

CASE STUDY

Flow Products

OCTOBER 2022

PRODUCT CATEGORY:

Hydraulic Pumps

INDUSTRY:

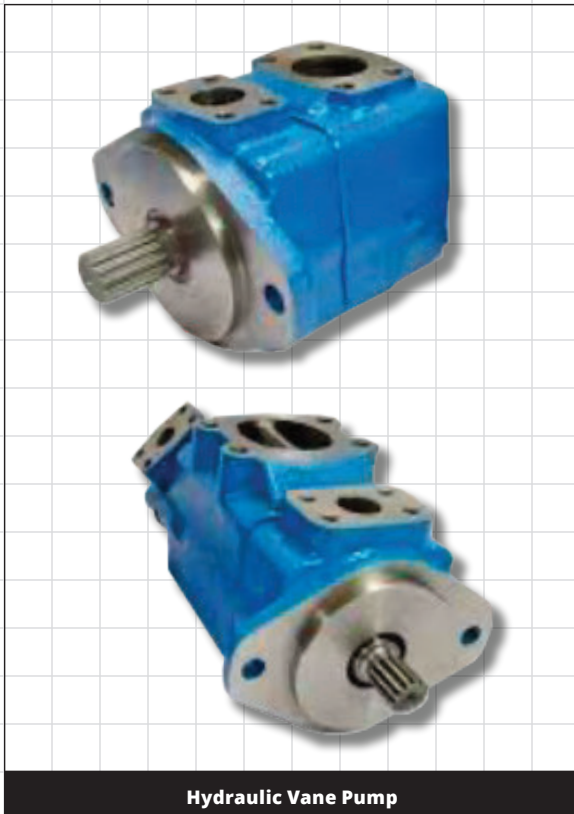
Packaging

APPLICATION:

Hydraulic system for Baling and shredding machines.

PROBLEM STATEMENT (PAIN):

Leading baling equipment manufacturer was experiencing delivery issues with their vane pump supplier. The long lead times were delaying the assembly of the equipment which led to production downtime and missed delivery dates.



Hydraulic Vane Pump

FLOW PRODUCTS SOLUTION:

The Flow Products sales and engineering teams met with the customer's engineering team, reviewed the product specifications and system requirements:

- Flow Products engineering sourced an equivalent pump from one of our multiple pump suppliers.
- New pump was a standard offering with drop-in replacement features which did not require any redesign of the equipment.
- Standard pump selection allowed for competitive price and improved lead times.
- A prototype was provided for field testing and validation. Performance was confirmed within 6 months.

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RESULTS:

1. The performance requirements of the baling equipment were met by the new vane pump.
2. A stocking program and release schedule was established to assure on-time delivery.
3. Improvement in plant assembly, test operations and equipment delivery to end users was realized.

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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