

CASE STUDY: Planetary Gear, Final Drive Motor with full Compliment Cylindrical Roller Bearing for Skid Steer Loaders.

Industry: Construction Machinery service and remanufacturing.

Customer Challenge: Customer was purchasing gears and bearings from the OEM at a premium price; making it difficult for them to be competitive in the service and remanufacturing market.

Products: Gears with full Compliment Cylindrical Roller Bearing for final drive motors.

Initial Conversation: RBI Salesman contacted customer regarding general bearing usage, radial ball bearing and taper bearings. After some back and forth conversations we discovered not only was our customer using radial ball bearings and tapers but also full complement cylindrical roller bearings that went into a planetary gear drive.

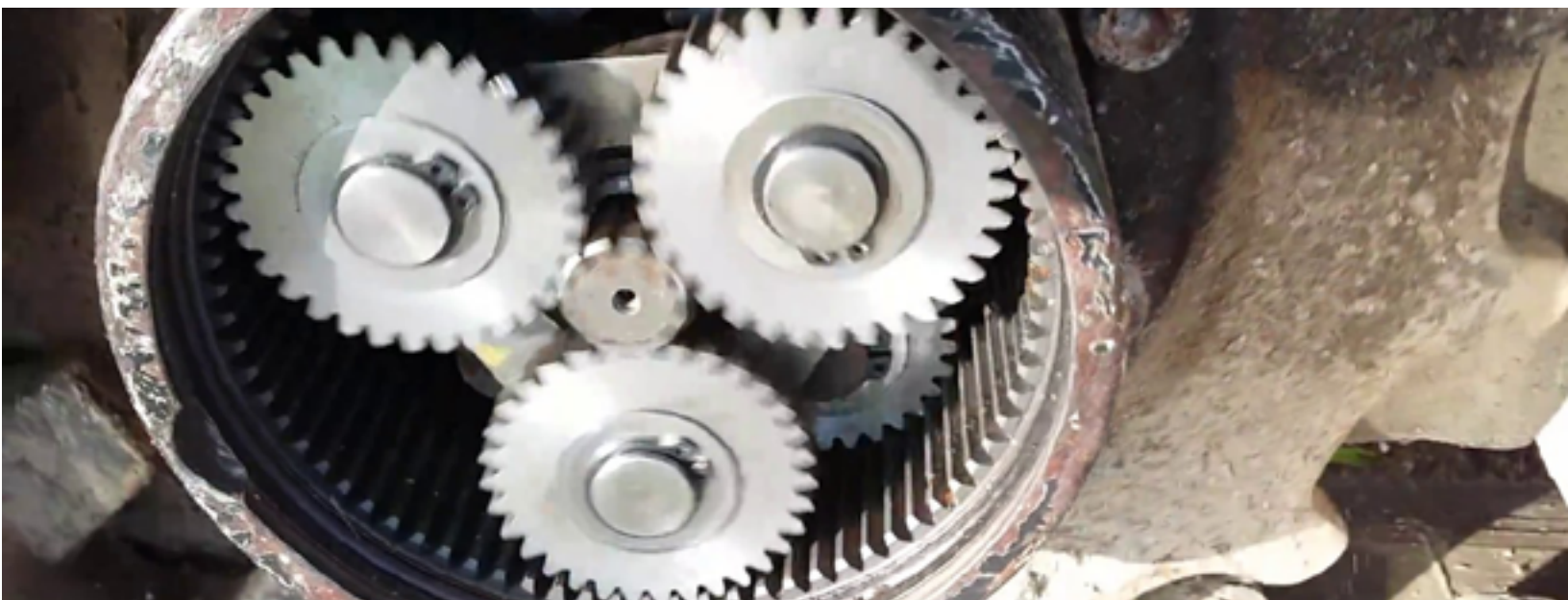
Our customer mentioned they were buying the gears and bearings at a premium price that prevented them from being cost competitive. After hearing what our salesman had to say the customer asked RBI to quote several part numbers, including the cylindrical roller bearings and gears, and provide samples.

Testing and Price Solution: RBI's Planetary Gear, Final Drive Motor samples passed 9 months of field tests without flaws. And, RBI's cost was 30% lower than the OEM.

Outcome: Customer has partnered with RBI for the past 3 years and has since been able to increase their market share and expand their business by purchasing RBI products at a savings.



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