

ORD Problem Solved!



Long Term Savings

Each year, companies look for ways to achieve lower costs and overhead. In pursuing price reductions, procurement may sometimes overlook the critical reasons behind why a product is purchased. O-rings unfortunately have a reputation of being put in this category. For those of us that work with them on a daily basis, we know their role can tremendously impact the functionality of an application. When used to seal in critical applications, O-rings can be just as important, if not more so, than other components. A leaking application can result in product failure, expensive product recalls and brand erosion. However worst case scenario, the wrong O-ring can cause personal injury or death. Design engineers and procurement managers should work together, analyzing the overall cost of their product, to avoid choosing erroneous component equivalents to cut corners. Likewise, they must ensure they are ordering the correct parts – especially when there are prints involved.

As in the case of our success story, searching for a less expensive O-ring material can lead to more expensive problems in the long run. It is pertinent that the procurement team and engineering work hand in hand to make the right choice for both their application and their business.

Success Story

Application:

Lasers in an electronic application.

Problem:

The O-rings being used in the customer's application were contaminating the lasers with sulfur. The customer had a peroxide cured Parker EPDM material specified on their print and had experienced no previous issues with the O-rings. They called Parker to inquire about the ethylene propylene O-ring and verify it was in fact peroxide cured and not sulfur cured.

Parker Solution:

Parker verified ethylene propylene material E0692 was peroxide cured and not sulfur cured. From there, a batch number check was performed for further investigation. At this time, it was discovered the parts were not Parker parts at all. After speaking with their procurement team, the customer confirmed they had purchased the parts from another manufacturer. They had chosen the alternative O-rings because they were cheaper. However the resulting sulfur contamination cost the customer an estimated \$5 million in equipment damages.

Outcome:

The customer worked with their procurement department to ensure only Parker O-rings would be purchased per the drawing specification in the future. Parker's peroxide cured EPDM provided consistent quality in the customer's application and by purchasing the correct O-ring, contamination costs were avoided, saving the customer money.