

Emerson Modifies ASCO™ Valve to Solve Panel Builder's Inventory Management Issues

RESULTS

- Modified standard ASCO solenoid valve to meet multiple applications
- Packaged product with single part number
- Simplified customer ordering and inventory management
- Solved customer's lead time and delivery problems
- Provided products with higher performance and better aesthetics



APPLICATION

Dust collection and laser cutting equipment

CUSTOMER

Industrial equipment manufacturer

CHALLENGE

An automation solutions provider was building turnkey control panels for original equipment manufacturers' (OEMs) dust collector and laser cutting systems. To simplify ordering and inventory, the panel builder wanted a single valve model with flying leads to control the air for pulse valves in dust collectors, plus supply instrument air for the laser cutting tables. A highly reliable valve was needed that could overcome the challenges of multiple applications and meet the specifications of several industries. The customer was experiencing late deliveries and quality problems from its valve source and was searching for a new supplier.

SOLUTION

Emerson's technical team modified a standard ASCO Series 353 solenoid valve to meet the automation supplier's requirement for flying leads across its multiple applications. The valve and lead wires were provided as a single part number and were shipped in one box, making it easy for customer ordering and inventory management. In addition, the automation supplier believed the ASCO valve provided superior performance and aesthetics than the competition in its industrial applications. Emerson also met the customer's lead time and delivery requirements. The ASCO brand has been well received by the automation supplier's OEM customers and the valves are outperforming the products they replaced.

For the dust collector and laser cutting applications, the ASCO valve and lead wires were provided as a single part number and were shipped in one box, making it easy for customer ordering and inventory management.

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