



Tap into an opportunity with huge potential: The SKF Certified Pump Rebuilder program

Distributor advantages

- Generate new sales and profits
- Upgrade margins
- Build customer loyalty
- Further penetrate key accounts
- Open new accounts
- Gain a competitive edge

Repair shop advantages

- Improved consistency
- Training expertise
- Advanced tools & equipment
- Reduce warranty claims
- SKF technical & marketing support
- Increased customer loyalty

End-user advantages

- More reliable repairs
- Consistent standards
- Reduced downtime
- Increased productivity
- Lower maintenance costs
- Quality SKF components

In the pump repair market, competition is tough, forcing shop owners to continually look for ways to enhance their competitive edge and improve profitability. In-house repair shops are also challenged – in their case, to reduce the costs of frequent pump repairs.

Distributors who can support them in their efforts can share the rewards of a market with broad opportunities.

Enhance sales and profit potential as a partner in service excellence

SKF has developed the SKF Certified Pump Rebuilder program as a collaborative effort among SKF authorized distributors, eligible repair shops and SKF. The goal of the program is to enhance the expertise of selected pump repair shops through employee training, equipment and technology upgrades, and new standards for repair consistency and quality. Ultimately, SKF certification can help provide end users with more reliably rebuilt pumps that will enhance productivity and contribute to a stronger bottom line.

By participating in the program, SKF authorized distributors can tap into an excellent profit and business-building opportunity. Because certified repair shops will be required to use only SKF bearings, distributors benefit by supplying higher-grade, better margin SKF products, including upgrades such as hybrid ceramic bearings, as well as mounting/dismounting tools, maintenance products, and condition monitoring devices. The program also offers the opportunity to consolidate stock, enabling more streamlined purchasing and inventory management.



Strengthening relationships and success

The success of the SKF Certified Pump Rebuilder program depends on the joint efforts of SKF, its distributors and repair shops that enter the program. SKF will work with you to determine the viability of pump repair shops in your customer base for their potential to meet the criteria for the SKF certification program. We will also review shops referred to you by your industrial customers. Our interest is in creating a win-win program that benefits program participants and end users.



For more information, or to discuss details of this program, contact your SKF representative or visit us at www.skf.com





The SKF Certified Pump Rebuilder program

The smart way to service pumps.

The sure way to enhance profit potential.

SKF Certified: The new standard of service excellence

The SKF Certified Pump Rebuilder program raises the bar on pump repair. Because industry statistics show that over 80% of pump failures are mechanical seal or bearing related, the program focuses on eliminating the root causes of these types of failure. Repair shop personnel are trained in techniques that will enable them to identify root cause failures so that each rebuilt pump will provide optimum performance and increased service life.

Training includes:

- How to avoid bearing problems when servicing pumps
- Failure analysis techniques
- How to measure the mating surfaces of critical components, such as bearings and mechanical seals
- Hands-on instruction in bearing mounting and dismounting
- Care and use of state-of-the-art tools

To receive certification, employees must complete the training and pass the exam.



SKF Certified Pump Rebuilders are required to:

- Adhere to SKF's exacting service specifications and standards
- Use only SKF bearings
- Have adequate tooling and measurement equipment
- Maintain a clean workplace
- Follow proper storage and handling practices for bearings, components and serviced pumps

Certification of shops and their personnel will be reviewed by SKF and, depending on the results, renewals will be granted on a two-year basis.

An effective tool for building customer loyalty

Consistent, high-quality pump repair can provide a broad range of benefits to end-users, including reduced downtime, enhanced productivity, lower cost of ownership, longer mean time between failures, and reduced maintenance. As end-user profitability increases, so too will customer loyalty – a factor that will build business for repair shops, and the distributors who support their commitment to excellence.

Trust the SKF Certification advantage

Enhance your business opportunities by supporting your SKF certified repair shop customers – and take advantage of increased sales and greater profit potential.

© SKF is a registered trademark of the SKF Group.

© SKF Group 2009

The contents of this publication are the copyright of the publisher and may not be reproduced (even extracts) unless prior written permission is granted. Every care has been taken to ensure the accuracy of the information contained in this publication but no liability can be accepted for any loss or damage whether direct, indirect or consequential arising out of the use of the information contained herein.

PUB 52/57 07064 EN · September 2009

Printed in Sweden on environmentally friendly paper.

Certain image(s) used under license from Shutterstock.com

