

POWERTRAIN SOLUTIONS

CUSTOMER
SUCCESS
STORY



Cooling
Tower

Simplified logistics led to freight cost savings of **60%**

FINDING OPPORTUNITIES

The company has been a long-standing customer of Regal Rexnord, having purchased many orders of Rexnord® Addax® Couplings over the years. However, the customer had been using a competitor gearbox and was unhappy with the poor service they were receiving. In addition, the company had been using a competitor motor as well. Following the merger of Regal Beloit and Rexnord, the expanded product portfolio enabled the customer to incorporate more product with minimal risk due to the reputation and brand strength they've trusted for years. This allowed them to realize **logistical savings through consolidated shipping from one source** where no other comparable options previously existed.

Additionally, the company was experiencing serious challenges with both shipping and installation. Their ideal state was to install the structure week one and mechanicals the second week. However, this rarely occurred due to supply chain and shipping challenges experienced when dealing with multiple suppliers with products sourced from various parts of the country.

CHALLENGE

The company was experiencing poor customer service from their previous gearbox provider as well as major shipping and installation challenges.

PROPOSAL

Determine a new gearbox partner to provide improved support and streamline freight options.

RESULT

Customer realized a **total cost savings of 5%** when bundling the products and shipping from one source.

**ONE PO AND CONSOLIDATED
SHIPPING MAKES IT EASY.**

REGAL REXNORD™ POWERTRAIN SOLUTIONS



THE REGAL REXNORD SOLUTION

Regal Rexnord presented the idea of a one-stop shop for a motor, coupling, and gearbox. Not only was this solution easier on the purchasing team due to one PO, but many additional facets of their business benefitted:

SHIPPING

Simplified and expedited shipping with one truck as opposed to three



ACCOUNTING

Cost savings experienced due to the reduction of POs generated



PROJECT MANAGEMENT

Customer received one quote from one point of contact dedicated to their account



ENGINEERING

All products were optimized for maximum performance in Cooling Tower applications



CUSTOMER BENEFITS

- ✓ **Existing relationship for easy transition.** Since the customer already had a strong relationship with Regal Rexnord, it made for an easier transition from the competitive product with no disruptions, much lower risk, and increased confidence in the product quality and performance.
- ✓ **Lower costs from simplified logistics.** The customer will save 60% in freight costs due to logistic efficiencies when ordering from just one supplier. This means they now need one truck instead of three!
- ✓ **Single supplier for easier integration of systems.** The company could rest assured they receive optimization of products due to a single-source supplier.
- ✓ **Single point of contact for ease of assistance** with troubleshooting, technical questions, or support.
- ✓ **Expert technical support for peace of mind.** Customer received a design package including 3D CAD models and easily-accessible detailed drawings.

In addition, the customer experienced a more streamlined and reliable delivery due to the components coming from the same source. Regal Rexnord was able to help coordinate the motor, coupling, drive shaft, and gearbox all together on one day to minimize crane time, labor, and overall logistics.

Overall, simplified logistics led to much lower costs.

COMPETITOR FREIGHT



VS.

REGAL REXNORD



3 to 1
ratio of trucks

60%
reduction in
freight costs

REGAL REXNORD™ POWERTRAIN SOLUTIONS



PRODUCTS



1 Addax® Composite Couplings

Center section weighs less than 25% of comparable steel spacer, reducing overhung loads and eliminating need for special lifting equipment during installation.



