

SlewPro Case Study:

# One Bearing Order Begins a Strong Relationship

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*SlewPro develops successful partnership  
with Wolf Robotics*

Wolf Robotics was skeptical when SlewPro approached to supply bearings for them in 2014. A division of Lincoln Electric Company, Wolf Robotics is a global general manufacturing robotic integrator. The company designs and creates custom robotic automation systems for a wide array of manufacturing processes.

Given the highly precise robotic automation systems Wolf Robotics makes, changing suppliers is a risky proposition. They cannot risk quality issues that delay production and affect their bottom line.

Although SlewPro offered a lower price and faster production, Wolf Robotics' engineers were reluctant to change because they trusted their incumbent suppliers and wanted to avoid any potential issues with new bearings.

## Opportunity Knocks

When Wolf Robotics needed a quick turnaround on a new bearing for a special project in 2017, SlewPro was the only company able to meet the time and specification requirements. The project met all requirements and was on budget, earning more trust from Wolf Robotics' engineering team.

## A Growing Relationship

SlewPro has since produced more and more bearings for Wolf Robotics, and each project has been on time and roughly 25% lower in cost than previous suppliers. Wolf Robotics continues to field test the bearings to verify their quality and has enjoyed success with them every step of the way.

The success with bearings has led to orders for SlewPro pinions that merge with Wolf Robotics' slewing ring bearings. Wolf Robotics has used several pinion manufacturers and could not find one that met delivery times until SlewPro. They have been impressed with SlewPro's pricing, stocking quantities and lead times, and are hoping to establish SlewPro as the provider of choice.

Thanks to excellent service, high product quality and delivering on promises, a single SlewPro order has blossomed into a fruitful relationship that is saving Wolf Robotics time and money.

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