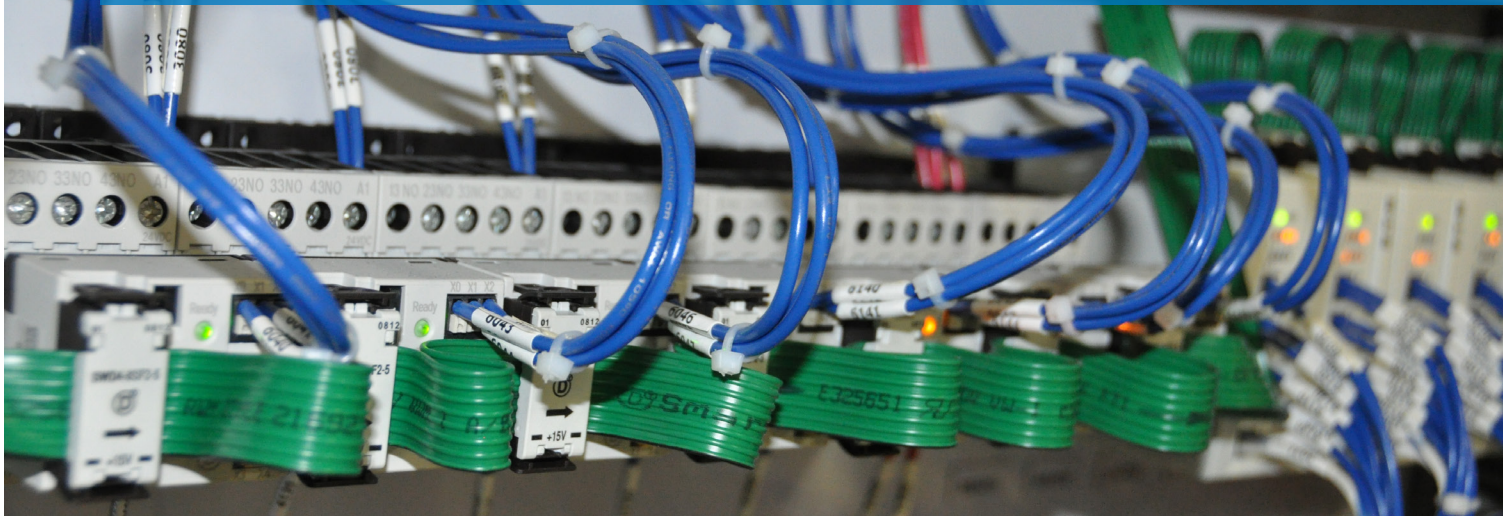


Success Story: RHM Fluid Power Inc.

Markets Served
Automotive and Machine Tool



SmartWire-DT and XV HMI-PLC significantly improve RHM projects.

Location:

Westland, MI

Challenge:

To differentiate themselves from their competitors and finding qualified personnel

Solution:

Eaton SmartWire-DT system and XV HMI-PLC

Results:

Integration with Eaton products gives RHM a competitive edge in the industry

Contact Information

Readers who may have similar application challenges and would like to discuss this sales success are invited to call Richard Chung at 414-449-6187

We look for things that differentiate us from our competitors, and the SmartWire-DT and XV HMI-PLC certainly do that.

*Jeff Verona, President,
RHM Fluid Power Inc.*

Background

RHM is a traditional fluid power distributor who recognized a need in the market and moved beyond component sales of pumps and valves individually. Instead, they market them as complete systems, which led the company to include electrical controls to go with those systems. In fact, RHM's philosophy is that they can engineer just about any hydraulic system that you can imagine.

Challenges

RHM's challenges were varied. First of all, as a leader in the industry, RHM always looks to differentiate themselves from their competitors, so they were immediately intrigued by SmartWire-DT. Their initial impression, however, was that the SmartWire-DT technology might only be economical for projects with multiple and repetitive control panels.

Secondly, RHM often struggled to find qualified personnel who could program and write software for more than one of their top clients. They could find someone to program for one but rarely for two of the major manufacturers programmable logic controllers. With clients

from around the world and multiple software platforms available, RHM knew their clients had the same problem.

Solutions

The first project for which RHM used SmartWire-DT and the XV HMI-PLC was a multiple hydraulic pump system for a hydraulic test stand. RHM uses the XV HMI-PLC in a main panel, which then drives a second remote panel to feed the multiple pump system. The main control cabinet using the XV HMI-PLC with integrated SmartWire-DT can be mounted on the cabinet door and connected to the panel mounted components using a flat multi-conductor cable instead of a multitude of individual control wires.

Previous projects required RHM to build a control panel with an HMI-PLC combination with the I/O built on the back of the HMI. They had extensive wiring going back to the HMI from the main control panel. With the XV model, the multi-colored flat cable picks up all the signals that the PLC is controlling. All of the components are connected using the one flat cable, which makes it a lot easier to build and to debug.



Powering Business Worldwide

Further, the XV controller uses the CoDeSys programming platform, which is an open-source software package, and customers from around the world are likely to have staff who are familiar with it. "If we can promote CoDeSys," said Jeff Verona, President of RHM Fluid Power, "we think that's to everyone's benefit."

Results

What RHM particularly liked about the XV HMI-PLC is that they could actually make one connection with a multi-conductor flat cable and carry that cable across the door and into the main panel directly to the components without a separate gateway. With other competitive products that they have used, they had to take all the individual wires to the HMI-PLC unit on the cabinet door.

"A lot of hard work goes into making connections out on the door and this definitely simplifies that a great deal," said Pete Collins, Director of Operations. "And we like that a lot."

Upon utilizing SmartWire-DT, RHM found it to be extremely economical, even with their customer's smaller orders. By integrating Eaton electrical and Eaton hydraulic applications, RHM pulls ahead of their competition. "SmartWire-DT—along with CoDeSys—gives us a competitive edge in the industry," said Collins.

The Final Analysis

RHM believes that their integration with Eaton products gives them a competitive edge by:

- Reducing design time
- Reducing panel build time
- Reducing debug time
- Simplifying each project

Overall, RHM sees tremendous time-savings, even on one-off orders. "We look for things that can differentiate us from our competitors," said Verona, "and the SmartWire-DT and XV HMI-PLC certainly do that."

SmartWire-DT gives us a competitive edge in the industry.

*Pete Collins, Director of Operations,
DACS RHM Fluid Power Inc.*



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