

Sewer Equipment

Eaton's X20, 420 series pumps

Market Served

Commercial vehicles



Eaton's X20, 420 series pumps more efficiently power Sewer Equipment trucks with shorter lead times than the competition.

Challenge:

Provide a pump that could meet or exceed the specifications and performance of the competitive pump that was currently in use, with faster delivery and improved service.

Solution:

Eaton's X20, 420 series pumps provided the control options the customer needed and Eaton and DTS Fluid Power's customer service worked to deliver a prototype very quickly.

Results:

The customer now extensively uses Eaton's X20, 420 series piston pumps.

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"We work to provide our customers with immediate access to critical fluid power components needed to keep their operations up and running."

*Al Wilde, President,
DTS Fluid Power.*

Background

Family-owned manufacturer, Sewer Equipment, having extensive experience in building and servicing sewer cleaning equipment and supplies began working to update its product line. The company looked to Eaton for high quality and innovative products to help quickly build and deliver a reliable truck.

Challenge

Sewer Equipment was working to improve equipment delivery time. The customer was looking for a hydraulic pump that could meet or exceed the performance of the competitive pump currently in use and provide faster delivery and improved service.

Solution

Eaton's X20 open circuit piston pump portfolio provided a range of options, and the 420 series pumps fit the customer's request. Working with distributor DTS Fluid Power, an Eaton Power of One integrated supplier, Eaton's engineering team prioritized innovation to quickly deliver the ground-breaking features – customizing the pump with multiple features to ensure it met and exceeded the customer's needs. As an Eaton supplier, DTS Fluid Power was able to offer the complete Eaton portfolio of industry leading customized power management solutions efficiently and cost-effectively. This capability helped Eaton and the distributor offer superior service in record time.

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Results

Looking to move quickly, the customer requested a prototype pump to test as soon as possible, and Eaton and DTS Fluid Power worked as a unit to produce and hand-deliver the prototype within a condensed timeline.

As an Eaton integrated supplier, DTS Fluid Power was able to quickly provide a custom solution for this customer's updated truck.

The customer tested the prototype pump by installing it on a truck that was going into production at the time of delivery, and found that it met all of their needs.

Eaton's X20, 420 series pump matched the performance of the competitive product, and the collaboration of Eaton and DTS Fluid Power provided a lower cost with improved service and lead times.

Over the past year, Sewer Equipment has been installing the X20, 420 series pumps on its products, and are very satisfied with their performance.



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