



## Bushings for Rotating Down-Hole Motors

### Industry

Oil & Gas

### Application / Products

Self-lubricated metal backed bushings

### Challenge

A leading company that designs, manufactures and sells premium quality drilling motors for directional, horizontal and vertical drilling was concerned by increasing lead times from their current supplier for key components needed in their operation. Their concern escalated when they discovered that other local suppliers were unable to guarantee better lead times or suggest an alternative product that was able to meet their engineering requirements. As the situation grew worse, they were facing difficulties that threatened to impact their operations.

### Solution

Facing delays in their operation, they turned to ERIKS for assistance. The ERIKS in-house technical team understood the extreme conditions where their products are used and that high performance is critical. ERIKS partnered with their engineers and together they surveyed the situation, taking all the engineering requirements into account and came up with a solution. Utilizing ERIKS application knowledge and technical expertise along with the greatest breadth of products available, a solution was developed to meet the customers' needs. The solution proposed replacing the product and supplier that was causing them issues with an ERIKS product with greater availability while still meeting their engineering requirements. ERIKS also proposed their integrated supply program to alleviate the logistical problems they were experiencing with their current supplier.

### Results

The customer was delighted with ERIKS application and technical know-how and decided to move forward with the ERIKS solution. The new ERIKS metal backed, self-lubricating bushings easily passed the customers quality inspections and rigorous field performance testing. The selection of the ERIKS total integrated supply services also enabled them to cut costs by reducing inventories and giving them a greater certainty of supply and guaranteed shorter delivery cycles. In addition, they were also able to experience a cost reduction for the cost of the ERIKS product vs. their previous supplier. By listening to and working alongside of our customers, ERIKS continues to demonstrate their ability to be more than just another parts supplier, but a valuable partner helping you achieve success in your business.

knowledgeable

responsive

unbiased

innovative

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