

Standard piston rod improves lead times and lowers costs for material handling company

RESULTS

- Improved lead times and reliability in the demanding material handling application
- Replacing incumbent cylinder with standard cylinders unlocked cost savings of 6 to 10 percent



APPLICATION

Battery handling equipment

CUSTOMER

A global manufacturer of forklift battery handling equipment

CHALLENGE

A company that manufactures battery handling equipment encountered challenges with its incumbent supplier of hydraulic cylinders. The company wanted to partner with a new supplier that could provide a reliable, cost-effective drop-in replacement while improving lead times.

SOLUTION

Emerson experts stepped in with an AVENTICS™ HHT cylinder that not only met the company's technical requirements for size, stroke and mounting option, but also accelerated the timeline for machine builds.

These cylinders include National Fluid Power Association (NFPA) industry-standard footprints, serving as a drop-in replacement for the incumbent cylinders. They also integrate superior seal technology and wear resistance compared to competitors, improving reliability in demanding material handling applications.

The material handling company was satisfied with the quick turnaround and high-quality, yet cost-effective standard product offering. Since switching to the AVENTICS cylinders, the customer has even enjoyed cost savings up to 10 percent.