

Emerson's pneumatic solution positions garage door manufacturer for long-term growth

RESULTS

- Developed comprehensive pneumatics solution
- Provided complete system as one-stop supplier
- Tested solution successfully in customer's environment
- Improved reliability and service life



APPLICATION

Automated Garage Door Systems

CHALLENGE

An automated garage door manufacturer for car wash and industrial applications upgraded its product line. The company needed to replace the pneumatic components that opened and closed the system's doors. This included pneumatic cylinders plus a panel that consisted of a valve manifold and an air preparation unit. The company wanted a supplier that could provide the entire pneumatic system in eight weeks and support the firm's anticipated 50% annual growth.

SOLUTION

Emerson developed a package that included the AVENTICS™ Series RTC-BV rodless cylinders and HF03 valves, ASCO™ Series 653 air preparation equipment, accessories, and fittings. The components could be supplied in eight weeks as complete systems with inventory held by the local distributor. The solution was successfully tested in the customer's equipment. The garage door manufacturer valued Emerson's ability to provide one-stop pneumatic shopping, including its breadth of products and technical support available from a local office. They were also pleased with the AVENTICS cylinder's reliability and service life, which was better and longer than previous products. Emerson and its local distributor are now positioned to support the customer's long-term growth.

One-stop pneumatic shopping and technical support from Emerson helped the garage door manufacturer prepare for the firm's anticipated 50% annual growth.

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