



## **APPLICATION CASE STUDY**

### **COMPANY DETAILS – Utility Trailer Atkins, VA.**

Founded in 1914, Utility Trailer Manufacturing Company is America's oldest privately owned, family-operated trailer manufacturer. They are the largest producer of refrigerated vans and the third-largest trailer manufacturer in the United States.



### **Accu-Lube PRODUCTS IN USE**

#### **Accu-Lube Lubricants**

#### **Accu-Lube Equipment for Near Dry Machining**

- Eleven 2 Nozzles aluminum pump units with solenoid
- One 2/4 aluminum pump unit with 2 solenoid

### **CUSTOMER NEEDS IDENTIFIED**

The Customer had just installed a new transfer line and needed a way to lubricate a huge center drag chain and 11 smaller transfer chains. They wanted the transfer chains to only be lubricated when that portion of the line was moving. I contacted Scott Stanford and we made a call on the account to plan out a way of installing the units so they would not be in the way of a very crowded and hectic manufacturing process.

### **ACCEPTED BENEFITS**

The Customer needed a method of lubricating the primary and secondary chains only during operation. Accu-Lube with the solenoid controls were connected to the individual drive motors so they only came on when the motor was initiated. This solved the problem completely. Additionally our trip to layout the installation plan was a complete success and I installed and trained the maintenance people on the proper locations and procedures for the balance of the installs so that the whole process went without a hitch.

### **VALUE TO CUSTOMER**

Customer was very pleased with the product, the installation and the overall performance of the Accu-Lube system. The customer mentioned that they had been contemplating another method of achieving the same results but it would have cost them a lot more. In several months the customer will be installing a new second transfer line and we will be back to sell them 12 to 16 more Accu-Lube units.

**Area: North America – Virginia – Mike Boone**

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