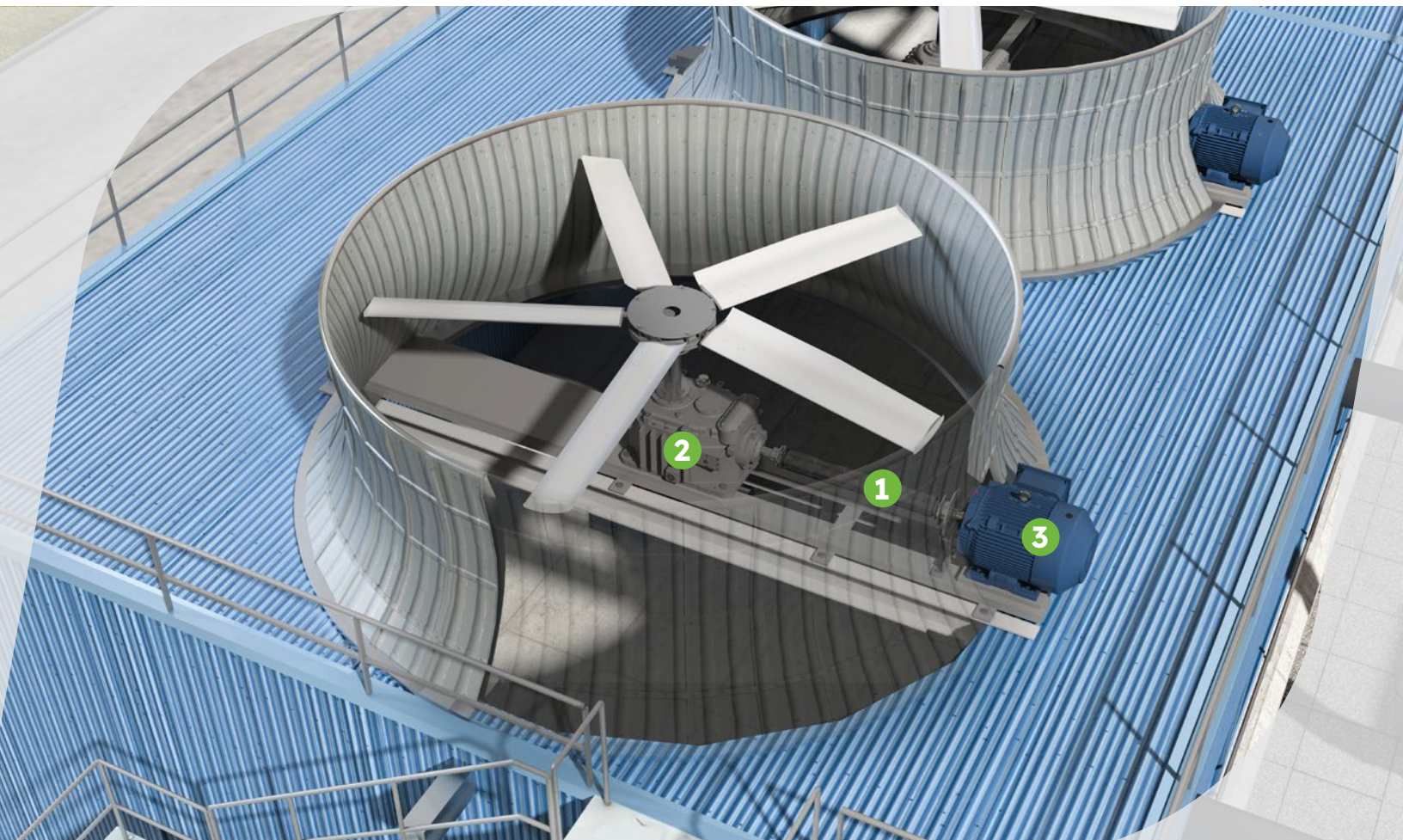
2 Falk® CT-Series Gear Drive

Optimized to perform in caustic environments typically found in cooling tower applications, resulting in an improvement of up to 36% runtime.



3 IP55 Protected TEFC Electric Motor

Our experienced engineers sourced a motor that is built to withstand the corrosive conditions of Cooling Tower applications and designed to work with the system.





You have challenges. We have solutions.

To solve your critical challenges, it is essential to partner with a **global company** with **local resources**, **reputable brands**, and a **proven history** of delivering cost-efficient solutions.



**SIMPLIFIED
SUPPLY CHAIN**



**TRUSTED
ADVISOR**



**APPLICATION
ENGINEERING**



**GLOBAL
PRESENCE**



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