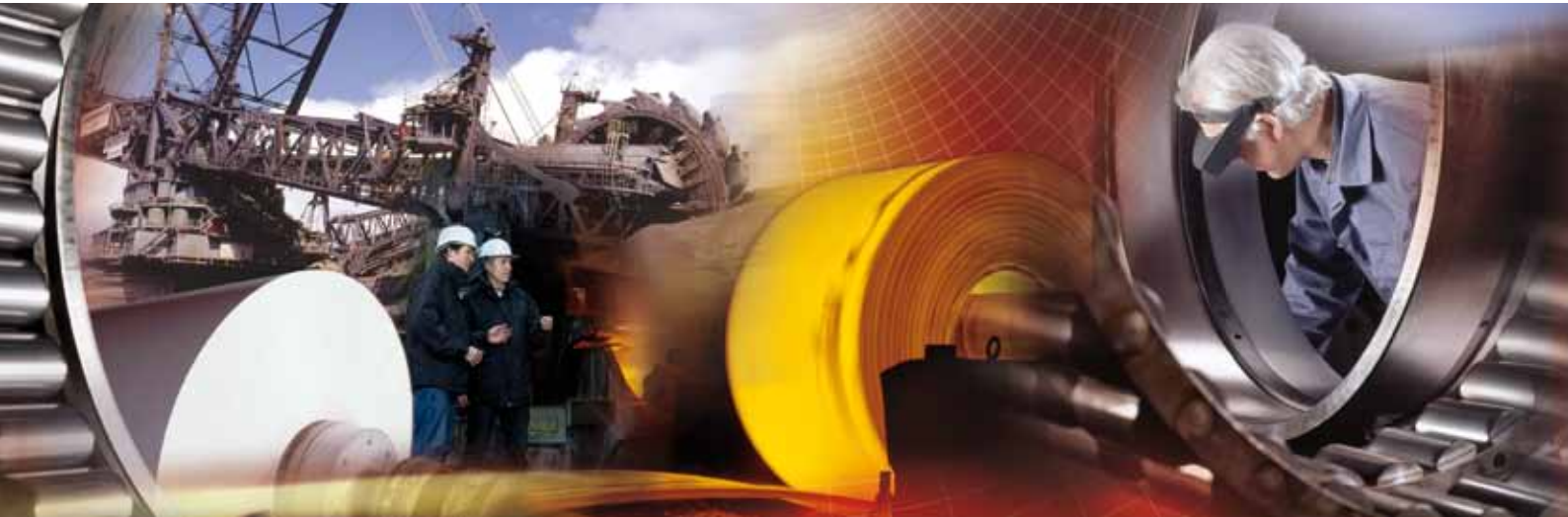


# Smart Performance Program



## FAG Detector III Completes Marine After Sales Service

**Industry: Shipbuilding**

**Customer: EP Skibsreparation Assens A/S, Assens (Denmark)**

EP Skibsreparation Assens provides services for the marine industry and is engaged in the shipbuilding of new naval and civil ships up to 220 meter. The company is located in the seaport Assens on the Danish island Funen and employs 84 people.

### Challenge for Schaeffler

EP Skibsreparation Assens wanted to enlarge its service portfolio by condition monitoring. Thus, they were looking for an appropriate partner who offered both – a suitable measurement device as well as on-site support. For the ship repair company it was very important that the measurement device was easy to operate and delivered a quick overview about the machine’s condition.



### Range of Services

- Vibration measurement on a regular basis
- Troubleshooting
- Balancing

## Schaeffler Solution

Schaeffler presented the FAG Detector III and the Balancing Kit to the customer. This handy condition monitoring device is excellently suited for the equipment of service staff as it is easy to use. The powerful analysis software allows in-depth analyses of the measuring results on the PC. The FAG Detector III was bought on the understanding that an application engineer of Schaeffler Denmark supported EP Skibsreparation Assens service staff in coming vibration measurements on pumps. A short time later, both together conducted measurements on 64 measuring points onboard a vessel. Afterwards, Schaeffler provided EP Skibsreparation Assens with a measurement report containing detailed information about the pump's condition.

In order to prepare the service staff to conduct measurements and prepare analyses reports independently in future, five service employees received a FAG Detector III Basic and Balancing Training. Besides, Schaeffler Denmark acts further on as expert team for EP Skibsreparation Assens that can be called for help in case of need.

## Customer Benefit

By offering condition monitoring and balancing services EP Skibsreparation Assens completes its service portfolio. Thus, the company can not only increase the satisfaction and loyalty of existing customers but also has the opportunity to address new customers. Meanwhile, EP Skibsreparation Assens has already contacted several prospective clients.

## What's special

Condition monitoring helps EP Skibsreparation Assens to strengthen its market position. So far, five employees were trained in using the FAG Detector III. Currently the customer is thinking about hiring one new employee who will only be designated for condition monitoring.

### Technical Information about the Solution:

#### FAG Detector III and Balancing Kit functions:

- Monitoring functions:
  - ISO 10816
  - Frequency-selective monitoring of the rolling bearings' condition
- Measuring routes
- Collection of reliable trend data
- In-depth diagnosis based on time signals and frequency spectra
- Free PC software
- Balancing function



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