

CASE STUDY

Flow Products

MAY 2020

PRODUCT CATEGORY:

Custom Valve Manifold Products

INDUSTRY:

Waste Management

APPLICATION:

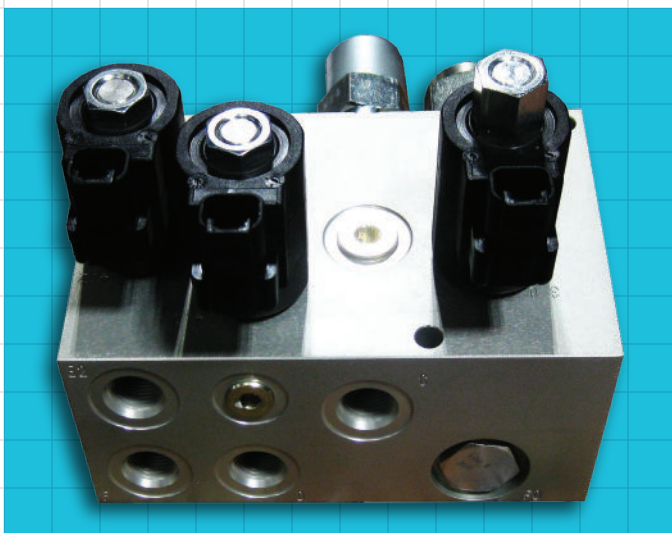
To control the lift speed and tilt angle of the container lifting system used on garbage trucks.

PROBLEM STATEMENT (PAIN):

Customer was experiencing inconsistent actuator speeds and extended total cycle times with their existing container lifting system. The inconsistency was creating safety concerns. In addition, they also had long product lead times from their current supplier causing delivery issues to their customers.

FLOW PRODUCTS SOLUTION:

The project required the development of a custom integrated circuit (IC) valve assembly that would duplicate the functionality of the existing system but meet the required actuator movement speeds and overall cycle times. The customer had very specific move speeds they needed to achieve in order to maintain safety standards for their equipment.



Flow Products Engineered Solution

Flow Products' engineering team designed a custom aluminum integrated manifold assembly including:

- Flow divider/combiner cartridge
- 2 way normally closed poppet cartridges
- 2 way normally open poppet cartridges
- Pressure compensated fixed flow controls

The IC manifold assembly was retrofitted into the existing equipment with no equipment alterations – saving time and allowing for installation into legacy systems.

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RESULTS:

1. By designing a custom valve assembly that met the customer's product specifications, Flow Products was able to achieve the required cycle times and safety requirements.
2. Customer service levels and lead time concerns were addressed by providing a vendor managed stocking program to properly support their demand requirements. The new program reduced lead times by a factor of 4X resulting in improved end user 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.

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ONE OF OUR SALES PROFESSIONALS!**

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