



SUCCESS STORY

Alkon Helps an Underground Construction Equipment Manufacturer Avoid Downtime

Domestically manufactured cylinders from Allenairstar prevent lost production and costly downtime.

A major U.S. manufacturer of underground construction equipment found itself without a reliable source of hydraulic cylinders. They turned to their trusted partner, Alkon Corporation and its Allenairstar cylinder specialists, to supply new cylinders and keep the assembly line moving.



CLIENT

Underground Construction
Equipment Manufacturer

LOCATION

Midwest USA

FEATURED PRODUCT

Allenairstar Cylinders



CHALLENGE

A distributor servicing the underground construction equipment manufacturer reached out to Allenairstar with an urgent request. The manufacturer's existing cylinder supplier had a machine failure. There was no estimated timeline for when production would resume. Without cylinders, assembly lines were at risk of shutting down. The potential financial losses from a line-down situation could have been staggering. Every hour of downtime meant missed shipments, lost revenue, and frustrated customers waiting for essential equipment.

SOLUTION

Understanding the urgency, Allenairstar quickly mobilized their team to deliver a solution within days, using a quick-turnaround design based on their standard product line. Allenairstar engineered a low-pressure hydraulic actuation cylinder tailored to the manufacturer's specific needs. Allenairstar's hydraulic cylinders outperformed the competition with higher durability, precision, and reliability. With on-time delivery just days after initial request, the manufacturer had Allenairstar cylinders in hand, ensuring that production never stopped.

RESULT

Thanks to Alkon's U.S. manufacturing and fast response times, this equipment manufacturer was able to keep production running without delays, secure a more reliable cylinder supplier, and improve long-term product performance with higher-quality hydraulic cylinders.

"At Alkon, we provide more than fast turnaround and expertise. We work closely with our customers to deliver tailored solutions. By quickly supplying high-quality hydraulic cylinders, we kept production moving and helped avoid costly disruptions. We take pride in understanding our customers and delivering exactly what they need."

- Rick Hernandez, Regional Sales Manager, Alkon Corp.