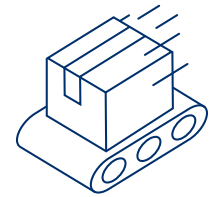


POWERTRAIN SOLUTIONS

SOLUTION STORY



Unit Material Handling

Multi-Level Material Handling Solution Enhanced by Expert Support and On-Site Service

THE CHALLENGE

A world class manufacturer of quality unit handling conveyors was looking to find a new partner to supply a quality gearbox and motor solution that met all the performance requirements and needs of both themselves and their end user.

The customer needed a quality product with a long-standing history and a solid brand name in the industry. They wanted excellent engineering support through the design process and a company that could be competitively priced with reasonable lead times.

The company had worked with another supplier for power transmission products in the past and had found that the turnaround time had increased beyond a level they could work with and communication was lacking. The quoting process was taking too long, and at times they were not getting responses back at all. The company had stated that they value performance, quality, and timeliness in their own business and wanted a partner who could match those values.

THE REGAL REXNORD SOLUTION

Regal Rexnord provided a solution in a multi-level approach extending beyond product, to a full solution which included expert level recommendations, installation, training, and further guidance. The company needed a reliable partner who would be with them every step of the way. Quality, timely communication and a competitive service time were key.

Within a 24-hour period, the Regal Rexnord team took the customer's initial inquiry and reached out to determine what needed to be done to offer a solution.

LOCATION

Industrial Manufacturer in Ohio.

CHALLENGE

The company needed a consistent partner who provided quality, timely communication and a high level of service to meet their needs.

COMPETITION

The customer has had a long history with a competitor of Power Transmission products who has been a proven supplier for all aspects of their needs over the years, with whom the level of service fell beyond what they had come to expect.

GOAL

Determine a new motor and gearbox solution that met the needs of the customer for quality products, on time and at a competitive price.

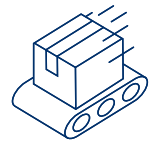
RESULT

Regal Rexnord provided precise service and rapid response time from their sales and engineering teams and fostered a partnership that extended beyond products, to a full solution that included expert support and continuous service.

REGAL REXNORD™

POWERTRAIN SOLUTIONS

Multi-Level Material Handling Solution Enhanced by Expert Support and On-Site Service



SOLUTION STORY
Unit Material Handling

The engineering team in conjunction with the account manager determined the optimal solution for the application, corresponded with the production teams to determine capacity and lead time, gathered all necessary technical information and made the recommendation to the customer.

The powertrain solution consisted of a Grove Gear® IRONMAN® Gearbox and a General Purpose Motor.

Regal Rexnord was able to send samples of our solution within a week for testing on the end user application.

In summary, from initial inquiry to parts on site for testing, the solution was implemented in a timely manner.

Additional ON-SITE SUPPORT was given in the following areas:

- Providing help with installation and giving direction and best practices when installing Regal Rexnord powertrain solution.
- Troubleshooting to help prevent customer issues that could turn into customer concerns and ultimately question the solution. To curb any solution concerns, our engineering group took a proactive approach with the customer and communicated frequently.
- Training by strike team with the customer's engineering team to build confidence in solution and support team.

SEEING THE BIGGER PICTURE: THE REGAL REXNORD BENEFIT

- A solution was implemented in a timely fashion. From the time of the initial inquiry to on-site testing, the customer was able to have an implemented powertrain solution within a week.
- A partnership was formed beyond just product. The company was able to find value not only in the product itself, but in the addition of expert support and continuous service.
- An expert level resource for ongoing troubleshooting and a reliable source for answering questions and addressing further needs.
- The ability to work with a company that matched their own company values.

AN OPTIMIZED OUTCOME



Grove Gear IRONMAN Gearbox

Grove Gear IRONMAN is designed for customer convenience and application performance with an intelligent service model that allows rapid assembly in 3 to 5 days for the most popular size ranges.



General Purpose Motor

Our team of experienced engineers have the expertise to source a general purpose motor that will meet or exceed NEMA®* performance factors and is guaranteed to work the with system.

* NEMA is believed to be the trademark and/or trade name of National Electrical Manufacturers Association and is not owned or controlled by Regal Rexnord Corporation.



REGAL REXNORD™

POWERTRAIN SOLUTIONS

Stop seeing individual parts.
Start seeing unlimited possibilities.

Regardless of your objectives or the challenges with your application, Powertrain Solutions can help you achieve your unique goals. No matter what your application looks like, it relies on many components, all working together. But not all components are made to work together reliably and efficiently. Powertrain Solutions has the insight, experience and expertise to engineer your collection of components into a fully optimized system — giving you solutions that boost efficiency, improve reliability and performance, lower costs and simplify ordering and logistics.



Any challenge. Any industry.

Powertrain Solutions has the product knowledge and application expertise to build solutions for any industry.

- Oil & Gas
- Marine
- Outdoor & Mobile Power
- Renewable Energy
- Mining & Metals
- Heavy Industry
- Intralogistics/Material Handling
- Food & Beverage

Regal Rexnord

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regalrexnord.com/powertrain

The proper selection and application of products and components, including assuring that the product is safe for its intended use, are the responsibility of the customer. To view our Application Considerations, please visit <https://www.regalrexnord.com/Application-Considerations>.

To view our Standard Terms and Conditions of Sale, please visit <https://www.regalrexnord.com/Terms-and-Conditions-of-Sale> (which may redirect to other website locations based on product family).

"Regal Rexnord" is not indicative of legal entity. Refer to product purchase documentation for the applicable legal entity.

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