

CANFIELD SAVES THE DAY

URGENT CUSTOMER NEED IS NO MATCH FOR CANFIELD'S EXCELLENT CUSTOMER SERVICE AND VAST INVENTORY



Oil & Gas Processing Equipment

One of Canfield Connector's valued customers operates as a value-added distributor for pneumatics, motion, and mobile control solutions. One of their projects involved ordering a full hydraulics control package from one of their vendors. However, upon testing the supplied equipment, they found that the electronics that they had received were not going to work for the application required. Caught with a rapidly approaching deadline, their team reached out to the experts at Canfield Connector to supply their needed electronics solution.

CHALLENGE

In hydraulic systems, electronics integration is vital in bringing smooth operations for the end user. In a bucket lift for example, faulty electronics integration could result in unpredictable and hazardous operations for the operator working at different elevation levels. A lack of proper electronic controls for this customer could result in a significant safety risk for all parties involved.

SOLUTION

Upon hearing their customer's need for a proportional control driver, Canfield's sales team was able to coordinate identifying and supplying their B5950 block micro proportional driver. With the product in stock, Canfield's customer was able to have the much-needed proportional driver in hand and still meet their established timeline for a full hydraulic system solution

RESULT

Canfield Connector was able to deliver a solution that was both safe and timely for a customer in a difficult situation. By applying their expertise in electronics integration with a "customer-first" mindset, Canfield Connector was able to help their customer preserve their reputation as an expert in pneumatics, motion, and mobile control solutions.

CLIENT NAME

Oil and Gas Service Provider

DISTRIBUTOR

Fiero Fluid Power – Arvada, CO

PRODUCT SPECIFICATIONS

B5950 Block Micro Proportional Driver



SUCCESS QUOTE

"It felt great to know that a customer would reach out to our team when they were in a bind, but it felt even better to provide the perfect solution quicker than they thought was possible. Now that we've provided the B5950 proportional driver, it has now become the standard proportional control device on their equipment moving forward."

Jim Kollar - National Sales Manager
Canfield Connector