



## Product

## Heavy-Duty Custom Bearing Assemblies

## Application

## Moveable Room Partitions

## Highlights

- Custom heavy-duty bearing solution
- Single unitized assembly eliminated extra parts and assembly operations
- Reduced costs

A global manufacturer of movable folding room partitions used in hotels and convention centers contacted Kilian for a special bearing assembly that was needed to securely hold the heavy partition panels in place. Retention strength was critical, but equally important was the effort required to move the partitions – these big, heavy walls had to move easily and smoothly to satisfy ergonomic requirements.

Kilian was already supplying only the loose bearings to this customer. However, at the time, Kilian was not aware that other parts were needed to put the loose bearings to work in the application. The customer purchased a separate stamping and cold headed fastener, which required separate quality, purchasing and inventory activities to support the purchases of these components. When all of the parts finally arrived, the customer assembled the unit and attached the Kilian bearing to the stamping.

When Kilian realized that the bearing was used in a slightly larger assembly, they proposed a unitized assembly – a “right out of the box” design solution that incorporated the stamping and rivet. The new assembly saved the customer assembly time, scrap, and all of the hassles associated with buying the other components. When the customer added up all of their direct and indirect costs, they also realized a significant cost reduction.

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