

CUSTOMER	MANUFACTURER OF EXCAVATOR ATTACHMENTS*
INDUSTRY	CONSTRUCTION MACHINERY MANUFACTURER
SOLUTION	PARKER HYDRAULICS PROGRAM



This company manufactures attachments for a variety of industries. Manufacturing shears, grapples, concrete processors, and specialty attachments are used for scrap processing, primary and secondary demolition, offshore decommissioning, waste recycling and handling, and a variety of other applications.

To get started, work with your MSC sales associate or call 800.645.7270 for more information.

GO SEE

LONG LEAD TIMES CREATING BACKLOG



Incumbent hydraulics supplier not effectively managing; long lead times for specific high-pressure hoses and fittings



Backorders up to 18 months leaving product sitting idle on the floor because they could not ship it to their customer

GO DO

ENGAGED PARKER HYDRAULICS PROGRAM



Leverage part of the Parker Hydraulics program to bring in a hose crimper, hoses, and fittings in house for specific hose and fittings.

GO SAVE

CLEARED THE BACKORDERS AND GOT PRODUCT OUT THE DOOR TO CUSTOMERS



Eliminated product sitting idle waiting for hoses



Increased customer's output of finished product

GO AGAIN

EXPAND THE WAYS MSC SERVICES HYDRAULICS NEEDS

Pursuing a plan to install full Parker Hydraulics Program and leverage MSC for all Fluid Connect Group business.

Discuss recommendations or improvements to other areas the operation could use both Class C and MSC solutions.

*While the customer information is confidential, the story and results are real.