

Example of a Successful Application

Cavitation Damage

Many companies today are confronted with providing medium term solutions for long term problems. In other words there is a reluctance to invest monies in maintenance repairs and overhauls for the long term by investing in new plant, machinery and equipment.

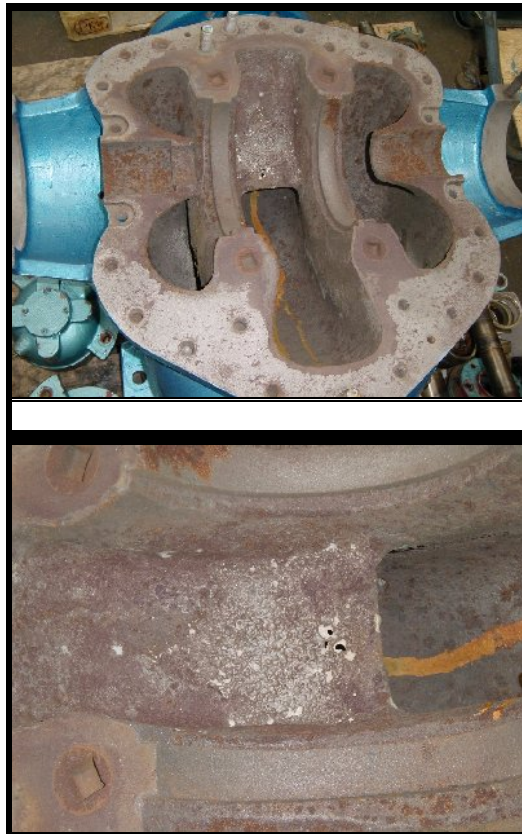
Thistlebond can offer industry a solution by providing inexpensive medium to long term solutions when it comes to the repair and protection of plant and equipment.

One major area of concern for most industrial accounts today is in the are of fluid flow handling equipment damage that can seriously affect manufacturing output and subsequently profitable sales of manufactured items.

Put in simple terms, a company must obtain a sales volume of *50,000 at a gross profit margin of 6% to enable a expenditure of *3,000.

Companies today must choose whether to REPLACE with NEW or REPAIR the OLD.

Take for example a pump unit - badly damaged by both **CAVITATION and erosion:

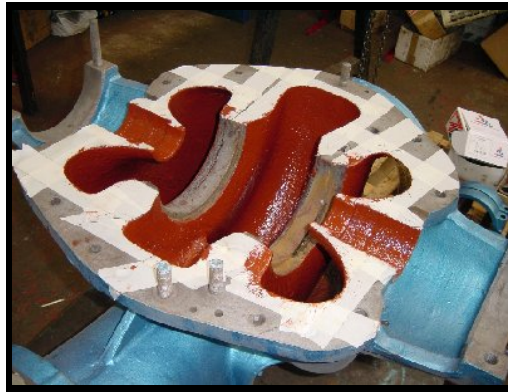


The Cut Water Area is Severely damaged and in normal circumstances would involve the purchase of a new pump compete or a new pump section at considerable cost.

By the use of THISTLEBOND TR240 Heavy Duty Ceramic Carbide repair compound, the area can be returned to normal at a FRACTION of the COST of a NEW replacement part.



The complete unit can then be coated with THISTLEBOND TR210 Anti - Cavitation Ceramic Carbide Coating to help PREVENT the situation happening again. This also will help the account elongate the MTBF (Mean Time Between Failure) of his rotating equipment which in turn will DRAMATICALLY reduce his MAINTENANCE costs and therefore INCREASE factory throughput and Increase profitability.



All this for a Fraction of the expected normal repair cost by using the UNIQUE RANGE of THISTLEBOND repair and coating polymers.

TIP: When making a sales call - keep your eyes OPEN for damaged equipment. It is usually found OUTSIDE the maintenance workshop in the engineering GRAVEYARD!!

This is a WONDERFUL opportunity to HELP the customer RE-USE plant and equipment that he may well have discarded for good. It is also an ideal opportunity for a NEW SALES AREA when you are making your normal sales call!

*Monetary Units

**Cavitation: Cavities or bubbles form in the low pressure area and collapse in a higher pressure area of the pump, causing noise, severe DAMAGE and a loss of capacity.