

## Chapter A4

### How to use this seal handbook



#### Revision 1 January 6, 2015

Individual chapters of the Kalsi Seals Handbook are periodically updated. To determine if a newer revision of this chapter exists, please visit [www.kalsi.com/seal-handbook.htm](http://www.kalsi.com/seal-handbook.htm).

**NOTICE:** The information in this chapter is provided under the terms and conditions of the Offer of Sale, Disclaimer, and other notices provided in the front matter of this handbook.

## 1. How to use the Kalsi Seals Handbook

This handbook contains information directed at a variety of applications. It can be difficult for the uninitiated to know which information applies to their application, without spending a great deal of time studying the handbook.

The most efficient way to use the handbook is to forward a completed application questionnaire to us for review. The questionnaire allows us to provide detailed feedback, and refer you to the specific portions of the handbook that are relevant to your application. For a copy of the questionnaire, see Appendix 4.

We are typically willing to review engineering drawings to help to ensure that the information in the handbook is being interpreted correctly. Such reviews are performed to help you achieve the quickest path to success.

## 2. Why the scope of the handbook has expanded over the years

### ***The handbook is written to support a variety of applications***

When this handbook was introduced in the early 1990s, it focused on mud motor sealed bearing assemblies used in oil well drilling. This modest scope was a reflection of the times. Our only commercial offering was a mud motor seal that was seldom used in other applications. Over the years, we developed more advanced hydrodynamic seals that offer improved performance in many different applications. As a result, the scope of the handbook has increased to provide implementation guidance for a variety of equipment.

## 3. The handbook helps our customers protect confidential information

### ***Confidential information***

In the competitive environment we live in, it would be difficult to retain customers if we did not respect their confidentiality. For this reason, our policy is to maintain the confidentiality of information received from customers and potential customers.

Over the years we have been approached by potential customers to sign a wide variety of secrecy agreements, as a prerequisite to providing free sealing advice. Some of the proposed agreements are concise and mutually beneficial to both parties, and therefore easy to review and possible to accept. Others contain conspicuously unfair terms that we cannot accept, and have little available time to negotiate.

We recognize that unacceptable terms are not the fault of the engineers who approach us for sealing advice. We also know that it will do those engineers little good to ask the authors of the terms for sealing advice. The handbook was written with these

engineers in mind. With the handbook as a guide, astute engineers can, and do, successfully implement Kalsi Seals while maintaining complete secrecy.

### ***Training***

Even without knowing the specifics of a project, we can be of considerable assistance by providing training on general Kalsi Seal implementation practices. We have two training courses. One course was developed for designers and engineers, and provides information on properly implementing Kalsi Seals. The other course was developed to provide guidance to the mechanics who install the Kalsi Seals. The courses can be attended at Kalsi Engineering's facilities, the customer's facilities, or online.



**Figure 1**

### **Engineering and shop training classes**

We provide training on how to use Kalsi-Brand rotary seals. One class is geared toward engineers and designers, and the other is geared toward shop personnel.

This page intentionally left blank.