

# ENGINEERING TO CLIENT SPECIFICATIONS

## A Case Study

# TO MEET APPLICATION REQUIREMENTS

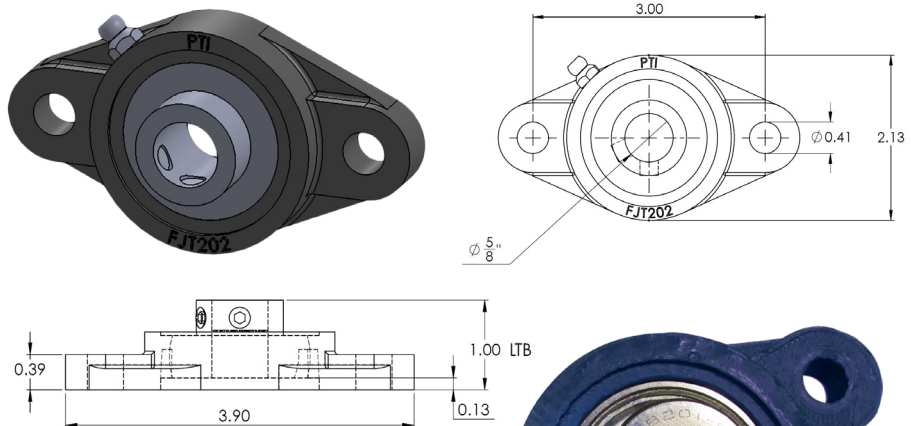


Shorter Lead Times & Cost Savings by Switching to PTI

**BACKGROUND** A well-established distributor supplies bearings, belting, electrical equipment and more for the electrical, power transmission, and automation industries. They regularly purchase a two-bolt flange mounted ball bearing for their customer from a competing manufacturer.

**THE CHALLENGE** The distributor was becoming increasingly unhappy with longer lead times from their existing supplier and learned that the supplier was planning to discontinue the product. PTI's local sales representative shared PTI's lead times, pricing and standard part dimensions with the distributor. PTI's price and delivery were satisfactory, but the length through bore (LTB) dimension was slightly longer than the customer's application allowed.

**THE SOLUTION** Two days after PTI's Engineering Team received the required specifications from the distributor, they provided revised product drawings and shipped out a 3D printed sample. The 3D printed housing matched the customer's needs perfectly, and they immediately placed an order for 1200 units.



## THE RESULT

### Two-Bolt Flange Bearing: FJT202-10S - Lead Times

Incumbent Supplier	26 Weeks
PTI's Solution	12-16 Weeks
<b>Lead Time Reduction with PTI:</b>	<b>10-14 Weeks</b>

The distributor also recognized a **25% cost savings** by switching to PTI, allowing for margin enhancement for the branch and a significant savings for their customer.

**PTI'S ABILITY** An experienced engineering team and a focus on flexibility and customer service allows PTI to efficiently and effectively solve problems and meet unique application requirements with a quality product and in a timely manner. PTI takes pride in exceeding our customers' needs and expectations.



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