



Special Capabilities

In previous editions of OnAir, the Application Engineering Corner has covered specific topics or products that we encounter on a daily basis. This time out we would like to be a little more general and cover the area of special products. For those who may not be aware, one of the main functions of the Titus Application Engineering Group is to provide special product options, or sometimes entirely new products that do not exist in the mainstream Titus product line. Historically, it should be noted that many of Titus' current standard product lines originated as special products like the XC-310 and the DAT. We want to hear about your special product requirements because you are our front line in the field and you are our best source for determining new product options and offerings for the HVAC industry.

Once we receive a special product request our course of action can follow different paths. Since our group has extensive knowledge of our plants' manufacturing processes, capabilities and methods, we can often determine very quickly whether a requested special product can be manufactured in-house. The process may sometimes require the generation of special drawings for manufacturing to review the feasibility of building the product and the special costing that would be involved.

Based on their response, we can then quote the special product and provide the appropriate documentation necessary for submittal and approval for the end customer. If the special product requirement is beyond the capability or expertise of our manufacturing facilities, we will then seek to outsource the product to a vendor or supplier who specializes in custom fabrication. Many times special product requests require additional time to process so this consideration should be factored in before setting any response time expectations.

Here are a few examples of special product requests that we have received and the solutions that were created. Also, we provided the product options to illustrate the difference between the two paths to landing that special product order.

IN-HOUSE SPECIAL PRODUCTS

REQUEST - GRILLES AND RETURNS FOR LAY-IN APPLICATIONS IN WHICH THE NOMINAL SIZE IS NOT MODULE SIZE MINUS 4.

Result - This is a common in-house special that involves welding the grille into a pan with a cutout in the center of it. Pricing for this special can actually be calculated using the panel add in the grille price list.

REQUEST - MOUNTING HOLES IN THE FACES OF SURFACE MOUNT DIFFUSERS LIKE THE TDC.

Result - We can put mounting holes in grilles, thus we can usually do them in diffuser frames that resemble grilles.

REQUEST - SHORT-BLADE ORIENTATION OF BAR GRILLES.

Result - This is becoming a more commonly requested option and is line to become a standard. In this case, there are limitations on the length of the unit as the tooled parts and assembly fixtures were not designed for lengths over 24".

Some additional examples of in-house specials that have recently become standard products include the ML-TZ, ML-40 and the ML type 22.

OUTSOURCED SPECIAL PRODUCTS

REQUEST - STAINLESS STEEL BAR GRILLES (CT).

Result - Unfortunately, our plants do not have the material, tooling, fixtures or welding equipment necessary to build these products. We have to outsource many stainless steel product requests. Some important factors to consider whenever a product has to be outsourced is that these products tend to be expensive and may take additional time to quote because we require the sizes and quantities of these products and they are quoted to us on job-by-job basis.