



## Summary

<b>Industry:</b>	Printing and Publishing
<b>Application:</b>	Cylinder special OEM Part
<b>Actual Saving:</b>	£5000
<b>Payback Period:</b>	n/a



## RX Cylinders Provide Cost Effective Solutions

Backed up with in-house technical expertise

### ISSUE

A large printing company were buying four special OEM cylinders direct from the manufacturer with a protected part number that was only available to them.

The supplier would not divulge the characteristics that deemed the cylinder to be special. The customer was also paying a premium for the cylinder.

### SOLUTION

Gary Bond, a local ERIKS Pneumatic Applications Engineer investigated the incumbent cylinder and suggested that a more readily available RX cylinder could be used in its place and also provide the customer with cost savings and logistical benefits.

The ERIKS applications engineer had to slightly modify the RX cylinder to enable it to operate faster and also trained the customers engineers also to make the modification themselves.

### OTHER BENEFITS

- Cost saving against OEM
- Readily available from ERIKS
- In-house modifications and technical guidance

### FURTHER COMMENTS...

The customer was very impressed with the savings that were realised and the technical support provided.

### MORE INFORMATION

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know-how makes the difference