

Case Study: Motion Lube Caddy

Transforming a Unique Customer Need Into a New Product Offering

Creating a Streamlined Lubrication Replacement System

Sometimes, a custom solution can spark an idea for a new product offering. Our team recently experienced this while working on a project for a long-time customer. This large paper mill in the Northwestern United States was looking for a way to streamline its manual lubrication operations. Searching for a unique solution, they asked us to design and build a lubrication cart to service their gearboxes.

“The first cart we designed was a single tank with an air-operated diaphragm pump,” said Scott Smith, West Division Manager for Motion Repair & Services. “The customer would pump used oil out of their gearbox and into the cart. The cart was hooked behind a golf cart, and the customer would then tow the cart to their disposal tank to pump out the oil.”

Perfecting a New Product

The paper mill was satisfied with this solution but soon requested that we adjust the design to have tanks for old and new oil. This design allowed the customer to use the cart to remove old oil from their gearboxes and pump in new, filtered oil. The customer was thrilled with how this addition significantly decreased the time spent on their lubrication and provided a sanitary solution for new oil.

Seeing how this lubrication cart transformed this paper mill’s operations, our team continued to improve it with additional valves and modifications to make it more versatile. Finally, this new product offering got a name—the Motion Lube Caddy.



Figure 1: The Mi Lube Caddy was created to simplify lubrication operations.

About the Motion Lube Caddy

Our team invented the Motion Lube Caddy as an ideal solution for manufacturers who change lubrication oil periodically, especially for gearboxes.

“The Motion Lube Caddy provides customers with a streamlined system where they don’t have to go get a forklift to move oil tanks anymore,” Smith said. “Our automatic shutoff feature allows operators to set this up and walk away, giving them more time to focus on other tasks.”

While the Motion Lube Caddy has a standard base model, this patent-pending solution can be fully customized to meet individual customer needs. This includes adjusting power sources, tank sizes and filter micron ratings. Overall, Smith says that the product has been very well received by potential customers.

“I think our team has a lot of unique things that we build, but we rarely make them standard Motion products,” Smith said. You’ve got to have somebody with a little bit of vision that can just grab onto this sort of idea, and that’s what our team did here. It started with the customer’s need, and working together, we’ve expanded that vision and made it happen.”

Contact Us

Our team is ready to optimize your lubrication operations. Learn more about the Motion Lube Caddy [here](#) or [contact us](#) today.