

Gore Holds Third Annual Roundtable Meeting with Latin American Distributors

Miami Beach, Florida was the scene of Gore's Third Annual Roundtable Meeting with Latin American Distributors. Held on October 9-12, 2011 at the Doubletree Ocean Point Hotel & Conference Center, the meeting was attended by seven participants representing six distributors from five countries. The event was a great success both professionally and recreationally.

According to Marcos Gomes, Gore Field Sales Associate, the attendees included distributor personnel from the following countries: Argentina, Brazil, Chile, Colombia and Peru. "This was a great opportunity for our Latin

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American distributors to meet as a group, make new acquaintances and renew old ones – as well as to share common experiences," Gomes said.

The four-day event, which was conducted in Spanish, Portuguese and English, provided an opportunity for networking and interaction between the distributors, as well as for Gore to present the latest news and information pertaining to the evolution of its product line covering the entire range of Gore fluid sealing products.

In addition to Gore presentations, several roundtable discussions were held, with content driven by the distributors. One valuable aspect of these discussions was the

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Gore Holds Third Annual Roundtable Meeting with Latin American Distributors, *Continued*

opportunity for distributors to discuss certain specific sealing challenges that their customers have faced.

One interesting case pertained to using **GORE® GFO® Packing** in centrifugal pumps used in mining facilities in Brazil. The key issues faced by this end-user customer included:

- Unacceptable MTBF (mean time between failures) in centrifugal pumps
- Environmental control concerns
- The desire for increased industrial productivity
- Financial savings

In this particular case, utilizing **GORE® GFO® Packing** provided a more durable solution that also reduced maintenance requirements. Among the resulting benefits were:

- No more water requirements – thus improving sustainable manufacturing and reducing costs
- Zero leakage – hence no environmental contamination
- Up to 20% reduction in power usage
- Increased pump production
- No more process line interruptions in order to replace packing
- Increased equipment service life

Other case examples presented during the roundtable discussions proved the effectiveness of

GORE® Series 300 and Series 600 Gasket Tapes.

In one example, a cylinder machine for a paper drying table was being ineffectively sealed using asbestos cord. Switching to **GORE® Series 300 Gasket Tape** improved sealing performance because the material conformed to the flange surface imperfections for a far more effective seal. As a result, all leaking ceased and the tape has continued to perform well over the past four years.

Similarly impressive performance with **GORE® Series 300 Gasket Tape** has been experienced in the case of an evaporation condenser plagued with mechanical deficiencies. After switching to the Gore product, the gasket tape has been performing exceptionally well over a six-year period, giving the equipment extended useful life.

As for the **GORE® Series 600 Gasket Tape** application presented during the roundtable, this product has been successfully applied to flanges in tanks filtering green liquor in a kraft pulping process, in order to stop occasional leaking that had been occurring. The Gore product was applied in a diameter of 3,580 mm (11.75 ft) to successfully solve the problem. The plant has since been using the **GORE® Series**



GORE® Series 300 Gasket Tape installed on an evaporation condenser.

600 Gasket Tape for five years, and the customer couldn't be more pleased with its performance.

For these and other sealing challenges that were discussed, the roundtable participants who had faced similar issues with end-user customers were able to benefit from the experience of their industry colleagues in applying effective Gore sealing solutions.

Other Gore presentations given included an overview of the sales plan for Latin America, a product portfolio and positioning review, a new product development discussion, as well as a presentation of gasketing strategies pertaining to specific market segments and territories in Chile and Peru.

At the conclusion of the event, there was common consensus that the distributor roundtable had been very worthwhile, and that future events of this kind would continue to be offered. 🔄



Sealants Business Turns 40!

This year marks 40 successful years for the Sealant business of W. L. Gore & Associates! It was in 1971 that Gore's first ePTFE-based products were introduced to the marketplace: GORE-TEX® Joint Sealant, GORE-TEX® Pipe Thread Tape and GORE-TEX® Valve Stem Packing. These products launched Gore's sealants business and the Industrial Products Division.

Forty years and more than 100 patents later, our sealants business continues to bring new innovations to market that benefit our customers. These successful innovations, coupled with the

strong support of our distributors and channel partners, have helped us build a reputation that's unmatched in the industry.

