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Scaling for Success: Rittal & Eplan Value Chain Solutions in Pump Manufacturing

CASE STUDY

**Industrial
Automation**



The customer, a leading pump manufacturer based in the US Midwest, has established itself as a key player in the industry, serving a diverse range of markets, including municipal, industrial, and construction sectors. Known for their commit-

ment to quality and innovation, they have built a reputation for delivering reliable pumping solutions that meet the rigorous demands of their clients and the industries they serve.

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THE PROJECT

The challenge

- Rapid business growth outpaced production capabilities
- Existing processes unable to meet increasing customer demand
- Urgent need to scale operations while maintaining product quality

The solution

- Modular enclosure solutions
- Perforex LC 3030 Laser Center machine
- WT Wire Terminal machine
- Eplan software and data engineering solutions



Introduction

Pump manufacturing plays a vital role across a wide range of industries like municipal water and wastewater treatment, industrial processes, construction, oil and gas, and more. To ensure the efficient and reliable operation of their systems, these industries rely on quality pumps that must endure harsh or demanding conditions, whether that includes maintaining municipal water supplies, managing industrial wastewater, or supporting infrastructure sites. As new major projects are initiated daily, the demand for reliable pumping solutions continues to grow, and meeting this demand is necessary for the success of both the pump manufacturers and end-users who depend on these products to maintain smooth and safe operations.

The Challenge

Despite their strong market position, the pump manufacturer faced a significant challenge as their business experienced rapid growth. The surge in demand for their products outpaced their current production capabilities, creating a bottleneck that threatened their ability to meet customer expectations. With dwindling sustainability in their production processes, they needed to find a way to scale efficiently while maintaining the high quality their customers relied on. To remain competitive, they had to quickly adapt to the increasing demand without compromising on delivery times or product standards. This called for a solution that offered a high ROI, and Rittal delivered.

The Rittal Solution

To help the pump manufacturer overcome their production challenges, Rittal provided a comprehensive solution that integrated, modular technologies, advanced automation solutions, and Eplan data-driven engineering.

Rittal modular enclosure systems offered the flexibility and scalability needed to support the manufacturer's growing operations. Designed to streamline assembly processes and enhance efficiency, Rittal enclosures provided an operational foundation for the customer's new manufacturing processes.

The Rittal team also introduced cutting-edge automation tools to further optimize production. The installation of the **Perforex LC 3030 Laser Center** machine enabled precise, automated machining of enclosure panels, significantly reducing manual labor and production time. To complement this, the **WT Wire Terminal machine** was implemented to automate the wiring process, enhancing speed and accuracy in panel assembly.

To support these hardware advancements, the manufacturer also ramped up their use of **Eplan software** and data engineering solutions. This software suite facilitated seamless integration between design and production, enabling the company to maximize efficiency and ensure consistent quality across all projects. By combining these state-of-the-art tools with Rittal's expertise, the pump manufacturer was

well-equipped to scale their operations and meet the growing market demand.

The Results

The implementation of Rittal solutions positioned the customer to effectively scale their operations and meet the growing demand from their customers. With the introduction of modular enclosures, the company gained the flexibility needed to streamline their production processes.

The automation tools, including the Perforex LC 3030 Laser Center and WT Wire Terminal, significantly reduced manual labor, improved precision, accelerated production timelines, and improved the efficiency of customization. This not only enhanced their overall productivity but also ensured consistent quality across all products, effectively solidifying customer relationships and opening doors for new opportunities. By bolstering the integration of Eplan software into their workflow, the pump manufacturer optimized their engineering processes. This ultimately reduced design times and improved coordination between design and production teams, which further helps to minimize rework and errors during production. This integration enabled them to respond more quickly to customer demands, ensuring timely deliveries even as order volumes increased.

Conclusion

Faced with the challenge of scaling production to meet rapidly increasing demand, the customer gained valuable automation solutions from Rittal and Eplan that brought excellent ROI to their business with increased production rates and streamlined operations from engineering through to project completion. These improvements not only helped them overcome their immediate production challenges but also positioned them to better serve the diverse industries that rely on their pumps—from municipal water systems to industrial processes. The manufacturer is now well-equipped to continue growing and delivering reliable, efficient pumping solutions to meet demanding requirements for several applications.

Contact Rittal for Sustainable Power Distribution

If your business is facing challenges like integrating advanced technologies in harsh environments or meeting stringent sustainability goals with your power distribution systems, then simply contact Rittal today. Our innovative, reliable, and cost-effective solutions alongside our industry expertise in customized enclosures and climate control systems can help ensure the protection, efficiency, and longevity of your critical assets. Partner with Rittal to drive your industry forward with confidence and sustainability.

About Rittal LLC

Rittal LLC is a global manufacturer of industrial and IT enclosures, racks, and accessories, including cooling solutions and power management systems for industrial, data center, outdoor, and hybrid applications. As the largest manufacturer of enclosures in the world, Rittal provides innovative, high-quality solutions for practically any industrial or IT infrastructure application, from single enclosures to comprehensive, mission critical systems. Products are tested and certified to the appropriate standards that apply, including UL, CSA, ATEX, NEMA, and more. [Learn more at rittal.us](https://www.rittal.us).

You can find the contact details of all Rittal companies throughout the world here.



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