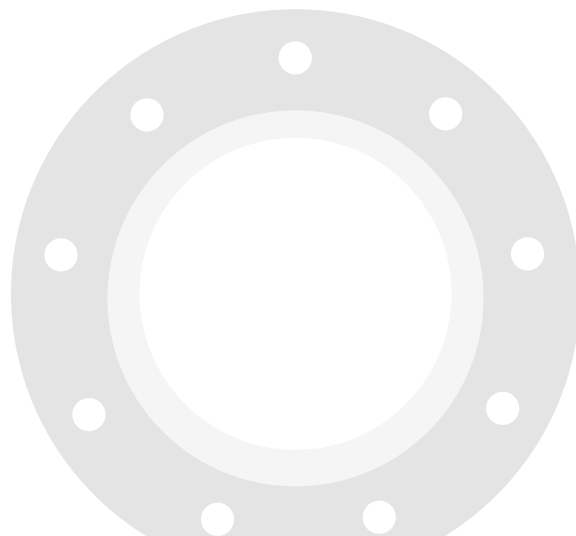
“I just wanted to take the time to thank all of your personnel for the ‘great service’ that we received during this fall turnaround.

Everyone gave their all (110%) to supply the needed material and service requested.

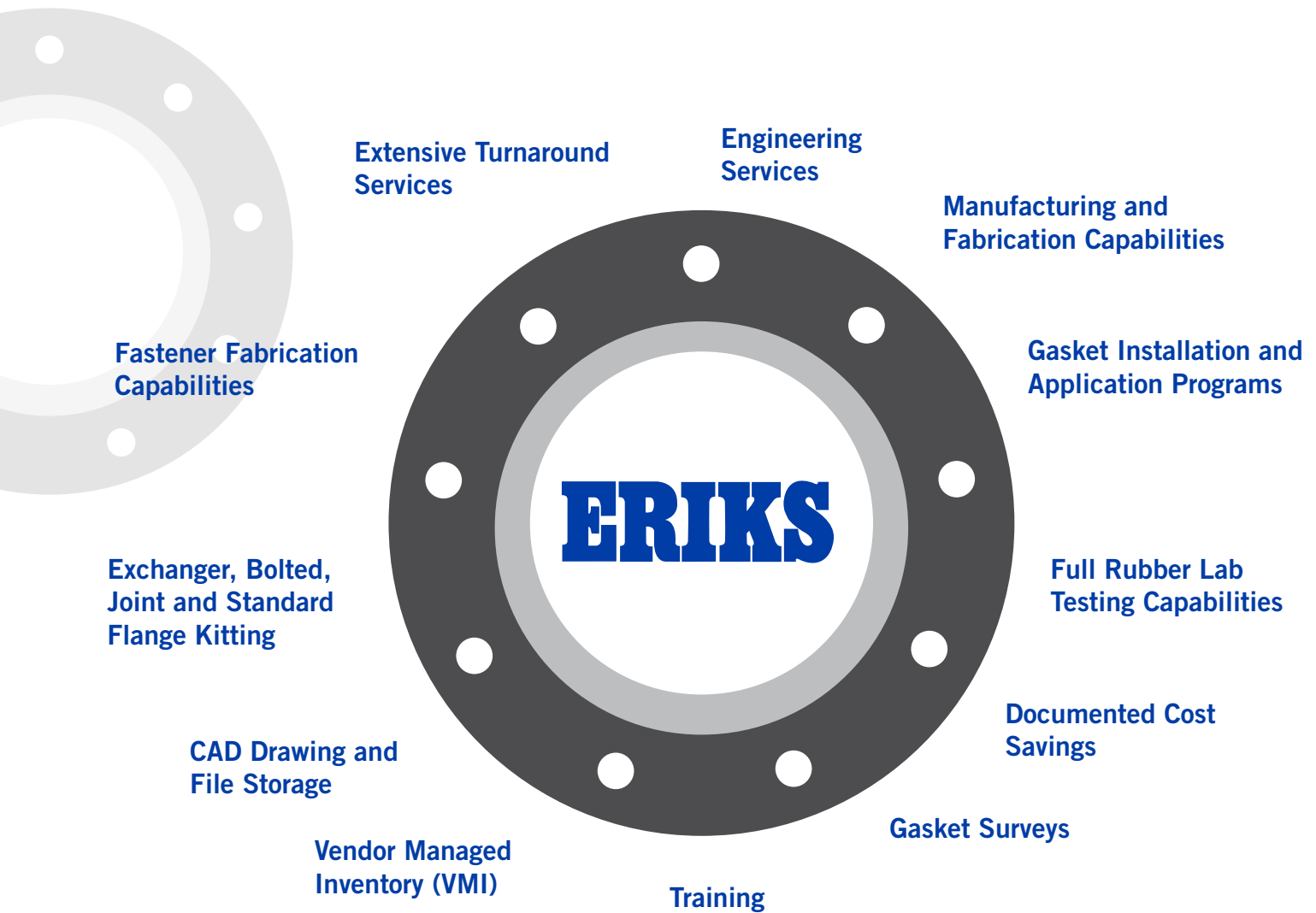
I personally and truly appreciate all of your efforts.