Throughout our 40 years in the business, we've kept our singular focus on developing and delivering gaskets and packing fibers used in the transport and sealing of industrial fluids. These products are designed to deliver a longer lasting, tighter fitting seal than other gasketing and packing options, due to the unique properties of ePTFE that enable them to withstand high temperatures and pressure while minimizing creep relaxation.

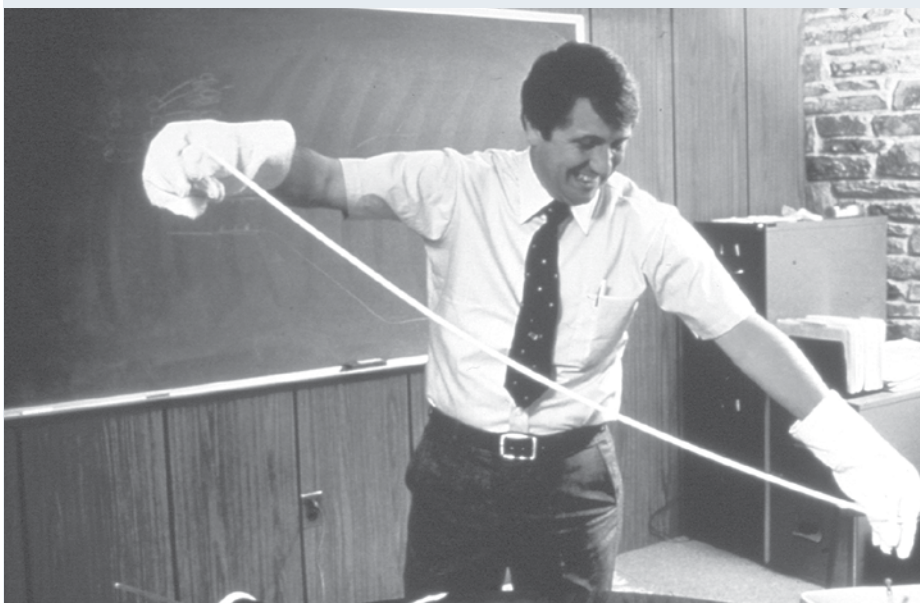
As with other pacesetting industrial innovations, the genesis of our product line came about through experimentation and discovery. The son of company founder Bob Gore discovered ePTFE when trying to make a lower cost pipe thread tape—a type of sealant—by stretching it and incorporating air into its structure, thus reducing the amount of material needed to make the product.

The end result was a distinctive new material that offered numerous advantages over traditional PTFE.

Bob's discovery opened up many product possibilities, including a whole new class of sealant technology. Gore ePTFE-based sealants gave the industry a more reliable alternative to traditional PTFE products – and a safer alternative to asbestos, a once-commonly used seal that is associated with serious health risks.

Customers Cite Gore's Sealants as More Reliable, Less Labor-Intensive

As we all know, Gore's sealants are found in chemical processes around the world, helping to



Bob Gore with the expanded ePTFE material.

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Sealants Business Turns 40, *Continued*

prevent potentially dangerous chemicals from leaking through. They come in a variety of forms and are engineered for various system components including reactors, valves, pumps, turbines, tanks, flanges and more. GORE® Sealant products work very effectively in chemical processing applications because of their broad chemical and temperature resistance.

We've collected hundreds of testimonials from customers who have switched to Gore's sealants from other brands. It's clear they recognize the value gained through Gore's technology: less leakage,

reduced emissions, decreased corrosion, less maintenance ... plus easier installation and handling.

New Product Development Remains a Key Priority

Forty years of success is quite impressive – but hardly a reason for complacency! Our sealants business is continually looking for ways to revolutionize or “evolutionize” the sealing industry.

Throughout our history, we've delivered a number of “first-of-a-kind” products beyond our earliest offerings in 1971. For example, there was the launch of a revolutionary new packing fiber in 1981 that met

the industry's need for an asbestos alternative. There was also the introduction of the industry's first ePTFE sheet gasket in 1991.

More recently, we launched the first universal pipe gasket in 2005 which, unlike other pipe gaskets, is compatible across all flange types—including plastic, steel and glass-lined steel.

Moving forward, we're committed to leveraging new developments in our core technology to further solve industry challenges. We're very excited about these opportunities – be sure to stay tuned to hear more ...! 🔄

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The ABCs of Gasket Installation

The use of “best practices” during a gasket installation will ensure that the gasket is properly installed and provides the longest possible service life. Failure to follow best practices can limit gasket service life and the performance of any gasket material.

