



## Seeing is Believing

### Industry

Oil & Gas

### Application / Products

Tapered roller & cylindrical roller bearings for 650hp mud pumps

### Challenge

The customer was currently paying a high price for their bearings while also experiencing lead times of up to eight months. They were looking for a supplier to reduce their lead times while possibly lowering their costs.

### Solution

We worked among our established base of bearing manufacturers to offer high quality, price-competitive tapered roller and cylindrical bearings for this application. In this instance, it worked best to have each bearing come from a different manufacturer in our base to offer the best solution for the customer. Both manufacturers also provided bearing drawings for our customer to review once the order was in-house and prior to any manufacturing. Being able to approve bearing drawings ahead of any non-reversible machining helped to ease any concerns the customer had.

### Results

This product substitution has saved the customer 25% on the cost of the bearings compared to their previous vendor. We have also cut their lead-time from 180-240 days to 2-120 days with our inventory stocking program. These bearings were put into place five months ago and are currently being tested in the field and have had zero issues to-date.

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