

Emerson's technical expertise wins sole source on equipment maker's RAM welder project

RESULTS

- Offered a reliable single-source pneumatics solution including pressure regulation, control valves, and air preparation equipment
- Provided responsive technical support on a technically demanding application
- Met the customer's service requirements



APPLICATION

Welding Equipment

CHALLENGE

An automated industrial equipment manufacturer built a custom roller RAM welder that required a pneumatic solution for on-the-fly pressure regulation. The machine builder had experienced slow and unresponsive support from the pneumatics supplier on a previous project that was technically demanding. The company wanted to source all pneumatic components for the RAM welder from a reliable and technically oriented manufacturer.

SOLUTION

The industrial equipment maker selected Emerson for the RAM welder's pneumatic system. The company's director of engineering deemed Emerson's technical support and customer service as superior to the competition. Emerson had proven its expertise during a demanding phase of a previous project. Emerson's pneumatics solution consisted of ASCO™ components, including the Series 617 Sentronic LP proportional valve, Mark 55 and Series 503 directional control valves, and Series 651 air preparation equipment. The products have performed well, and the customer has been pleased with Emerson's responsive technical expertise and service.

Emerson's proven expertise during a demanding project assured the customer that they chose the right pneumatic solution for their welder project.

Emerson Automation Solutions
160 Park Avenue
Florham Park, NJ 07932 USA
+1 800-927-2726
ASCO.Info-Valve@Emerson.com

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