

**Industry:** HVAC

**Part:** Flue Duct Gasket

**Issue:** Part was costly and assembly was labor intensive

**Solution:** Designed new gasket with a snap fit design that dramatically reduced labor needs and decreased cost

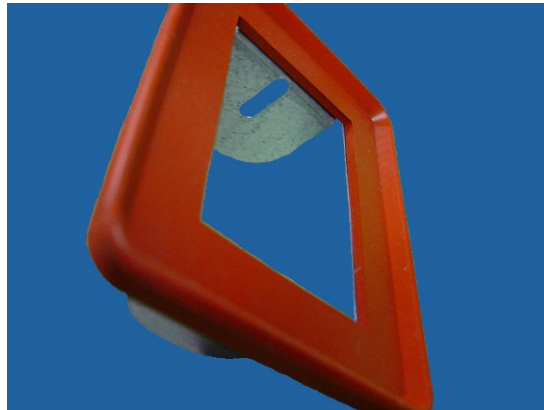
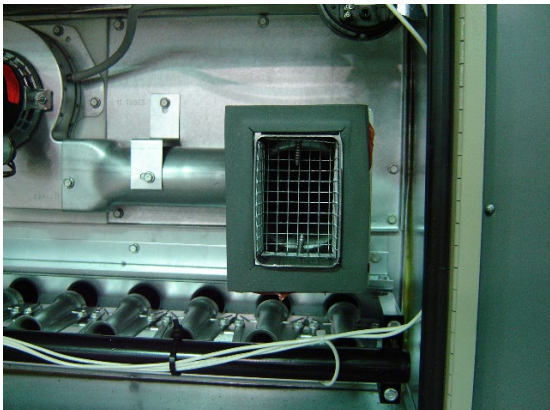


**Determine... Understanding your needs is our starting point.**

A large HVAC PEM was sourcing a die cut silicone sponge gasket. The part supplied was silicone RTV adhered to a metal bracket. The Flue duct gasket assembly was labor intensive, costly to install and caused a variety of other problems.

**Design... Defining a complete solution is at the core of our approach.**

Sur-Seal's Engineering Service Group evaluated the application to understand its purpose. Through a collaborative effort we proposed a 25 Durometer silicone gasket. The gasket had a unique snap fit design that eliminated the need for adhesive.



**Develop... Harnessing resources efficiently is required in our process.**

Sur-Seal's unique design required harnessing a variety of resources to meet the needs of prototyping, proper fit and sealing requirements. A variety of elastomers were tested and considered.

**Deliver... Realizing success means on time, in full, as promised.**

Samples were in the customer's hand in three weeks. We solved the customer's problem and delivered a "Complete Solution". We supplied one part that eliminated adhesive and met all price goals, actually reducing "Overall Cost". This new part fit seamlessly into the current vendor managed inventory program.

