

# Strategic Friction Solutions

## CASE STUDY

**Company:** A leading manufacturer of railroad brake systems and equipment.

**Challenge:** Develop a new supply of specialized friction parts for existing and new brake products. The friction parts must meet or exceed stringent company, industry and regulatory standards. Simultaneously, the solution must reduce costs to support Company's pricing strategy in a highly competitive market.

### **ProTec Solution:**

Because the project was time sensitive and because regulatory approvals are required for all brake system components, ProTec collaborated with the Company to understand engineering requirements and limitations, and through all phases of design, testing and approvals. By deploying its network of friction application engineers, ProTec quickly sourced the optimal combination of materials and manufacturing systems, achieving a 35% savings.

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**ProTec Friction Group** is a US-based worldwide producer of reliable solutions for the most demanding friction applications and environments, including on/off highway, agriculture, construction, oilfield, marine, mining, railroad, assembly line and specialty applications. Since 1988, ProTec has combined advanced friction formulation capabilities with manufacturing and supply chain expertise to provide unique and marketable solutions to our primary customers:

- assembly-line manufacturers
- equipment dealers
- specialized brake and clutch rebuilders



**ProTec**  
STRATEGIC FRICTION

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(Case study continued)

As demand for the Company's brake products continues to rise even as monthly requirements fluctuate, ProTec provides a reliable supply chain to assure the Company has precisely the parts they need, when they need them. ProTec lays in back-up inventories of specialized raw materials and finished product. In addition, ProTec continually certifies materials through an exhaustive ISO 9001 Quality Control at each stage of the manufacturing and delivery process.

With five years of successful deliveries by ProTec, the Company has one less thing to worry about in supplying and serving its customers.

## Service Features and Benefits

ProTec Friction offers unique services to assembly line brake system and special application manufacturers. We are dedicated to **making our customers' business easier** through product innovation, rapid response, reliable supply and the best prices in the business.

### How do we do it?

We are a small, lean operating unit which draws on a global consortium of friction design and manufacturing expertise to solve problems quickly and cost effectively.

### We'd like to become one of your supply partners.

So, the next time you need an innovative friction solution for a difficult application, or if you'd like to find a reliable second source alternative to your current friction supplier, give us a try. We won't necessarily solve every problem, but you will be impressed with the attitude and effort we apply in trying.



### SERVICES AVAILABLE

We have a wide range of proven friction materials and forms. But if your needs are specialized, we will create the friction solution for you.

- application design
- parts identification
- materials selection & engineering
- testing
- manufacturing & delivery

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