



# RYCO: The Leader in Hydraulics

## RYCO introduces myRYCO and RAM digital solutions

*Celebrating 70 years worldwide and 15 years in North America, RYCO has built a strong reputation since it commenced manufacturing hydraulic hose and fittings in Melbourne, Australia. Engineering excellence, customer focus and the highest quality products continue to attract new clients from numerous industries across the global marketplace, such as mining, underground, forestry, construction, utilities, environmental, defense, marine, oil & gas, agricultural and more.*

*By Melanie Gogan, Editor*



In today's competitive business environment, the requirement for suppliers and clients to work closely together is critical in understanding the demands of the marketplace. RYCO has addressed this issue with the introduction of new products, electronic services and software solutions aimed at increasing overall performance and moving business forward.

Over the last few years the company has listened closely to its North American clients and it became clear that to continue as an industry leader, they needed to invest in new technologies that were able to enhance the productivity, innovation and success of their clients' businesses. To that end, RYCO launched their new Crimper Program, their new myRYCO eCommerce platform, as well as their latest RAM software tool.

### **RYCO Crimper Program**

RYCO was excited to launch its new Crimper Program. After endless hours of research and development, the company

has introduced an innovative range of crimpers to the North American marketplace. The new crimpers offer diverse solutions, capable of addressing individual needs:

#### **RC16 - 1" Mini Crimper**

RYCO RC16 is powerful, compact and portable. Weighing in at only 26 kg/57.3 lb, those awkward jobs are now made easy. Operation is by any 700 bar/ 10,000 psi power source, such as a hand pump or air over hydraulic pump.

#### **RC24 - 1.1/2" & RC32 - 2" Mobile Crimpers**

RYCO RC24 and RC32 Series crimpers are designed to handle large jobs with speed and efficiency. This series is designed to crimp hose couplings up to 1.1/2" and 2", respectively, with a crimping force of 2,200 kN and 2,800 kN. These full scale units offer high speed for increased productivity, large die openings to allow small and large hose assemblies to pass through easily, a wide range of available die sets, and high strength.

#### **RC24 - 1.1/2", RC32 - 2", RC48 - 3" & RC80 - 4" Production Crimpers**

RYCO RC24/RC32/RC48/RC80 Series crimpers are designed to handle large jobs with speed and efficiency. This series is designed to crimp hose couplings up to 1.1/2", 2", 3" and 4", respectively with a crimping force that ranges from 2,200 to 4,800 kN. These full scale production units offer high speed for increased productivity, large die openings to allow small and large hose assemblies to pass through easily, a wide range of available die sets, and high strength.

Complimenting this new range of offerings, RYCO's sales staff and engineering department is always on-hand and willing to answer any question about the Crimper Program.

This commitment to customer service remains a core value at the heart of RYCO's business.



#### **eCommerce: myRYCO**

RYCO's eCommerce portal, myRYCO, is another recent introduction by the company. This new online forum provides RYCO's client network with a powerful tool to manage the Supply Chain interface to RYCO Hydraulics. Regardless of time zones, RYCO clients now have 24-hour access to inventory, ordering and lead times, all at the click of a mouse.

The myRYCO eCommerce platform is now live and ready for clients to start submitting and tracking their orders.

#### **How can myRYCO help?**

- Providing clients with 24-hour access
- Online ordering
- Product availability
- Stock orders
- Price confirmation
- Order planning
- Re-ordering
- Accounts management
- Shipment tracking





*RYCO JSEAL with RAM tracking tag*

**RYCO Asset Management system: RAM**

Last but not least, RYCO has introduced a software system with the potential to help businesses maximize efficiency and reduce downtime. RYCO Asset Management (RAM) is a Hose Identification, Asset Tracking, Audit and Inspection, Preventative Maintenance and Reporting System that will prove invaluable to any organization, big or small. The key to its effectiveness is its usability:

- RAM is online (cloud based)
- RAM is modular
- RAM is mobile (accessible via Android & iOS)
- RAM utilizes QR codes
- RAM uses 2D bar code technology

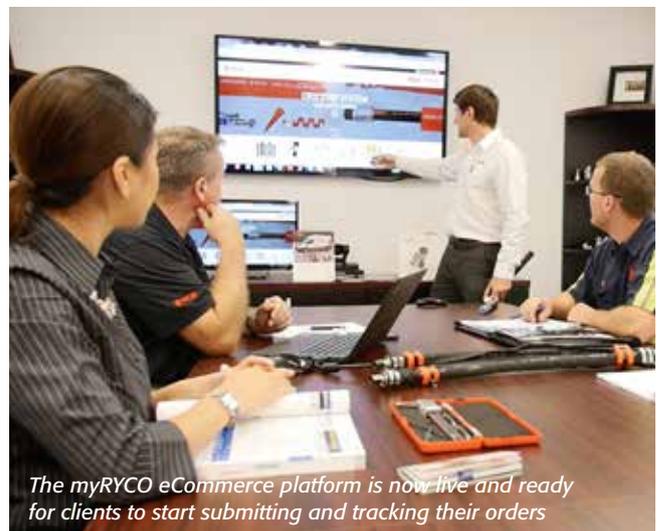
Designed to provide a complete management solution, this user-friendly database system provides unparalleled benefits to users. RAM includes:

- Hose identification
- Asset tracking

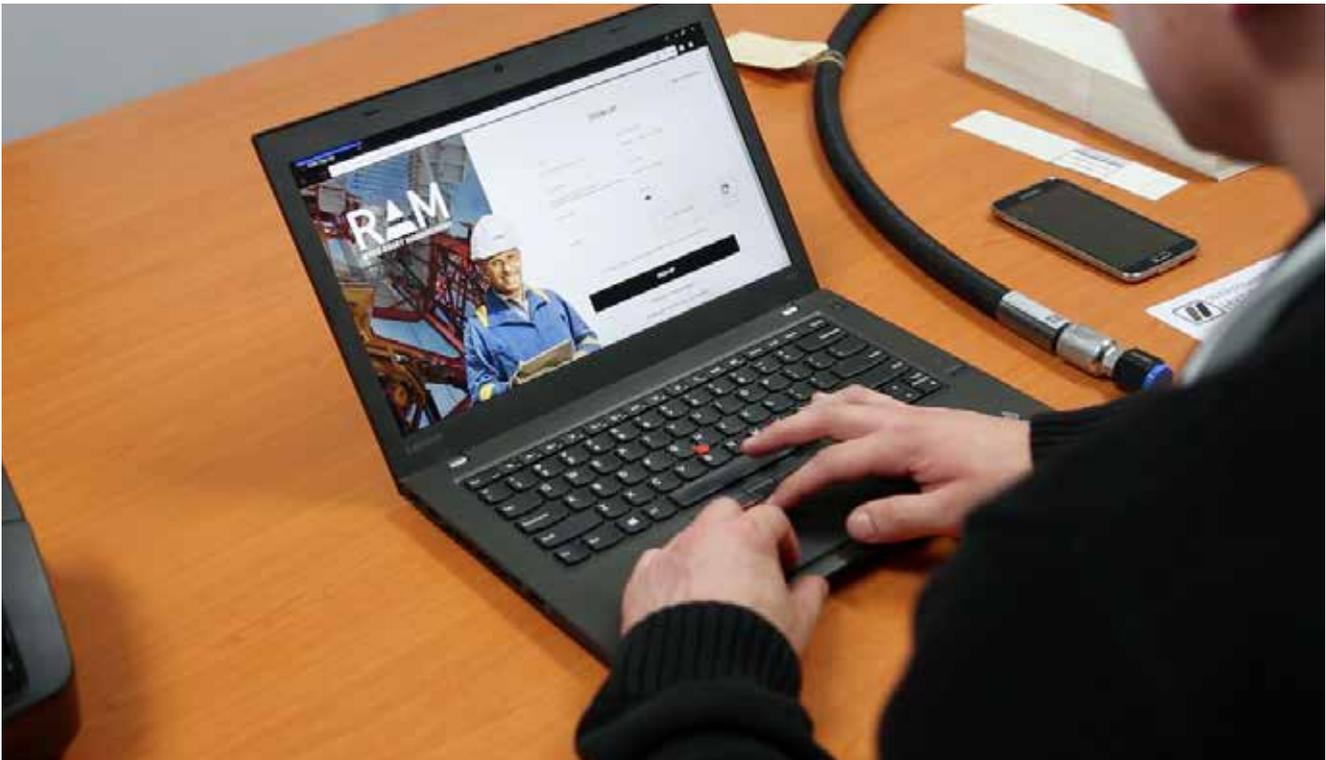
- Location identification
- Audit and inspection
- Work order management
- Accurate asset replacement order
- Revenue growth
- Cost reduction
- Email alerts
- Maintenance profiling
- Failure mode analysis
- Reporting system
- Client to client