It makes my job so much better/easier.

Once again...thank you!”



# ERIKS Offers an Unmatched Suite of Value Added Sealing and Gasket Services



**Our gasket and sealing service portfolio is designed to significantly reduce our customers' total cost of ownership.**



## Product Innovation

### Engineering Staff

Our staff uses software for product development and application design as a virtual prototyping tool that provides motion simulation capabilities to ensure designs function properly. They also provide:

- Product selection
- Product innovation
- Product design

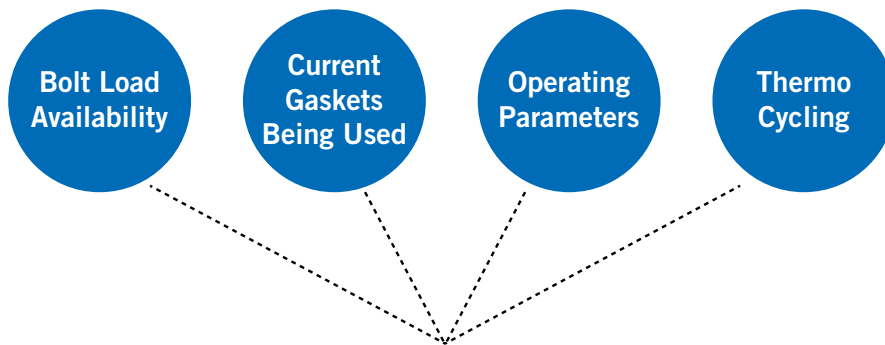
**Utilizing our engineering staff ensures a greater rate of product success and ensures that the proper product is recommended.**

Gasket Application and Management Program

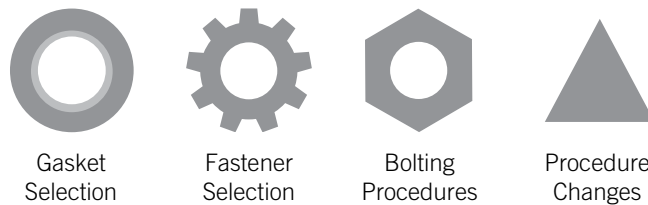
Our gasket management program utilizes a proven application system that allows ERIKS to review site specific gasket specifications and provide recommendations for improvement opportunities to STOP heat exchanger leaks. Our custom program analyzes gasket seating loads at operational conditions to optimize gasket selection, gasket size, bolt-up torques and installation procedures.



## Using Technology to Identify and Solve Your Problems



### OUR SOLUTION RECOMMENDATIONS FOR



Output results in recommendations for gasket, fastener selection, bolt torquing and proposed changes for current procedures. This cutting-edge program is based on industry-proven principles that have resulted in thousands of leak-free heat exchangers worldwide!

