



Frauenhof
Pure Quality. Pure Service. Pure Frauenhof.

CHALLENGE: FASTER ACCESS TO QUALITY PRODUCTS

A global industrial company required the high-quality Parker ultra-high-pressure hoses but sought greater flexibility, faster lead times and seamless global delivery to optimise its MRO supply chain worldwide.

SOLUTION: ENSURING PRODUCT AVAILABILITY & ACCELERATED DELIVERY TIMES

Frauenhof provide locally stocked Parker hoses, fast global distribution, and expert assembly, ensuring compliance with certifications.

BENEFITS: INCREASED FLEXIBILITY & EFFICIENCY

The partnership improved flexibility, reduced lead times from 6-8 weeks to 1 week, and ensures seamless global deliveries. Frauenhof's expertise minimises delays and enhances their customer's supply chain efficiency.

FRAUENHOF

**PARKER CERTIFIED DISTRIBUTOR FOR GERMANY
SPECIALISING IN ULTRA-HIGH-PRESSURE
TECHNOLOGY**

DELIVERING FLEXIBILITY AND SPEED

A global industrial company sought to enhance the flexibility and efficiency of its MRO supply chain worldwide while maintaining the trusted quality of Parker products. By partnering with Hugo Frauenhof GmbH, a certified Parker distributor, the company gained immediate access to locally stocked ultra-high-pressure hoses, faster global deliveries, and expert technical support.

“

The key essence of our more than 35 years lasting partnership with Parker is to not only offer high quality products, but also an outstanding expertise in understanding our customers' needs and their work.

”

Dr. Fabio-Yannick Laschet - Head of Marketing, Frauenhof

Maximising Flexibility & Speed with Parker's Trusted Distribution Network

A global industrial company relied on high-quality Parker ultra-high-pressure hoses for its maintenance, repair, and operations (MRO) needs.

While the company valued Parker's industry-leading products, it sought a solution that would enhance flexibility and reduce lead times to keep up with the fast-paced demands of its global operations.

In addition, navigating country-specific technical requirements, certifications, and export approvals presented logistical challenges. The company needed a partner that could provide the same trusted Parker products while ensuring seamless global delivery with greater speed and efficiency.

The Parker Distributor Solution

To meet these needs, the company partnered with Hugo Frauenhof GmbH, a certified Parker distributor known for its technical expertise and ability to serve a global customer base. Frauenhof provided a tailored MRO solution by:

- **Ensuring Product Availability:** Customer-labeled Parker ultra-high-pressure hoses were stocked centrally, allowing for immediate order fulfillment.
- **Accelerating Delivery Times:** Frauenhof's established global delivery capabilities and expertise in handling certifications and export approvals significantly reduced shipping delays.
- **Providing Localised Expertise:** Hoses are assembled locally according to the customer's exact specifications, ensuring compliance and performance consistency.



By leveraging Frauenhof's capabilities, the customer gained the flexibility it needs while continuing to benefit from the trusted quality of Parker products.

Benefits of the Partnership

The partnership with Hugo Frauenhof GmbH delivers tangible results:

- **Faster Turnaround Times:** Standard lead times of 6-8 weeks were reduced to just one week plus delivery time.
- **Increased Flexibility:** Frauenhof's ability to prioritise urgent orders ensures the customer can quickly adapt to changing operational needs.
- **Seamless Global Service:** Frauenhof's deep understanding of international logistics ensures smooth deliveries, even with complex certification requirements.

Strengthening the Partnership Through Exceptional Service:

Approximately one-third of the company's business transitioned to Frauenhof, with strong potential for further expansion.

A Stronger Supply Chain with Parker's Distribution Network

By working with a Parker distributor, the customer continues to gain not only faster access to high-quality Parker products but also the localised support and technical expertise needed to maintain global operations efficiently.

The collaboration with Hugo Frauenhof GmbH demonstrated how Parker's distribution network enhances flexibility, availability, and technical support—ensuring customers always have the right solutions, exactly when and where they need them.

“ Due to worldwide located operational areas of our customers it is essential to offer a high flexibility and fast worldwide deliveries – especially in emergency cases such as power plant halts. ”

Dr. Fabio-Yannick Laschet- Head of Marketing, Frauenhof