

STEINER[®]

Custom Products Group

VALUE ADDED SERVICES



Steiner Electric recently presented the **80/20** “T-Slot Framing” product line solution to a number of customers. As a result, Steiner was quickly approached by several customers to look at immediate needs for machinery applications.

- One of the customers requested that Steiner look at an application on one of their box cutting machines to see if they could make a piece for safety guarding.
- Another customer sent an e-mail with a CAD drawing based on a whiteboard concept of a new machine they wanted Steiner to quote.
- A third customer approached Steiner about a new machine to be made entirely out of **80/20**.

Our specialists addressed each of these requests by measuring everything for the machines, providing detailed drawings where necessary and providing quotes of the complex applications. They provided all the services the customers needed which resulted in Steiner receiving a purchase order from each customer along with **Steiner’s Custom Products Group** providing the assembly service for each of the units.

What value did **Steiner Electric** bring to these customers? As a result of Steiner’s continued investment in new vendors and products like **80/20**, we were able to provide the following value to these customers:

- ✓ **Presented them with a new solution that they were not aware was available**
- ✓ **Provided a detailed design for a custom solution to meet their needs**
- ✓ **Delivered a turnkey assembled solution through our Custom Products Group**

Steiner Electric Company’s Custom Products Group is here to make a difference for you. Steiner can help your company save inventory dollars while allowing you to concentrate on what you do best. Our Value Added Services include: modifying existing products to meet your requirements, assembling component parts into kits, reducing labor costs, a simplified ordering process, and faster-turn around time, all resulting in increased production levels.

[Click here to learn about what 80/20 can do for you](#)
or contact Steiner's 80/20 Specialists for an on-site demonstration.

For more information on Custom Products, please call 1-800-STEINER