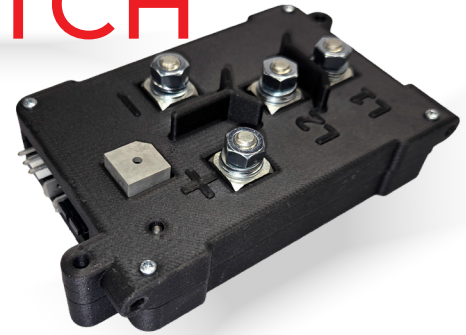


SOLID STATE SWITCH

CASE STUDY

MANUFACTURER OF STAIR CLIMBING HAND TRUCKS



AMETEK Switch worked with a client who manufactures stair climbing hand trucks that allow workers to electrically lift heavy loads. AMETEK Switch created a custom solid state switch that can handle heavy loads of various weight ranges.

Project Overview

The client approached AMETEK Switch during a trade show they attended and mentioned their current supplier was no longer going to support their products, and they needed to find a new vendor to partner with. AMETEK Switch worked alongside them to create a custom product that fit their needs.

Challenge

The client's products were no longer supported by their current supplier, so they needed to find a reliable vendor who was able to work with them to provide the best switch for their application.

They searched for:

- A fully customizable product
- A hands-on supplier who would work with them to create the exact solution they needed
- A switch that improved functionality and reliability and had fewer moving parts

Solution

AMETEK Switch scheduled weekly meetings with the client to discuss development and testing progress, review product samples and integrate "nice to have" features that elevate ease of use. Every request the customer asked for, AMETEK Switch was able to deliver. AMETEK Switch's flexibility and ability to fulfill the client's wish list gave them a competitive edge over other suppliers and resulted in a custom solid state switch for their utility stair climbers.

Custom Solid State Switch included:

- An integrated buzzer to indicate failures
- An integrated LED status indicator
- A mag switch and directional interface connectors
- Dual axis housing, creating a smaller product footprint
- Additional firmware features for added protection

Results

Through diligently working with the client to create the perfect solution for them, AMETEK Switch received their first pilot run order as well as the first production order for the enhanced switch the customer requested. The pilot run is intended to prove that the changes and additions made work properly and do not hinder operation.

|| We're excited to work with someone who was willing to think outside the box and be as flexible as we are to their requests and requirements."

- Employee,
Stair Climbing Hand Truck Manufacturer