Gasket Application and the ERRIC System

The ERRIC sealing system is a heat exchanger protocol that has reported leak-free results. ERRIC stands for Evaluation, Radial Shear, Relaxation, Installation, Certification. ERRIC protocols have been used in tens of thousands of heat exchangers around the world, with operators reporting leak-free results, even in the face of plant upsets and power outages. Following these protocols and using the proven application program guarantees zero leaks.

**Our gasket application program results are designed to provide zero leakage at start-up, and simulates operational conditions to ensure long-term integrity of the jointed assembly.**



### Full Service Rubber Innovation and Testing Lab

A globally recognized lab for analyzing, producing and making recommendations on rubber compounds and applications. Our compounding lab, manufacturing and fabrication facilities give ERIKS the ability to:

- Respond to emergencies 24/7
- Customize solutions based on customer needs

### Metal Gasket Manufacturing

We have full capabilities to produce all types of metal gaskets including:

- Spiral wound
- Corrugated
- Camprofile
- Specials using advanced technologies and state-of-the-art equipment

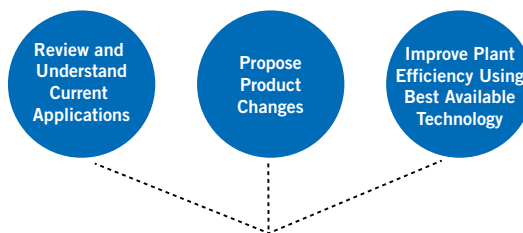


### Soft Gasket Fabrication

- Best in class production equipment to ensure the highest level of quality and consistency for every gasket produced
- Regional production facilities for soft gasket materials
- CAD design and automated equipment that offers total drawing availability and control



## Our plant gasket surveys ensure that the most current gasket technology is used



### RESULTS WILL LEAD TO



Specification Consolidation



Improved Performance



Inventory and Cost Reductions



**All of the above capabilities are focused on reducing a customer's Total Cost of Ownership (TCO) by increasing product performance.**

### CAD Drawing and File Storage

ERIKS offers CAD Drawing and File Storage services that will help you manage and safe keep your drawing library. This service takes printed drawings, formats them to CAD and then store's them in a password protected e-filing system where you have access to them 24/7. Once electronically stored, you have the ability to exclusively link to your file cabinet, pull down needed drawing/s and download them for use in turnarounds, calculation changes and gasket ordering. Any changes you make can then be sent back to ERIKS for drawing correction and re-filing. If you are not interested in CAD drawing prints then ERIKS can still file them for you for quick and easy access.

This service will:

- Keep all your drawings in one place where you are only a “point and click” away
- Eliminate costly and unnecessary downtime at a time when you need it the most:  
When you are down and have a vessel opened in need of gaskets because the wrong size gaskets were produced using dated drawings.
- Increase your turnaround efficiency by giving quick access to a filing system that can be accessed electronically from anywhere speeding up the time from “need” to “bolt-up”
- Streamlined gasket ordering efficiency where ERIKS key personnel handling your everyday needs also have immediate access to the latest and updated drawings available.



### Documented Cost Savings

- Software system used by all ERIKS locations with complete access to customers driven by industry, region, plant and product group
- Consistent, concise and complete documentation to reduce costs and improve efficiencies
- We have saved our customers millions of dollars through our innovative and sustainable solutions, best practices and process improvements that are designed to lower our customers' total cost of ownership (TCO) and increase uptime
- ERIKS has helped our customers document more than \$55 million in cost savings in the last three years



**Ask your sales representative to see specific cost savings examples that we have provided to customers just like you.**



### Exchanger and Bolted Joint Kitting

- Complete “point of use” packaging of all components and supplies required for exchanger assemblies, including gaskets, custom fasteners, anti-seize and assembly instructions. All components tagged to specific flanges for trouble-free assembly
- Kits include all bolting and installation specifications in one unit
- System simplifies warehouse logistics and storage, reduces the risk for errors and improves efficiencies in managing employees by providing all of the items they need to properly and safely assemble the bolted joint - all in one place



