

# Success Story

Industry: Fluid Power and Motion Control

## Company Statistics

**Industry:** Fluid Power and Motion Control

- Sales, design, and maintenance of single components to turn-key solutions
- Assemble about 300 to 400 hose assemblies daily
- Four locations, including sales offices in Chattanooga and Nashville, TN
- In business since 1961
- Only full-line authorized distributor of Parker Hannifin fluid power and motion control products in Tennessee

Southern Fluid Power (SFP) serves a Tennessee-based customer that manufactures 80% of the transmission parts for Mercedes and BMW automobiles. SFP outfits and replaces hose assemblies for 400-ton standing Schuler presses in the customer's manufacturing plant.

## The Situation

SFP's client needed to plumb a 400-ton press from top to bottom, which required SFP to identify the hoses for each of its 70 hose assemblies – a three-day process that required a full machine shutdown. Hose assemblies can have anywhere from 20 to 30 hoses, each with different fittings and different lengths. **Not having asset-specific information on those assemblies available can lead to:**

- Extended downtime until assemblies are identified and made
- Trial and error installation, which increases plumbing time by days
- Difficulties with preventive maintenance



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## The Solution

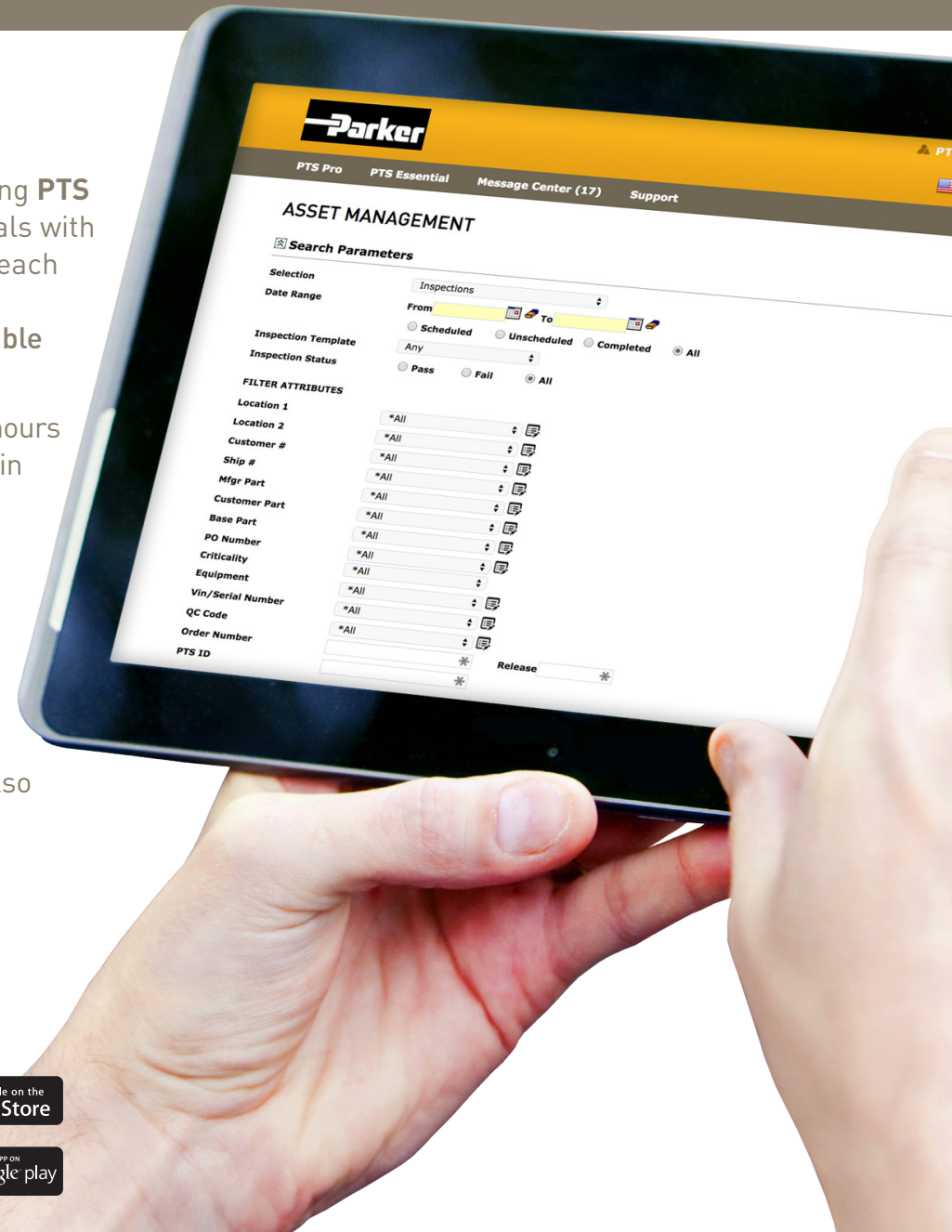
Working with the customer, SFP was able to tag each hose assembly using **PTS Pro** and build a database to create printed or electronic Databook manuals with a detailed listing of every hose assembly for each asset. Information for each assembly includes its hoses, its location in/on the asset, and installation information. Having this asset-specific information immediately accessible ensure that SFP can:

- **Minimize downtime:** Identifying the hoses in each assembly takes just hours
- **Offer a quick turnaround:** Hose assemblies can be made and delivered in only three days
- **Improve installation:** Manuals provide detailed routing instructions
- **Reduced rework:** Access to the database helps SFP minimize incorrect hose assemblies
- **Offer preventive maintenance:** Database information includes recommended replacement routines and a log of past replacements

For the customer, ordering is simplified. All hose assemblies can be scanned and ordered via mobile phone using the PTS Mobile app. This also reduces the chances of ordering incorrect parts.

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