



Gain a real competitive edge: Become SKF certified

Certification advantages

- Improve profitability
- Increase customer loyalty
- Improve consistency
- Reduce warranty claims
- SKF technical and marketing support

Customer advantages

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

There is no question that the pump service industry is extremely competitive. And, when repairs are not properly made, or do not solve a customer's reliability problems, warranty claims and costly come backs can eat into your profitability and erode customer loyalty. SKF offers a solution – one that can enhance your operations, the skills of your employees, and the profitability of your business.

Take the lead in your market with the new standard of excellence

The SKF Certified Pump Rebuilder program takes pump repair to a new level of quality and consistency. For shops with the commitment to meet SKF standards, it can result in expanded opportunities for enhanced profitability and customer loyalty.

The SKF Certified Pump Rebuilder program is a collaborative effort among participating pump repair shops, SKF authorized distributors and SKF. The program focuses on the training and certification of your shop personnel in specialized skills and techniques for the critical aspects of pump servicing, including bearing installation, lubrication and condition monitoring. Special emphasis is placed on root cause failure analysis, because although bearing and seal problems are the leading symptoms of pump failures, most technicians are not trained to identify the underlying causes. SKF provides that training and more.



Give your shop every advantage

SKF certification offers your business a win-win opportunity. Your employees will be trained in the most advanced analysis and repair techniques. You'll gain access to SKF's leading technology, equipment and expertise. SKF marketing support will drive customers to your business. More importantly, you'll benefit from reduced warranty claims, enhanced potential to expand your customer base – and an increase in profitability.



SKF certified rebuilds for Pumps:

The smart way to service pumps.

The sure way to enhance customer loyalty.

SKF certification: Supporting your commitment to excellence

What does it take to become SKF Certified? A commitment to excellence and the willingness to adhere to SKF's high standards for bearing analysis and pump repair.

Your employees will receive extensive training in:

- 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 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
- Obtain certification for each of your locations

Certification will be formally reviewed by SKF every two years.



SKF Engineering support

As an SKF Certified Pump Rebuilder, you'll have access to SKF's worldwide engineering expertise and technology. Field support will be available to assist in bearing analysis and on-site inspections. And, a dedicated hotline will be available to provide you with the answers you need, when you need them.

Enhance your marketing program with SKF

SKF will also support your marketing efforts to inform customers of your certified status, and to communicate the advantages of your superior expertise. Our marketing support includes: identity materials including pump stickers, logos and brochures; advertising in selected trade publications; participation in industry trade shows; joint customer calls and customized programs that enhance your local marketing efforts; and a website where customers can locate SKF certified rebuilders.

Trust the SKF Certification advantage

Gain the competitive edge in your market with SKF certification – an advantage that keeps pumps, customer relationships, and profitability running at optimum performance.

© 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 07065 EN · September 2009

Printed in Sweden on environmentally friendly paper.

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

