



CASE STUDY: TOOLING & AUTOMATION ENGINEERING FIRM

APPLICATION: PARTS ASSEMBLY GREASING

This customer is a full service design house providing a host of product development and mechanical engineering services like design, engineering and prototyping. They are a one-stop-shop for consulting and product development - from concept to production.

The Mechanical Design Supervisor explains; "We design and build custom automation equipment and custom leak testers. We do a variety of projects, from small fixturing, right up to complete, fully automated assembly lines and manual assembly lines."

"We use grease application equipment for customers when they want to automate the application of grease to various components as they build up a larger assembly. We don't typically use it on a machine, rather on the components the customer is assembling. In the past, they have used various methods to apply the grease manually, from putting on a rubber glove, reaching into a pail and applying grease to large cylinders, right to using Q-tips or brushes." These methods introduce contamination to the process and are very messy - there is no consistency from operator to operator or shift to shift. "Our customers asked us to look into various ways that we can provide a consistent and repeatable amount of grease to ensure their assemblies get the proper amount every time."



THE FLO SOLUTION

"Everything we've done with Flo has been in either grease or oil dispensing applications for automating production. We've dealt with very large 45g grease applications where we have a central pumping station feeding multiple dispensing stations, right down to individual, smaller pumps on a very small work cell, dispensing a single grease application." FLO's Lincoln valves, injectors and ejectors have been used here for everything from application of gasket materials and grease applications where a very fine, metered precision application of grease is required, to situations where the application precision isn't quite so critical but a repeatable amount of grease is applied each time.

"With the fixtures we develop using the FLO components, it's a very quick and clean method of applying the grease - they just insert the part, a trigger is met and the grease is applied. We've even done it with multiple bungs, greasing five or six different locations simultaneously, whereas before they would have to do them all individually - and we've used FLO's injectors and ejectors to achieve this. That's helped our customers shorten their cycle time for production, they get a much more reliable product, and they get fewer returns."

FLO RESULTS

"To date we haven't had issues with any of the components that FLO has supplied. We've never had anything that we've had to return. It's been a very good quality, reliable product. The service and the variety of products that FLO carries handles everything that we've come across. We haven't found any application where they haven't been able to either come up with an economical custom solution or off-the-shelf solution. When we do have applications where we call, within a couple of days the sales rep is down here to see us, to come up with a solution, and they get back to us very shortly after.

Their service and willingness to work on those custom applications with us is what's developed a good relationship for both of us."

**For Total Lube Solutions,
GO WITH THE FLO!**

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