

## Case Study

# ACTREG

## World Class Products, World Class Service

Since 1992, ACTREG has specialized in the manufacture and sales of high quality actuators for valves requiring a rotary quarter turn movement for either On/Off or modulating duty. This specialization, and the company's global reach, has made it a recognized world-wide expert in actuation technology.

To reinforce this standing, ACTREG has invested in quality assurance, state-of-the-art machining and testing facilities in order to help customers safely control their processes. Engineered and built to withstand nearly any application and set of environmental conditions, ACTREG actuators offer the certified design precision and product quality needed for long and safe operational performance in valve control. The company's products have been tested and approved for everything up to and including explosive petrochemical applications.

Staying on top of the market also requires world-class customer service. International distribution means ACTREG is ready to respond quickly to any customer need for

product and, more importantly, personalized service for valve manufacturers, valve stockists and contractors.

### Intuitive Software Means Custom Solutions at Stock Product Speed

Having stock parts ready for delivery is important, but ACTREG also has to be ready to meet the needs of clients seeking custom product. John Burbidge is a sales engineer for ACTREG, but that's just the start of his responsibilities. He also creates datasheets, drawings to be approved by clients, and pneumatic design control panels as part of his day-to-day activities.

Four years ago, working for a former employer in a similar role, Burbidge was fighting through his custom design projects with AutoCAD® and SolidWorks™. Because he had multiple responsibilities, he didn't have the time to spend becoming an expert in CAD and spent most of his time with the software re-learning how to use it. The inefficient design process would cost the company time and often business.

Despite being pressed for time, he was sent to a materials handling exposition with the responsibility of updating the projects office. While he went unwillingly, he says, "there was a SpaceClaim stand I had the good fortune to notice out of the corner of my eye." He was hoping that SpaceClaim would be more intuitive, so he could spend his time in the software getting his designs



ACTREG products, like the ASR 1750 rack and pinion actuator shown here, are used worldwide for the industrial automation of one quarter turn valves.

### About ACTREG

- A multinational company specializing in the manufacture and sales of high quality actuators for valves requiring a rotary quarter turn movement for either On/Off or modulating duty
- A manufacturer of rack and pinion aluminum housing actuators with torque figures up to 6,500 Nm and scotch yoke actuators for heavy-duty service up to 250,000 Nm.
- ACTREG has invested in quality assurance, state-of-the-art machining and testing facilities in order to assist customers in safely controlling their processes.

### Goals

- Speed time to manufacture
- Improve designs to save costs
- Edit 3D models without becoming a CAD expert

### Results

- Able to create and edit models for confident bid creation and customer support without becoming a CAD expert.
- Able to serve a larger customer base by having layouts approved before assembly.
- Able to save costs by editing models to create more efficient product designs.

[www.actreg.com](http://www.actreg.com)

*"I found that using SolidWorks®, most of my time was spent trying to remember how to use the software. I was hoping that SpaceClaim® would be a lot more intuitive; which it is."*

done rather than relearning the menus and commands. It took minutes to see that it was exactly the tool he needed.

According to Burbidge, the simplicity of creating and editing 3D solids drove him to bring SpaceClaim into his former company. "It was very easy to pick up and the ease of use allowed me to concentrate on design. I even taught a couple of people there how to use it, as well. One person in particular, who was not a draughtsman or had any experience in drawing, picked it up instantly."

### Custom Projects Made Easy and Fast

When he began his work with ACTREG, it was an easy decision to bring SpaceClaim with him. Burbidge mostly uses Microsoft® Office for his day-to-day work, and the clear interface and intuitive tools in SpaceClaim make creating and editing 3D models just as easy as working in Word or PowerPoint.

As a result, he uses SpaceClaim for all of his engineering-related tasks, including designing control panels, creating general arrangement drawings and even creating datasheets. "Using a 3D package is particularly critical [for designing control panels] as the scale models can be put into my clients' skid/layout models and I know they will fit," Burbidge explains. "I use the parts lists as a bill of materials so I can ensure that the fixings are all in stock."

### Designing Better Products and Opening New Markets

Being able to edit the models himself also means he can improve designs to save costs. The control panels Burbidge designs often have several twin ferrule fittings that are expensive and can also require long lead



These products were manufactured and assembled for Repsol S.A., the multinational oil and gas company based in Madrid, Spain, in four weeks.

times. "There was one occasion where we saved thousands of Pounds because one of our salesman had quoted for a lot of fittings and I designed the control panel with only a few."

SpaceClaim has even opened up new markets within the petrochemical industry for ACTREG, as the company can now have layout designs approved prior to assembly.

Using SpaceClaim gives Burbidge the 3D model creation and editing power to build on ACTREG's global reputation for excellence with outstanding front-line customer service. He now considers it his good fortune to be sent to that exhibition four years ago, where a quick tour of SpaceClaim Engineer showed him that 3D modeling can be fast, intuitive and powerful.

## About SpaceClaim

SpaceClaim, the leading provider of 3D Direct Modeling software, develops the best direct modeling solution for engineering and manufacturing. SpaceClaim's acclaimed software is easy to learn and use and is completely CAD-neutral. It enables engineers and other manufacturing professionals to rapidly create new designs or manipulate and edit existing 2D and 3D geometry, without the complexity of traditional CAD. Customers include Toyota Motor Corporation, Nokia Siemens Networks, Bosch, TE Connectivity, BorgWarner, Medtronic, Lotus Cars, Sharp, Ford Motor Company, LG Electronics, Eaton, K2 Medical Systems, Emhart Glass, Carl Zeiss, General Dynamics, and the U.S. Navy. SpaceClaim is privately held and backed by Borealis Ventures, Kodiak Venture Partners, North Bridge Venture Partners, and Needham Capital.

*For more information on SpaceClaim, please visit [www.spaceclaim.com](http://www.spaceclaim.com).*



150 Baker Ave. Ext.,  
Concord, MA 01742 USA  
Tel: +1 978.482.2100  
Fax: +1 978.369.5864

[www.spaceclaim.com](http://www.spaceclaim.com)