Zero Vib Center

May 2021
Who are we?
Facts and figures

Focused on 3 market segments

Metalworking

Energy

Tire shops

500 employees

1,700,000 tools and accessories delivered every year in more than 150 countries

3 R&D sites in Europe and Asia with high-end testing laboratories for: quality, durability, torque, power, noise and vibration to match all global certification needs and our own standards

Who are we?
Chicago Pneumatic vehicle service product range
Maintenance applications

Pneumatic tools

Workshop equipment range

Cordless tool range

Impact Wrenches
Ratchet Wrenches
Grinders
Sanders & Polishers
Hammers & Scalers
Drills
Screwdrivers
Specialty Tools
Workshop Equipment...
Chicago Pneumatic industrial product range: Heavy duty maintenance and production applications

Pneumatic Tools

- Impact Wrenches
- Ratchet Wrenches
- Screwdrivers
- Squeezers
- Grinders
- Sanders
- Drills
- Hammers & Scalers
- Specialty Tools

ATEX certified product range for bolting operations in "explosive atmosphere"
Our distribution business model

Our mission:
Customer satisfaction
Easy to buy, easy to use, easy to deal with.

Key Accounts

- Catalogue House
- Online Players
- Industrial Warehouse
- Industrial Generalist
- Industrial Specialist
Situation regarding vibration
Pro vibration inside CP

- **In strategy**, ergonomics (including vibration) is one clear target:

- **In R&D**, technical people understand the need for reducing vibration:
  - ✔ Common *studies* with Rise (Hans Lindell)
  - ✔ Closer to research and *standardisation*
  - ✔ Works on *prototype* isolated handles
  - ✔ Additional vibration *measurements* according to new ISO-TR 18570
Difficulties inside CP

- Marketing and customer feedback:
  - Cost and Power as first priorities
  - Weight as a secondary need
  - Vibration is “nice to have” more than a “must have”

- R&D is far from end-user:

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R&D   Marketing   Sales   Dealer   Buyer   End-User
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Tool specification on Website and Catalog
CP: improvement ideas

• Evolution of **measuring standards**:
  – Today only official ISO 5349 which considers only low vibrations => official catalog value
  – Research under progress (medical studies)
  – ISO working group and new ISO-TR 18570

• Evolution of **regulation** (linked to previous item)

• Increase customer demand on low vib products by **spreading knowledge** from research to:
  – **End-users** (they should know the risks and then be able to request for low vib tools)
  – **Machine manufacturers** (they could improve their products and inform their customers)