### Standard ANSI Flange Kitting

- Gaskets, fasteners and washers per flange size and pound class all in one place
- Easy to store
- Greater inventory control
- Reduced waste by eliminating loose parts for job requirements

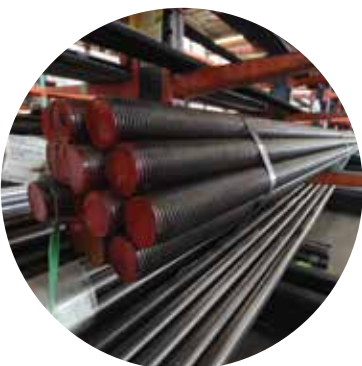
**Our kitting capabilities allow us to provide the right gasket, eliminate torque misapplication and create time efficiencies providing one thing - total peace of mind.**



### Fastener Fabrication

ERIKS offers a variety of standard and specialty fasteners along with fabrication services that complement our ERRIC Sealing program and kitting capabilities. At selected production facilities, ERIKS stocks a full range of standard fasteners and bar stock using state of the art fabrication equipment to cut, chamfer and stamp to meet your daily requirements. At ERIKS we know that fasteners play a major role in leak free sealing.

**Our fastener fabrication capabilities along with our gasket product knowledge help us to provide a leak free seal for every application.**





We offer support for and during turnarounds, plant shutdowns, outages and production stops for industrial companies. Whether it is for emergency repairs or planned shutdowns, ERIKS has management and staff in-house to work alongside with plant personnel during these work stoppages.

## Quick Response

We follow a systematic approach to tackle any kind of factory outage in a disciplined way. The use of gaskets requires a high level of precision and know-how. To reduce the chance of incidents, it is important to be timely and to work with a professional on-site.



## Container Service

To service a plant to be successful, you have to have the right materials and the associated on-site inventory. These containers are customer driven and specific with capabilities from stocking inventory to fabrication services around hose and gasket products. For this purpose, it is essential that there are containers available at the location for temporary storage of gaskets, bolts, nuts, tools and maintenance products. The containers can also be arranged as a temporary workplace to ensure that there's product on-hand.



## Know-How On-Site

Our service concept for turnarounds, equipment set-ups and overhaul offers operators proven solutions, expert installation and a high level of support, both before and during the plant shutdown. We offer support in technical calculations and decisions on gasket choice so we can ensure that the plant shutdown goes as smoothly as possible.



## Turnaround Trailers

- Can be placed on site at strategic locations to offer immediate gasket availability
- Can also be staffed and are capable of emergency gasket fabrication and field measuring