**RAM's distributor advantage**

RAM offers the promise of repeat business on the supply of hose through the distribution channel, by offering clients 100 percent accuracy of re-ordering assets, one-stop supply and transparency of the hose assembly bills of materials. Ease of identification by the client ensures quicker response times and speed to market.



*The myRYCO eCommerce platform is now live and ready for clients to start submitting and tracking their orders*



The printing of asset labels with the distributor's branding and contact details allows direct point of call, repeat business, speed and efficiency—promoting immediate response to client requirements. With RAM, the distributor instantly offers a 24/7 ordering service with re-ordering feature, once scanned.

*"We here at RYCO Americas are excited to be launching two new digital products to our clients. Our belief is myRYCO and RAM will enhance our clients' ability to interact with RYCO more effectively in this age of digital information and waste elimination."*

*- Gordon Duff, Senior Vice President, RYCO Americas*

Not to mention, reporting within RAM provides a proactive sales tool, identifying inspections and asset lifecycle for the clients. Aftermarket sales will never be lost with improved speed to market through visual contact and location information, along with 100 percent accuracy of the bill of material information.

#### **RAM's OEM advantage**

RAM offers original equipment manufacturers (OEMs) the ability to have total cost of ownership with assets. RAM allows for full traceability, product lifecycle, warranty tracking and accuracy of supply. Ease of contact with the distributor also ensures maximum service and support, through the equipment lifecycle.

OEMs have the visibility to conduct failure mode effects analysis reporting to drive equipment productivity, performance, preventative maintenance planning and ultimately, supporting customer retention.

#### **Confidence in the future**

RYCO is committed to offering the latest in customer ser-

vice and technology that is capable of bringing business to the next level. Highlighting this, Gordon Duff, Senior Vice President at RYCO Americas says, "We here at RYCO Americas are excited to be launching two new digital products to our clients. Our belief is myRYCO and RAM will enhance our clients' ability to interact with RYCO more effectively in this age of digital information and waste elimination." The company looks forward to seeing how the new Crimper Program, my RYCO and RAM will bring success to their clients, today and in the future.

#### **RYCO NORTH AMERICA AT A GLANCE**

<b>Years in business:</b>	15 years
<b>Headquarters:</b>	1616 Greens Road, Houston, Texas, USA 77032 , USA
<b>Product offering:</b>	Hydraulic & industrial hoses, couplings, adaptors and accessories; hydraulic filters; industrial clamps; product information bulletins (PIB) and datasheets; product information videos (PIV) - hydraulics
<b>Industries:</b>	Mining, underground, oil & gas, agriculture, forestry, construction, industrial, environmental, utility, marine, defence, extreme
<b>Website:</b>	<a href="http://www.RYCO.com.au">www.RYCO.com.au</a>

