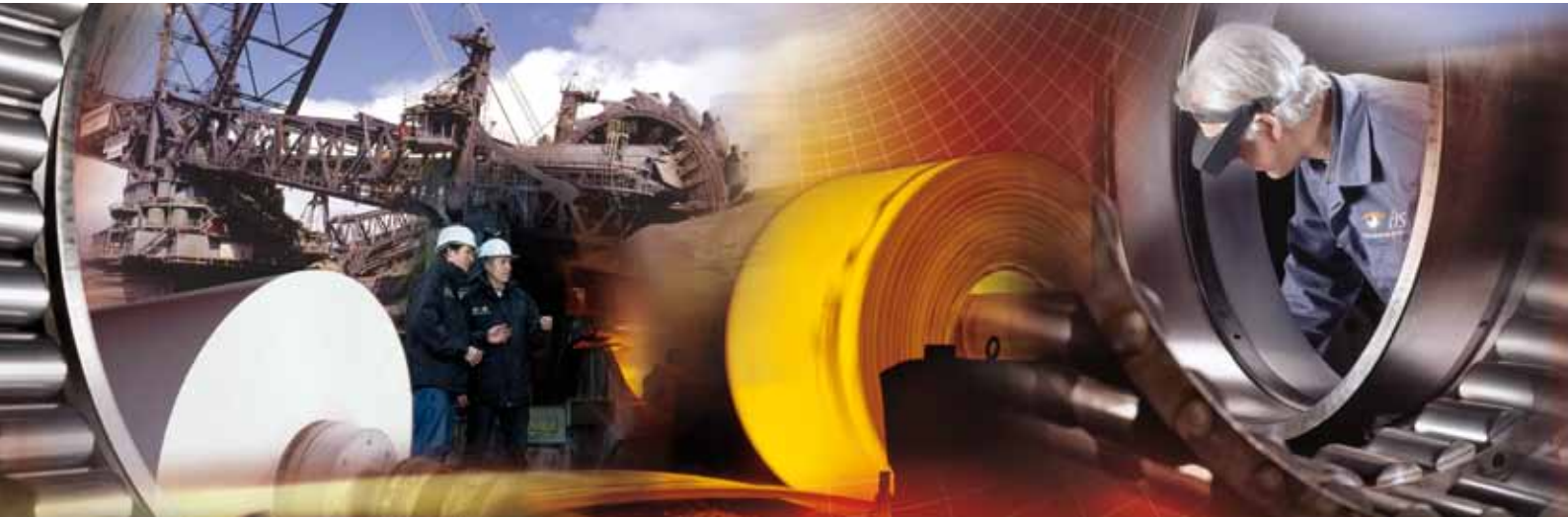


# Smart Performance Program



## Reliable Monitoring of Blowers in After Sales Service

**Industry: Special Purpose Machinery Manufacture**

**Customer: Aerzener Maschinenfabrik GmbH, Aerzen (Germany)**

The Aerzener Maschinenfabrik (AMF) is a globally acting family-owned company. Based on 145 years of experience the company offers client-orientated solutions and services in the field of twin shaft rotary piston machines. Currently about 1,000 people are employed at the headquarter in Aerzen. Further 700 ones work in subsidiaries. The headquarter achieves a yearly turnover of approximately 190 million Euros. The total turnover of the Aerzen Group amounts to 270 million Euros. The company's export share reaches about 75 percent.

### Challenge for Schaeffler

To ensure a superior customer service AMF started offering its customers more and more maintenance contracts. Considering only Germany the company occupies 50 employees in after sales service. These often experience machine downtime due to bearing damages. To prevent their customers in future more reliably from such downtimes the whole after sales service was intended to be equipped with a condition monitoring device for early damage detection. The aim was to enlarge maintenance intervals on basis of precise information about the bearings' condition and to do bearing replacements only in case of failures.



**Technical Information about the Positive Displacement Blowers**

Type design: Roots  
Applications:

- In chemical industry, petrochemistry, steel production, water and waste water preparation, pneumatic transport of bulk goods, vacuum technique and other fields.

Characteristics:

- Oil-free delivery of air and gases

Intake volume:

- Approx. 30 m<sup>3</sup>/h up to approx. 100,000 m<sup>3</sup>/h

Delivery direction:

- Horizontal and vertical

## Schaeffler Solution

FAG Industrial Services (FIS) presented the FAG Detector III to the customer. This offline condition monitoring device convinced him by both – its varied application spectrum and its very easy handling. Especially for after sales employees it is important to have a handy and robust device for the data acquisition on site. However, for the precise analysis a high-performing software is required. To prepare the employees of AMF best possible for the use of the software FIS conducted a customized product and software training.

## Customer Benefit

In times in which production losses at end customers cause huge costs, an efficient after sales service becomes more and more important. AMF meets this challenge with the FAG Detector III. By performing regular condition monitoring measurements at the positive displacement blowers of end customers, AMF increases their machine reliability. Failure costs are reduced. AMF benefits from more satisfied customers and at the same time reduced maintenance and repair efforts.

## What's special

The critical specific values for vibration measurement which were developed in that pilot project permit that after sales employees on site do not require any vibration diagnosis knowledge. The FAG Detector III shows the condition of the monitored aggregates in the display of the device with symbols which are easy to understand. Due to its simple handling the FAG Detector III is the ideal device for machine manufacturers which are looking for a high-performing measuring instrument to equip their after sales service.

### Technical Information about the Solution

Condition monitoring device:  
FAG Detector III

Monitoring of:

- Trend data
- Frequency selective specific value



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