

CASE STUDY

Flow Products

JUNE 2020

PRODUCT CATEGORY:

Custom Products: Hydraulic Power Units (HPU)

INDUSTRY:

Packaging

APPLICATION:

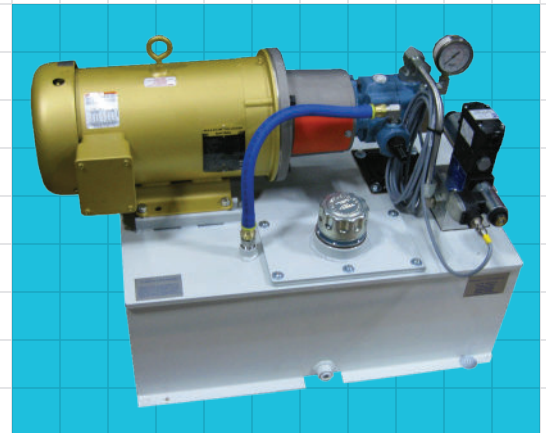
HPU provides power for raising and lowering spreader and coater rolls on adhesive application machine.

PROBLEM STATEMENT (PAIN):

Customer was building their own HPU's as part of their vertical integration strategy to control their supply chain and provide better machine delivery to end users. The strategy proved challenging based on the relatively few HPU's built, limited hydraulic product and testing knowledge from in-house staff. Additionally, there were frequent labor reallocations performed throughout the day in order to balance HPU builds and other production requirements. The results were delays in production scheduling and dissatisfied customers. After careful review, management decided to outsource the HPU builds.

FLOW PRODUCTS SOLUTION:

- Flow Products team met with the customer to discuss our product knowledge in hydraulics, the IFPS industry certification held by our engineers and our local technical support.
- Sales and engineering team reviewed application requirements, product specifications, potential feature additions and presented options including our ability to build units that meet dimensional constraints and operational requirements.
- Flow Products was selected to provide HPU's to the customer based on our experience, product knowledge and high level technical support.



Flow Products Engineered Solution

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RESULTS:

1. Flow Products met the application requirements, provided a quality, cost-effective HPU built to the customer's dimensional constraints and performance specifications.
2. By working with Flow Products, the customer eliminated in-house assembly and test labor of HPU's. This provided additional labor for production, improving product deliveries and leading to greater customer satisfaction.

CUSTOMER SERVICE & TECHNICAL SUPPORT

Our dedication to market leading service levels is always evolving. We work to meet all your requirements and strive to provide additional services that enhance the purchasing experience. We offer the following:

- Same day quote turnaround on standard products
- Customer dedicated inventory
- Vendor managed inventory
- Electronic Data Interchange (EDI)
- Custom labeling and packaging
- IFPS Certified fluid power specialists
- Complete fluid system design, assembly, and test capabilities
- System start-up and commissioning
- System troubleshooting and diagnostics
- Component and systems repair service
- Customized technical training programs

OUR HISTORY

For over sixty years, Flow Products has been a leading distributor and integrator of pneumatic, hydraulic and electro-mechanical products in the Chicago and mid-west region. Our product offerings range from fittings, valves, motors, pumps, actuators, sensors to a full array of custom manifolds and engineered systems - all designed to improve our customer's productivity.

Please visit us at FlowProd.com to review all the market leading services we provide, standard products available and custom designs.

**CALL TODAY TO SPEAK WITH
ONE OF OUR SALES PROFESSIONALS!**

773-528-2000
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