**Our turnaround trailers offer instant product and service availability.**





## Logistics Innovation

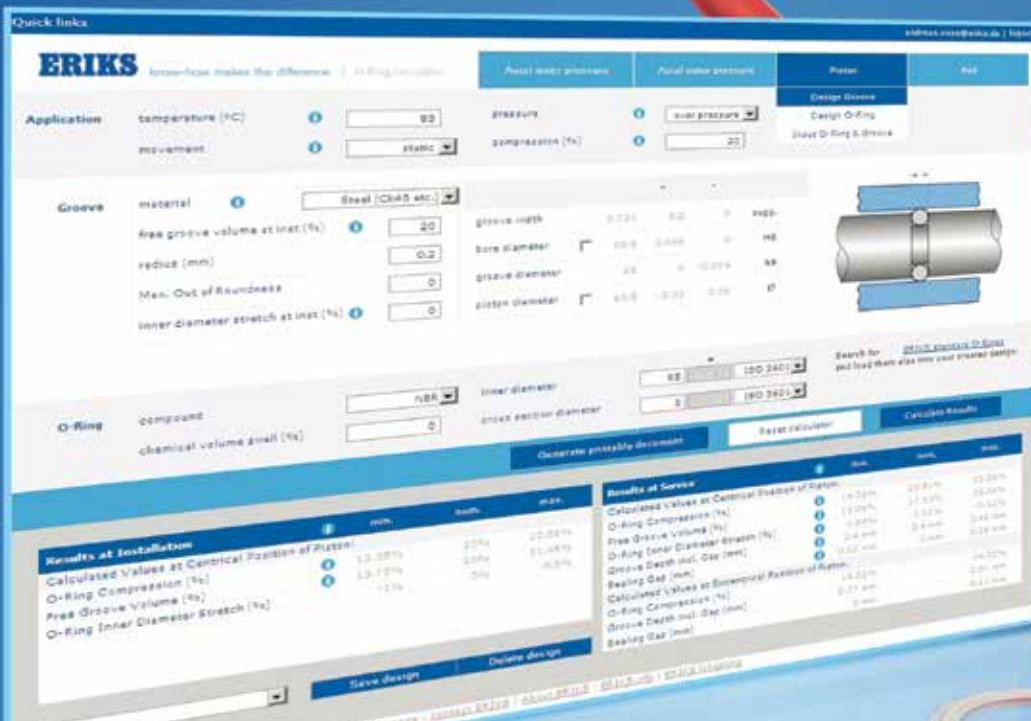
### VMI (Vendor Managed Inventory)

A program that allows you to keep working capital at a minimum while having the inventory needed on hand.

- Visualization gasket boards ensure proper gasket selection
- Provides organization and simplification of gasket and sealing inventory

**VMI ensures that you have only what you need on-hand.**





## eCommerce Innovation and Training

### Value-Added and eCommerce Benefits

- Reduce Costs  

  - Reduced labor costs
- Improve Process  

  - Improved inventory management, reduce product replenishment costs and decrease downtime
- Better Outcomes  

  - Ensuring the leading edge technology, best quality and most reliable products are in use for each application. Our eCommerce capabilities make products easily accessible and identifiable

### Product and Application Training

- Multiple levels of product and application training available both online and in person
- All day in plant training on best practices and emission/reliability

\*Training can be conducted during any shift to best meet your needs and not lose productivity.

### Customer and Supplier Specific Training

- Customer specific
  - Modifies any training to meet customer specific needs to ensure relevant content for attendees
- Supplier specific
  - Partners with quality and reliable manufacturers to bring the added value of those suppliers to the end user through integrated training programs



