

LESS IS MORE WITH SEALLESS

David Clark, general manager, Sundyne, presents an economic case for the use of HMD Kontro sealless magnetic drive pumps and says they also help meet environmental and health & safety obligations

A simple business case: sealless pumps mean less cost and more savings, leading to greater competitive advantage. In addition to reduced costs, sealless, magnetic drive pumps bring savings in time, resources, skill sets, ongoing maintenance and also reduce the potential for lost production. They also reduce health and safety risk, and potential damage to the environment.

Making cost savings and improving profitability with market prices for finished product is constantly under pressure. Ideally, you need to cut costs faster than your competitors.

Considering a combination of capital costs and ongoing expense, increased competitiveness and profitability will not be made by small savings alone. You need to cut large elements of cost. To achieve this, a step change in the technology you utilise is required.

The adoption of sealless pumps can make those step change savings, from concept to completion of your project and throughout the life of your plant.

LESS TIME MORE SAVINGS

Time is money. Whether it is the time allocation and management of your people, the time taken to implement or to progress a new project to completion, all will have financial implications. Magnetic drive pumps save the time of personnel, and money, throughout their life as they contribute to less demand on staff time, skills and resources.

LESS COMPLICATION MORE SIMPLICITY

Specifying magnetic drive pumps is easier. Because there are no seals or seal support systems plus all of the associated ancillaries, utilities, connections, instrumentation etc, the specification, procurement and installation of a sealless pump is easier, quicker and more cost effective. The savings then escalate when the pumps are in operation and your plant is in production.

LESS RISK MORE PEACE OF MIND

Increased risk means higher potential cost. Minimising the impact of manufacturing and other operations on both the local and wider environment is an essential, legal and a moral obligation. Even better, reducing or, ideally eliminating, the potential risks, leaks or emissions through the use of sealless pumps, will ensure that your processes will not have any harmful effects and possible cost implications. You will also meet your corporate responsibility obligations and increase confidence and trust in your operations.

Similarly, health & safety is everybody's responsibility. From the production and maintenance staff on the shop floor right up to the members of the board, the chairman and chief executive who could take the punishment of any prosecution. It is also everyone's responsibility to mitigate and, wherever possible, eliminate risks. Sealless pumps present a far lower risk pumping solution thanks to their complete containment of the

The VapourView gas in liquid detector protects against dry running



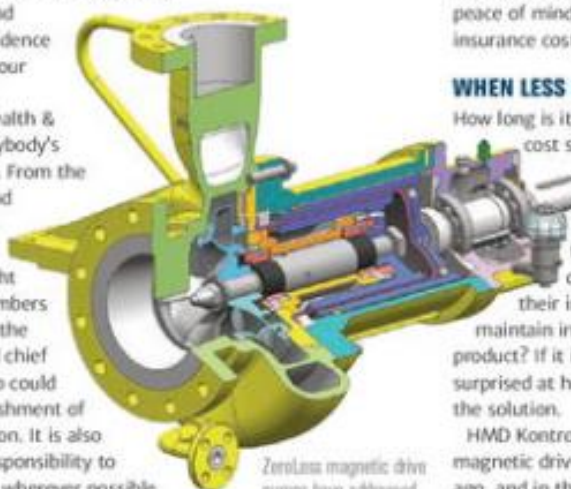
product being pumped providing greater peace of mind and often reduced insurance costs.

WHEN LESS MEANS MORE

How long is it since you evaluated the cost savings and safety benefits of a sealless, magnetic drive pump against the more commonly available types of pump, which depend upon seals, with their inherent risk of leaks, to maintain integrity and contain your product? If it is some while, you may be surprised at how often sealless is now the solution.

HMD Kontro developed the original magnetic drive concept seventy years ago, and in that time the technology has consistently and considerably evolved to extend the parameters at which a magnetic drive pump can operate and the benefits they bring.

There are many myths surrounding magnetic drives; the majority of which are easily dispelled. Even the issue of increased power consumption has now been resolved by the latest ZeroLoss containment shell, which utilises a PEEK composite shroud to eliminate losses within the magnetic drive system, and the VapourView gas in liquid detector that protects against dry running and/or system upset conditions.



ZeroLoss magnetic drive pumps have addressed the issue of power consumption

PUMPS & PRINTERS - AN ANALOGY

A sealed pump is like a PC printer. You know the scenario. You can buy a printer for your PC at a very low price, BUT the replacement ink cartridges cost a fortune!

A sealed pump is similar. The capital cost may be low, but the ongoing expense of the replacement seals is very expensive. In addition, you also have to pay for: labour to change the seals, inventory costs of the seals, maintenance of the seal support system, disposal of barrier fluids, increased instrumentation, higher utility costs and much more.

Imagine a printer that never needed cartridges. With a sealless magnetic drive pump there are no consumables and hence minimal future expense.

HMD Kontro

www.hmdkontro.com