



Effective Mechanical Seal Performance Monitoring

Overview

"Effective Mechanical Seal Performance Monitoring: A Key Component to Reducing Fixed Plant Costs" (featured in the January '03 issue of Flow Control Magazine), outlines how manufacturing plants can reduce costs through the use of a mechanical seal tracking system. This presentation will discuss the basics of mechanical seals, how they relate to pump failures, and how to set up a tracking system that helps manufacturing and maintenance personnel identify root causes to manufacturing process problems. A case scenario from a US Steel facility discusses how this system was used to decrease the average cost per day for mechanical seals by over 78 percent. This straightforward information will be of use to every manufacturing engineer interested in reducing fixed costs.

When & Where

Wednesday, May 21 2003

**Thompson Hine LLP
2000 Courthouse Plaza NE
10 West Second Street
Dayton, OH 45402
(937) 443-6600**

Evening Meeting

**5:00 to 6:00 Social/Networking Hour
6:00 to 6:15 Call to Order/Announcements
Speaker Introduction
6:15 to 7:30 Speaker
7:30 to 8:30 Dinner--Buffet**

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Meeting Sponsor:

**THOMPSON
HINE**

Anchor Seals

Anchor Seals, Inc. started in 1993 by purchasing the assets of the Anchor Packing Company in the states of Pennsylvania, West Virginia, Ohio, New York, Indiana and Illinois with warehouses and manufacturing facilities in Pittsburgh and Philadelphia. The efforts of Anchor Seals, Inc. and its personnel since 1993 has been to service different industries such as Pulp & Paper, Steel, and Chemical with sealing products such as packing, gaskets, mechanical seals, expansion joints, etc. Anchor Seals, Inc. unlike other manufacture distribution companies has placed significant emphasis on its personnel so that they are mechanically trained factory representatives. This gives them the skill to recommend, install or rebuild all products sold. In addition, Anchor Seals, Inc. has developed sophisticated computer tracking programs that accurately tracks the costs, running life of products like mechanical seals, enabling the customer to accurately assess the continuing expenditures of these items.

Ronald V. Mumbray, Vice President – Sales, Anchor Seals, Inc.

Ron Mumbray has been the Vice President – Sales for Anchor Seals, Inc., in Coraopolis, Pa., since 1995. Prior to that, he was the sales manager for the company.

Mumbray began his career in the mechanical seal industry with Anchor Packing when he joined that company in 1984. He began as the Assistant Marketing Director, and in one year was promoted to Marketing Director. In 1988, he was named Assistant Vice President – Sales. During his tenure at Anchor Packing, he was the company’s leading sales person in the United States. He routinely led the sales group in new accounts, new product sales, and gross sales.

At Anchor Seals, Mumbray is responsible for managing the company’s sales force, and personally handles some of the distributor’s largest accounts. He also plays a management role in marketing strategy, budgeting, and strategic

planning.

Mumbray earned a Bachelor’s degree from Allegheny College, Meadville, Pa.

Raphael Urteaga, Sales Representative, Anchor Seals, Inc.

Raphael Urteaga began his career with Anchor Seals Inc. in 2002. He manages the state of Ohio as well as western PA and western NY.

Raphael before Anchor Seals worked for over 5 years for a large distributor of bearings and power transmission products.

Raphael finished his studies at Ashland University, Ashland, OH.

Driving Directions

From Cincinnati:

Take I-75 North to the First Street exit (exit is on right)

From Columbus:

Take I-70 West to I-75 South; take the First Street exit (exit is on left)

From Toledo:

Take I-75 South to the First Street exit (exit is on left)

From Indianapolis:

Take I-70 East to I-75 South; take the First Street exit (exit is on left)

From First Street Exit:

You will be heading East on First Street (one way); merge to the right lane and turn right (South) on Ludlow Street (one way); merge to the left lane and make a left turn onto Third Street (two way); left onto Jefferson (one way and staying in left lane) and turn into the Kettering Tower parking garage just before the end of the block.

Thompson Hine is located in the MeadWestvaco Building on the Southwest corner of Second & Main Streets.

Registration

To make your reservations, please contact **Charlie McCurry (513) 737-3050**. Anyone not registered by the deadline is welcome to attend the meeting, but please note that the registration price is higher after the registration deadline and at the door.

E-mail: registration@ohiotappi.org

Registration Fee

Pre-Registration (by)

TAPPI members or Ohio Section participants	\$35.00
Non-Members or Non-Ohio Section participants	\$45.00
Students	\$5.00

After May 19th and at the door
Add \$5.00

Cash or check only, please. No credit cards accepted.

Please provide your Name, TAPPI Membership Number, Company, and Phone Number in your message. To ensure the accuracy of your name tag, please spell your last name when leaving a voice message.

Ohio TAPPI policy is to bill you for the meeting if you make a reservation but fail to attend. Cancellations can be made up to 72 hours in advance of the meeting. Substitutions are always welcome.

TAPPI Antitrust Policy Statement

TAPPI's aim is to promote research and education; to arrange for the collection, dissemination and interchange of technical concepts; and provide information in fields of interest to its members. TAPPI is not intended to, and may not, play any role in the competitive decisions of its members, or their employers, or in any way restrict competition among companies.

Chairman's Corner

As the paper industry evolves, so does your Ohio TAPPI. Last year we took a hard look at what changes were needed to better serve, you, our section customers ... and the recommendation that came out of the work is the format we have now, a combination of all day technical meetings and evening technical meetings. The feedback that you have provided concerning this approach has been encouraging.

As our 2002-2003 business year comes to an end, we are about to embark on our annual process of planning for the next business year. While we begin the process, we continue to face challenges in providing a quality product for our membership. As I am sure you are aware, the economy of the pulp and paper industry continues to have a bearing on our success as an organization. Now more than ever, Ohio TAPPI needs the support and participation of you and your company.

There are many levels of participation to choose from. However, it is not only about choosing a level of participation, it is about striving. Striving means making an effort, to earnestly try to achieve; but in order to strive for the highest, one must know what the "highest" might be. When each section participant earnestly tries to make a significant contribution, they provide an example that brings honor to the chapter. When a chapter seeks ways to encourage professional growth through technical programs, holding networking sessions, and creating a mentoring program involving university faculty and outstanding students, that chapter is helping to create better business professionals and is striving for the highest within the industry.

Our immediate need in Ohio TAPPI is very straightforward. We need to begin the process of finding new officers for the executive committee. As an officer of the Ohio TAPPI chapter, you have the opportunity to shape the future of the chapter. Currently, Ohio TAPPI needs to fill 2-4 positions before June of 2003. We are asking your help to either volunteer for an officer position or to refer a candidate to Ohio TAPPI. In either case, your support would go a long way in helping us strive for the highest and insure a healthy organization for the future. Please feel free to contact me if you are interested or if you have any questions.

Eric Eisert
Ohio Local Section Chairman

513-742-1893
chairman@ohiotappi.org