

▶ INCREMENTAL REVENUE STREAM: HYDRAULICS

CINDY COOKSON, VICE PRESIDENT OF HYDRAULICS GLOBAL PRODUCT LINE MANAGEMENT, GATES CORP.

Hydraulics is a high-value, high-opportunity segment with significant usage from traditional industrial supply customers. Hoses and couplings are major replacement items in hydraulics systems and must always be replaced together, often as an assembly combining multiple SKUs in specific sizes/lengths to create a made-to-fit configuration for an individual application. This assembly is made using a crimper to permanently install the coupling to the hose.

Given that hydraulic systems run at high pressures, it is critical that the hoses and couplings are assembled properly, which offers an opportunity to add value for your customers and generate incremental revenue for your business – as long as you have the right skills in-house. Historically, training assembly technicians is done in-person with manufacturer representatives, but what happens when you have turnover in your staff? An untrained tech could compromise the safety of a customer's system or create unnecessary risks in your own shop.

Gates introduced the GC20 Crimper with Gates Cortex

Intelligence to demystify high-pressure hydraulics with onboard training and automated crimp specs to enable hydraulic assembly sales at industrial supply houses. The system crimps up to 1.25-inch Gates hoses and couplings with an intuitive digital interface that takes the guesswork out of crimping. The cloud-connected Cortex platform keeps crimper and specs updated and will evolve over time to keep up with hydraulic trends and new products. Individual operator and admin logins ensure only qualified operators have access to the crimper; videos simplify training new employees on safe crimp operations, and favorites can be stored to speed up your operation.

Gates customers have repeatedly demonstrated that when their employees are comfortable with crimpers, they sell more hydraulic assemblies – and the patent-pending GC20 Cortex crimper is the perfect solution (at a great price!) for small-to-mid sized hydraulic hose assemblers.



COOKSON

▶ ADDED VALUE FROM THE AFTERMARKET SUPPLIER

REID JAJKO, VICE PRESIDENT, NSK AMERICAS

Most manufacturers are aware of the critical role capital equipment plays in their success. They invest time in the purchase-decision process and are judicious in the selection of their suppliers. However, there is a temptation to place less importance on the support and maintenance components for this equipment. Aftermarket items like bearings, lubricants, lines and couplings are often warehoused as expendable commodities, selected principally on price, and open to the lowest bidder.

But in the modern lean manufacturing environment, each operation is dependent on the smooth, reliable functioning of every other operation.

On a continuous casting machine in a steel mill, the unexpected failure

of an upstream bearing necessitates a shutdown of the entire line. As we know, in the industrial environment time is – literally – money. A systemic shutdown, failure analysis, repair and restart take time (money). A lot of time (money).

MORE THAN SUPPLIER PARTS: SUPPLIER PARTICIPATION

To minimize these incidents, smart manufacturers look for suppliers whose knowledge and experience can forestall a production stoppage. Whose intimate knowledge of both their product and your production environment can help anticipate, organize and execute efficient, pre-scheduled maintenance and repairs. Suddenly, the value of an aftermarket supplier who brings more than just product to the table becomes clear.

MORE THAN JUST A SUPPLIER: THE REAL-WORLD BENEFITS

When you introduce a committed aftermarket supplier to your operational equation, the benefits are manifold. It fosters transparent and goal-focused communication. It promotes collaboration, alignment for improvement and a culture of winning. It drives the integration of processes, engendering ownership and responsibility on the supplier. Ultimately, it closes the gap between the theoretical, calculated component life and real life.

To learn more about the real impact a superior supplier can have on your bottom line, visit NSKAmericas.com/AIP



JAJKO

BE PROACTIVE WITH PREVENTATIVE MAINTENANCE

JON CRAWFORD, PRODUCT MANAGER, HYDRAULICS, DAYCO

If one of your customers has ever had equipment fail during production, you know all too well that it has extensive consequences. It can result in thousands of dollars lost for every hour that machine is down, and also impact total product output and hinder customer relationships, especially if you are unable to deliver goods or products on time. Some reports suggest that equipment failure alone costs the industry almost \$20 billion annually.

These are key reasons why professionals in industrial supply and distribution should take a closer look at their preventative maintenance program. Since all machines need maintenance at some point, setting up maintenance checks for each piece of technology or equipment that's integral to your customers' manufacturing process is critical to the bottom line. A good preventative maintenance program should include:

1. A safe working environment – It's crucial to follow all OSHA regulations with regards to PPE and protection around machinery.

2. Regular inspections – This includes a scheduled shutdown at least two to three times a year for critical pieces of equipment. Inspectors should be on the lookout for loose components or bolts, damage to guards or motor mounts, vibration or excessive temperatures.

3. Component replacement – As a belt drive manufacturer for industrial machinery, we provide customers with product-specific belt drive training that includes proper storage and handling requirements and performance evaluations to help ensure an accurate and thorough belt drive installation.

Having a robust preventative maintenance plan in place for all your industrial equipment minimizes the possibility of an unforeseen breakdown and allows you to reap the benefits of longer service life, trouble-free operation, cost savings, increased productivity and energy conservation.



CRAWFORD

INNOVATIVE DIGITAL SOLUTIONS

DAN PHILLIPS, CMRP, TECHNICAL DIRECTOR, MONITORING AND DIAGNOSTICS, REGAL BELOIT

Perceptiv intelligence from Regal offers a platform for end-to-end asset management through its new Tag-It Program. The Perceptiv Tag-It Program creates a path for continuous improvement by increasing equipment reliability and enhancing operational efficiencies. The combination of hardware, software and “humanware” allows a new way to interact with Regal products.

With the Perceptiv Tag-It Program for asset management, users can see — at the push of a button — if equipment has a problem and then take proactive action. Users can scan the equipment to obtain product information, correctly identify units, and minimize errors. This allows facilities to obtain the right parts at the right time to help

maintain a safe and productive operation. The Tag-It Program also facilitates standardizing and streamlining MRO inventory and cutting down on SKUs. With this solution, replacement equipment can be obtained faster and installed during scheduled maintenance times, reducing costs and downtime.

“This is not just an informative app, or an off-the-shelf sensor,” said Caitlin Strassburger, Regal Cincinnati district sales manager. “The Perceptiv Tag-It Program is an end-to-end process to help customers implement their objectives, gain efficiencies and positively impact their bottom line. Customers using this today are already seeing results.” Watch the Designer Shoe Warehouse (DSW) testimonial video (www.youtube.com/watch?v=PsCzbtwdUoc).

[tube.com/watch?v=PsCzbtwdUoc](http://www.youtube.com/watch?v=PsCzbtwdUoc)).

The Perceptiv Tag-It platform is an interconnected matrix of smart, digital solutions which simplify asset management for maintenance and procurement teams. It enables users to reduce maintenance time, streamline procurement, and achieve inventory objectives by integrating data silos.

With these smart, digital solutions available from the Tag-It platform, Regal is providing a seamless customer experience and a path for continuous improvement with documented cost savings. Hardware, software and “humanware” can all work together in perfect harmony in any facility.



PHILLIPS