It's always a good idea to remind ourselves of these best practice procedures. In this article we take a look at the ABCs of gasket installation, and define why and how these steps can benefit any gasket installation.

Flange Disassembly, Cleaning and Evaluation

Begin by performing a visual inspection of the bolted flange connection prior to the disassembly process. This step can shed light on any underlying condition issues which can contribute to short gasket service life, such as pipe strain and flange misalignment.

A good cleaning and visual inspection of the flange sealing surface should be carried out after disassembly to make sure there are no damaged sealing surfaces. If any damage is discovered, it should be evaluated – and repaired if the damage is found to be excessive.

Fasteners Nuts, Bolts and Studs

Is it OK to reuse nuts bolts and studs? The answer to that question is “yes, in some cases.”

Nuts, bolts and studs can be reused *provided they have not been over tightened, damaged or corroded*. In most cases, you may not know the history of the fastener. So replacement can be the safest option.

Studies have shown that the amount of bolt force created at the same applied torque value can decrease

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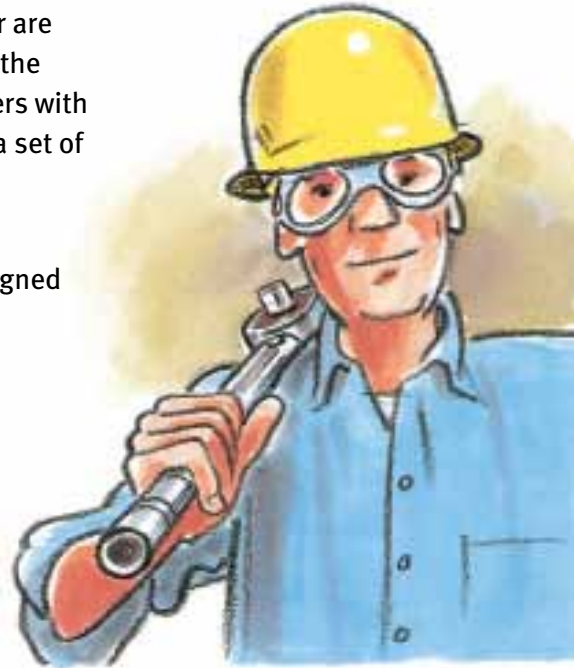


with each reuse. So if the fasteners have been reused many times or are in questionable shape, consider replacement with new fasteners. If the application is considered critical or problematic, replace the fasteners with new ones. The cost of a leak or release will far outweigh the cost of a set of new fasteners!

Gasket Installation

When installing the gasket in the flange, make sure the gasket is aligned when placed between the flanges or applied to one flange.

- **Full face gaskets** will use the bolt holes through the gasket to align the gasket within the flanges.
- **Ring-style gaskets** will use several bolts or studs installed in the flange to aid in gasket alignment.
- **Form-in-place gaskets** should be installed on one flange, with the gasket centered on the flange sealing surface.



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Fastener Lubrication

If possible, use lubrication or anti-seize on the fastener threads and nut load-bearing surfaces. Some applications may require that no lubrication be used, due to contamination issues. In those cases, the amount of torque required to properly seat the gasket is dramatically higher to overcome the friction created due to the lack of lubrication present on the fasteners.

PTFE-coated fasteners can be a good choice for some applications. The PTFE coating acts as a very efficient lubricant while avoiding the mess and possible contamination caused by a lubricant or anti-seize.

