



VLT® quality preferred by Dutch dairy company

Danfoss quality made the Dutch company Van Uitert win a project for the Dutch dairy company Friesche Vlag.

VLT® is now Van Uitert's standard solution.

Danfoss quality won a project with the Dutch company Van Uitert for the Dutch dairy company Friesche Vlag. Van Uitert manufactures conveying and packaging systems, and until now, their preferred supplier of decentral drives was a Danfoss competitor.

Friesche Vlag, on the other hand, is a long-term Danfoss customer and therefore prefers a Danfoss solution.

Van Uitert planned to offer the project about 200 geared motors and decentral drives from our competitor. However they would also give Danfoss a chance to offer a solution for both geared motors and drives. Consequently Danfoss in the Netherlands decided to try to win the project.

VLT® - standard choice in the future.

Danfoss' offer was convincing and Van Uitert decided to place the order with Danfoss, but also to make Danfoss solutions the standard choice in the future.

The project was up against a very tight time schedule. The drives had to be supplied by the end of October, and product adaptations would make our decentral drives more suitable for this type of conveyor. Additionally, Van Uitert had to get all drives up and running in a very short time.

Thanks to a very tight follow-up on all designs, excellent support and flexibility from all departments involved, we met the customer's demand.