



ESSENTRA



## CUT COSTS AND TIME

Groupe Atlantic is a global leader in thermal comfort solutions. When the company needed a custom solution for their new product range, Essentra answered with increased product functionality while cutting production time and reducing costs.

### THE CHALLENGE

Groupe Atlantic wanted to launch a new range of boilers called Varmax. The boilers required a swing handle that was secure, yet that standard tools could open. The handle also had to adapt to a high-panel thickness, fit flush with the boiler design and open safely.

### THE SOLUTION

Groupe Atlantic needed a swing handle that worked with the boiler's ergonomic design. Essentra took the time to understand the scope of the situation in-depth, consulting with the customer and looking at the challenge from every angle in order to design the perfect bespoke handle. Essentra managed every aspect for the customer, taking the design from production to delivery. Not finished, Essentra also created bespoke tooling for the customer to produce recessed handles needed for the side of the boiler.

The final solution included a silicon isolation cap to help fix the insulation around the main boiler part.

**CUSTOMER**  
Groupe Atlantic

**INDUSTRY**  
Equipment Manufacturing

**PROJECT**  
Handle and Cap solutions

**SOLUTION**  
Groupe Atlantic improves their product and ROI with Essentra's custom solution



**"Essentra has made a real effort to understand our challenges, which made choosing them as our strategic provider easy."**

Adrien Baudoux, Project Buyer  
– Groupe Atlantic

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ESSENTIAL SOLUTIONS DELIVERED



# ESSENTRA



## RESULT

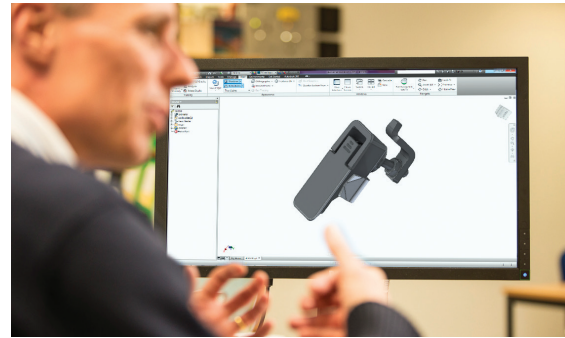
Essentra's experts worked directly with Groupe Atlantic, ensuring the smooth flow of information and the ability to act quickly, which resulted in a custom solution that provided:

**Time savings** - Decreased production time in the assembly line by rationalising key parts.

**Improved performance** - Increased the boilers' functionality with a tailor made solution.

**Safety and security** - Specially reinforced parts ensured boilers' were secured and safe to open.

**Easy access** - Guaranteed the boilers' could be opened with a standard tool for servicing efficiency.



Groupe Atlantic also realised additional return on investment:

**Cost reductions** - Choosing Essentra as a preferred provider for their capabilities allowed a major reduction in suppliers.

**Direct savings** - Paid considerably more for parts with previous suppliers and is now saving significantly with Essentra's solutions.

**Stock availability** - Essentra has a global presence with a wide range of solutions, offering more stock options.

## ONGOING SUPPORT

Essentra continues to provide ongoing support by providing a buffer stock agreement in line with the production of the Varmax range. This guarantees that the customer will have the parts needed in future. A dedicated Account Manager ensures Groupe Atlantic always has direct contact with experts when needed.

To find out how the experts at Essentra can help your business, call **0845 758 5070** or email **[sales@essentracomponents.co.uk](mailto:sales@essentracomponents.co.uk)**

**"We had a considerable challenge in producing our new range, but Essentra took a fresh and innovative approach with a solution to our needs, meaning we saved valuable time and money."**

Adrien Baudoux, Project Buyer  
- Groupe Atlantic

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