

Success Story: Geo. M. Martin Company

Markets Served

OEM – Corrugated box machines

“After Geo. M. Martin Company learned that Eaton’s SM Series photoelectric sensors could not only be modified to meet its particular needs, but also brand labeled to protect the company’s after market business, it chose the sensors for its innovative machine perimeter guard solution.”

Eaton’s Sensor Modification Capability Earns Geo. Martin’s Business

Location:

Emeryville, CA

Problem:

Need to ensure corrugated box machine operator safety.

Solution:

Eaton’s SM™ Series photoelectric sensors.

Results:

Innovative perimeter guard to protect operators.

Contact Information

Readers who may have similar application challenges and would like to discuss this sales success are invited to call Howard Weymouth at 425-349-5258.

Geo. M. Martin Company, an industry leader in the development of innovative equipment that delivers high performance with unmatched reliability to the corrugated container industry, takes a proactive approach to safety. After Geo. M. Martin Company learned that Eaton’s SM Series photoelectric sensors could not only be modified to meet its particular needs, but also brand labeled to protect the company’s after market business, it chose the sensors for its innovative machine perimeter guard solution.

Eaton’s Howard Weymouth explains, “Geo. M. Martin recognized that our photoelectric sensors had the ability to play a key role in a perimeter guard solution that the company had developed to ensure operator safety.

“Basically, the perimeter guard is a series of poles on a platform hooked together in a chain. Each pole assembly has an SM photoelectric sensor as light source and a receiver. The light source shoots across to the next pole in the chain, it in turn, turns on a light source that shoots to the next pole that picks up the signal and then shoots is out to the next pole in succession.

“If anything breaks the chain, such as an operator moving in between two poles, the light beam is broken and each receiver in succession turns off and ultimately the last one is connected to a computer that triggers the machine to shut down.”

After Eaton and Geo. Martin Company worked together to develop the solution, the customer indicated that it has some specific requirements that needed to be met.

In order to protect its after market, Geo. M. Martin wanted its name on the sensor rather than the manufacturer’s. In addition, the company wanted two versions of the product to meet its application requirements: one version with an 18-inch cable and another with a 48-inch cable.

Weymouth adds, “Eaton’s ability to understand and respond to the customer’s needs for modifications enabled us to add value. We were able to address their desire to protect their after market business. Since we were able to provide the specific cable lengths that the customer required, we were able to help them make assembly easier. This eliminated the company’s need to cut the cable to length for each installation, which reduced their scrap and scrap removal costs.”

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