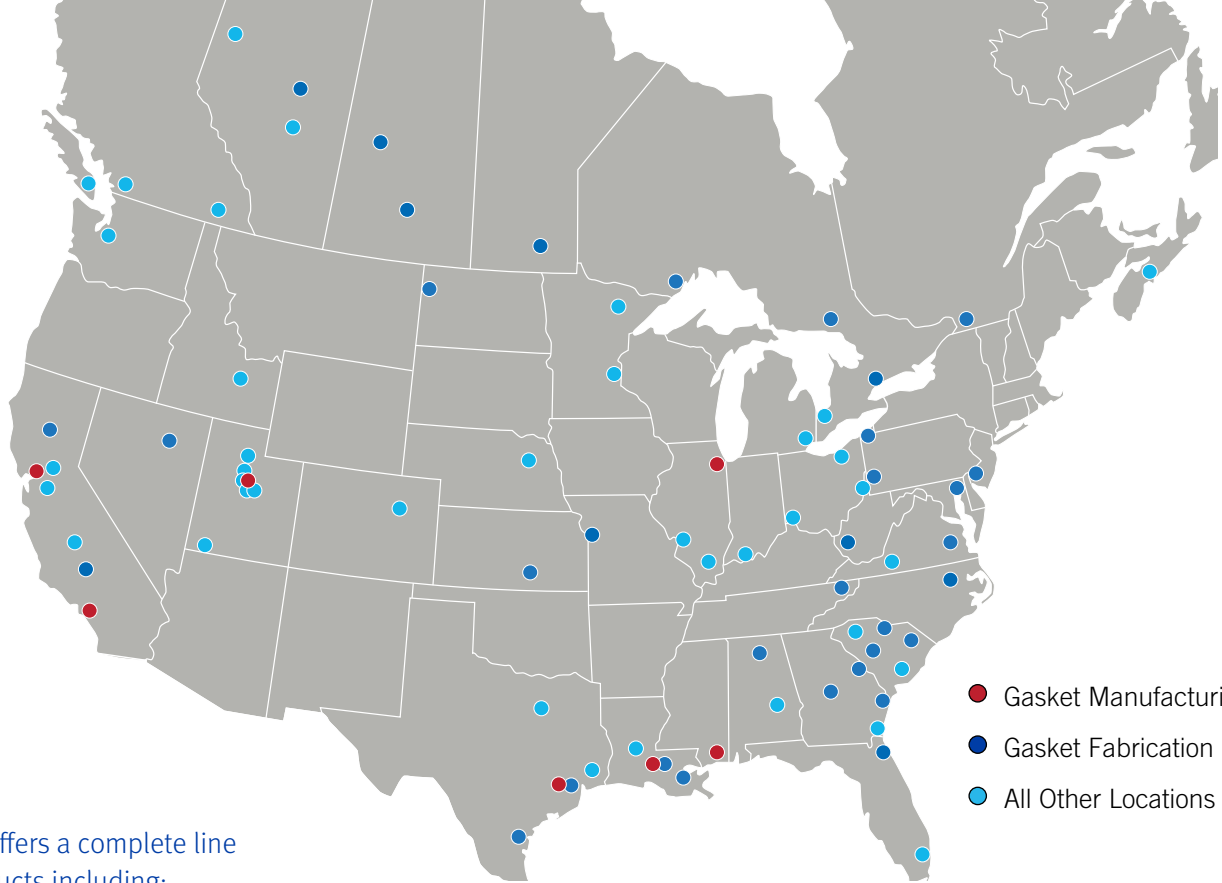
**If you're interested in learning more about our eCommerce or training programs, let us put together a custom program that meets your needs.**

## 12 Local Presence. Global Reach. Industry-Wide Service.

ERIKS ([www.ERIKS.com](http://www.ERIKS.com)) has been a leading international industrial service provider leader since 1940. ERIKS North America offers a wide range of innovative, high-quality mechanical engineering components and associated technical and logistics services from 140 locations across the United States, Canada and Mexico. We provide the highest quality product standards in the industry, along with the peace-of-mind knowing that our products and fabrication are consistent, location-to-location, across our extensive footprint. From agriculture to power generation and from oil and gas to petrochemicals, ERIKS North America provides a local presence and infinite possibilities, backed by ERIKS' worldwide network of resources and know-how with over 300 locations in 20 countries. For more information, please visit [www.ERIKSNA.com](http://www.ERIKSNA.com).



*Dark blue countries represent ERIKS presence.*



- Gasket Manufacturing Facilities
- Gasket Fabrication Facilities
- All Other Locations

ERIKS offers a complete line of products including:

- Hoses and Fittings
- Conveyor Belts and Accessories
- Valves
- Gaskets
- Fasteners
- Packing

Plus a complete line of services including design, field surveys and training.

#### ERIKS Industries Served

- Aggregate
- Agriculture
- Chemical
- Construction
- Food & Beverage
- Government
- Mining
- Oil and Gas
- Original Equipment Manufacturing
- Package Handling
- Petrochemical
- Petroleum Dispensing
- Pharmaceutical
- Power Generation
- Pulp and Paper / Wood
- Refining
- Rental
- Steel
- Transport / Bulk Hauling
- Tire

Innovative sealing and gasket solutions, and expert service.

ERIKS puts know-how where you need it. **Fast.**

Please Contact Your  
Local Service Center  
for More Information

[www.eriksna.com](http://www.eriksna.com)

Let's make industry work better

**ERIKS**