



**PARKER CERTIFIED DISTRIBUTOR FOR GERMANY  
SPECIALISING IN HYDRAULIC, PNEUMATIC AND  
ELECTROMOTIVE DRIVE, CONNECTOR AND VALVE  
TECHNOLOGY**

## DELTA-Fluid

### DELTA-FLUID'S SERVICE AND REPAIR SOLUTIONS DRIVE SUCCESS

#### **CHALLENGE: ENSURING RELIABLE HYDRAULIC OPERATIONS**

A customer needed a partner with expertise in hydraulics, capable of handling short-term repairs, regular inspections and hose line replacements to ensure smooth and efficient operations.

DELTA-Fluid is a certified Parker Distributor known for its expertise in hydraulic systems and maintenance solutions. With a dedicated team of certified technicians and a fleet of ParkerStore HOSE DOCTOR® service vehicles, DELTA-Fluid provides comprehensive repair and maintenance services. Their commitment to quality and customer satisfaction makes them a trusted partner for companies ensuring optimal performance and longevity of critical systems.

#### **SOLUTION: PRODUCT EXPERTISE AND REPAIR CAPABILITIES**

DELTA-Fluid met stringent requirements by providing local, expert service for their hydraulic systems. With their Hose-Doctor fleet and deep knowledge of Parker products, DELTA-Fluid handled short-term repairs and maintenance management.

“ Our advantage is that, with our modern HOSE DOCTOR fleet and our in-depth expertise in hydraulics, we are ideally positioned for repair and service work at the customer's premises. ”

#### **BENEFITS: ENHANCED EFFICIENCY AND ONGOING MAINTENANCE**

Impressed by the service on the first testing machine, the customer plans for DELTA-Fluid to service a further 20+ machines each with 50-200 hose-lines. DELTA-Fluid ensures seamless maintenance, enhancing operational efficiency and reliability for the customer.

Torsten Heinrichs, Managing Director - DELTA-Fluid

## Identifying the Need for Reliable Hydraulic System Maintenance

When a leading company in the mobility market faced recurring hydraulic system failures in their facility, they needed a reliable partner to ensure smooth operations. Enter Delta-Fluid, a certified Parker Distributor with a proven track record in service and repair solutions. This success story reveals how Delta-Fluid's expertise and Parker's high-quality products transformed their customer's maintenance strategy, leading to significant improvements in efficiency and cost savings.

### Parker Products' Role

The customer's facility relies on hydraulically driven development and testing machines equipped with Parker products. Parker products have been used specifically in connection technology for many years due to their high quality and reliability, which meet the customer's extremely high requirements.

### Finding the Right Local Partner for Servicing and Repairs

The customer was looking for a local partner to take over the servicing and repairs of the hydraulically operated inspection and testing machines. They needed a partner who could serve the Parker portfolio, had expertise in hydraulics, could handle short-term repairs in the event of failures, and take over the maintenance management of the machines.



This included carrying out regular inspections of the machines, replacing the hose lines, and managing the Parker Tracking System (PTS).

### Delta-Fluid's Comprehensive Maintenance and Repair Services

DELTA-Fluid was able to fully meet the customer's requirements. They worked locally, had the desired expertise, and could take over short-term repairs as well as the maintenance management of the machines. With their HOSE DOCTOR® fleet, their know-how with Parker products, and their flexibility, DELTA-Fluid convinced the customer that they were the right partner.

### Implementation of Parker Products and PTS Maintenance Management

The service and assembly team of DELTA-Fluid re-wired the first testing machine with around 200 hose lines and set up the PTS maintenance management. They

used two Parker hoses, 462TC and 797TC, which offer top quality and are preferred by DELTA-Fluid to provide their customers with first-class quality.

### Positive Outcomes and Future Plans for Maintenance

The customer was so enthusiastic about the tubing on the first testing machine that DELTA-Fluid will continue with the next testing machines scheduled for maintenance and new tubing. Approximately 30 testing machines in the facility, each with 50-200 hose lines, have to be serviced several times a year and re-hosed once a year. All of this is done with the help of PTS, without the customer having to take care of the service.

### The Power of a Partnership for Maintenance and Repair Services

Parker, in combination with DELTA-Fluid, forms an unbeatable partnership and the right combination when it comes to service and repair with Parker products. This success story highlights the capabilities of Parker Distributors in delivering tailored solutions that meet the unique needs of their customers, ensuring optimal performance and longevity of critical systems.

“ By being close to the customer, we can ensure fast response times. Our performance, combined with our 30-year partnership with Parker, generates a service level at the very highest level. Our customers receive first-class service, first-class product quality and can concentrate fully on their core business. We make it possible. ”

Torsten Heinrichs, Managing Director - DELTA-Fluid