

SWITCHING TO BETTER: Nason Switches Remove Barriers for ITW

Nason has produced millions of switches over the last 70 years, providing various industries with the exact component needed for their equipment to function. In 2008, Nason caught the eye of ITW Food Equipment Group, a manufacturer behind some of the biggest brands in the foodservice equipment industry. ITW products needed reliable, high-quality switches.

Challenge

Before partnering with Nason, ITW Food Equipment Group struggled to find durable switches that could withstand use. When ITW had to start paying for expensive warranties, the low-quality switches began to impact the company's budget. Field technicians also had difficulty installing and calibrating components from previous switch suppliers.

To make matters worse, the company found that some state codes required set pressure switches to be used in equipment, rather than adjustable pressure switches, or companies within that state could not purchase ITW products. ITW was frustrated with finding a high-quality supplier.

Solution

ITW's engineering team was at a loss until they discovered Nason. The customer-driven team at Nason offers customizable components and provided ITW with pre-set pressure switches, allowing them to continue selling ITW products in all states.

"Nason plays an important role in our organization by providing quality products and excellent service."

– ERIC DEAN
ITW ENGINEER



Nason's SM fixed low-pressure switch was the perfect fit for ITW's application.

ITW's high- and low-pressure switch features:



High- and low-pressure switches keep contacts either open or closed until a precise set point is reached. At that point, they snap over the center to a new state and remain there until pressure distinctly lowers (high-pressure) or rises (low-pressure), triggering the pneumatic switches to snap back to their original state.

The team at ITW was impressed with Nason, specifically in two main areas:

HIGH RELIABILITY: More than 98% of the switches ITW received were effective in applications. Nason's switches performed well in the foodservice industry, typically outlasting other major components that were also exposed to scale, heat and duty cycle.

EASE OF USE: Nason's additional markings, such as engravements, provided easier identification, simplifying ITW's product installations in both manufacturing plants and the field. Repairs became easier for field technicians, making ITW installations more efficient.

Result

"Nason plays an important role in our organization by providing quality products and excellent service," said Eric Dean, ITW engineer. "We utilize their switches in our cooking equipment, which reinforces our focus on providing the best experience for our end users through reliability, longevity and ease of use."

During engineering evaluations, ITW found that Nason provided hands-on design changes and insight into which products best served ITW's needs. Nason also offered an exceptional turnaround time for prototypes and samples.

Since partnering with Nason, ITW has been able to produce its top-quality products within budget, meet state compliance regulations and better serve its customers.



CF
HIGH-PRESSURE
SWITCH



SM
FIXED SET POINT
LOW-PRESSURE
SWITCH