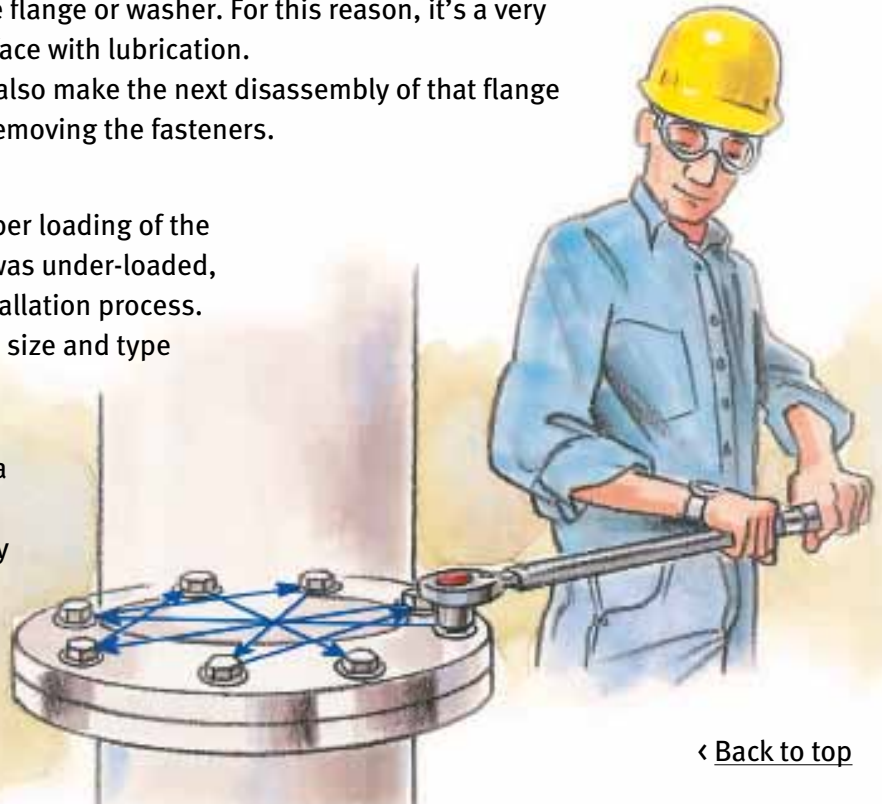
The use of lubrication reduces the amount of friction that occurs on the threads of the fasteners as well as the nut load bearing surfaces. Up to 50% of the friction that occurs during the tightening process occurs on the nut load-bearing surface where the nut contacts the flange or washer. For this reason, it's a very good idea to also coat the nut load-bearing surface with lubrication.

The use of a good lubricant or anti-seize will also make the next disassembly of that flange go much easier with regards to loosening and removing the fasteners.

Fastener Tightening Procedures

A contributing factor to flange leakage is improper loading of the gasket. When that occurs, it means the gasket was under-loaded, over-loaded, or unevenly loaded during the installation process. Using a torque value that takes into account the size and type of the flange, gasket, size and grade of bolt – as well as the operating pressure and temperature – is an essential part of achieving a tight-sealing bolted flange connection.

The use of a calibrated torque device is highly recommended in order to achieve the proper gasket stress. The flange tightening procedure will usually consist of three to five incremental rounds of tightening using the star bolt tightening pattern. (The star tightening pattern



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helps promote an even compression of the gasket.) One additional circular pass is then applied.

In most cases, a retightening of the fasteners is also recommended. Typically, this can take place 12 to 24 hours after the startup of the equipment or after the first thermal cycle of the equipment. This procedure should be performed at ambient temperature conditions, with the equipment offline and depressurized.

Following these “best practices” while installing a gasket will ensure that the longest gasket service life is achieved for your customer’s application. We can also provide specific product and installation recommendations for any application where our products are used. Feel free to contact our Technical Service at **800-654-4229** Monday - Friday between 8 a.m. and 5 p.m. Eastern Time for information and answers. We’re here to help! ☺

New Fluid Sealing Training Dates

We’re pleased to announce upcoming training events for distributor personnel, which will be held at the Gore Sealant Technologies facility in Elkton, MD.

April 30 – May 2, 2012 • September 24-26, 2012

As part of the training seminar, attendees will be introduced to a full range of valuable educational and information subjects, including:

- Explanation of the flange sealing system and flange system dynamics
- Sealing “best practices,” including bolt torque demonstration
- Overview of the GORE® Sealant Technologies portfolio of products and their applications
- Understanding industries and markets
- Product positioning and market coverage: Which product works best where?
- Techniques for effective selling

To learn more about the training sessions or to register, contact Tom Coons at **410-506-7578** or tcoons@wlgore.com. ☺

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From the Inside Sales Desk

Please note that our offices will be closed on these upcoming holidays:

- Friday, December 23 – **Christmas**
- Friday, December 30 – **New Year’s**

QUESTIONS?

Feel free to contact Inside Sales at **800-455-2791** between 8 a.m. and 5 p.m., Eastern Time.



W. L. Gore & Associates, Inc.
Sealant Technologies
P.O. Box 1488, Elkton, MD 21922 USA

www.gore.com/sealants

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