

ROCKFORD INDUSTRIAL WELDING SUPPLY, INC.

CHART
VS-SIPHON 100

CASE STUDY #1



Company:

Rockford Industrial Welding Supply, Inc. is located in Rockford, IL and is an independent distributor of welding supplies and industrial gases. Gases are delivered to customers in high-pressure cylinders, liquid cylinders, dewars, and MicroBulk form. Rockford Industrial runs five days per week, and delivers to customers throughout northern Illinois, eastern Iowa, and southern Wisconsin.

Challenge:

Rockford Industrial was utilizing standard bulk tanks to store bulk liquid Nitrogen, Oxygen, Argon and specialty gases used in its filling operation.

In a business where there is no time for downtime, the company was experiencing production delays caused by pump cavitation. It also experienced high costs for repairs and needed to staff a second shift to keep up with production demands.

Solution:

Rockford Industrial contacted Chart Inc. and requested a Siphon 100 analysis for each of their cryogenic gases. Upon Chart's recommendation, Rockford Industrial installed three new Siphon tanks to streamline their filling operations.

Benefits:

Among the many benefits Rockford Industrial now enjoys, three stand out:

1. Pump life has been extended and repair costs reduced.
2. Running a second shift has been eliminated.
3. Filling time for a cylinder has been reduced by 50% enabling a 200% increase in cylinder filling production.



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Rockford Industrial Welding Supply, Inc. - Rockford, IL

The data below reflects the before and after results Rockford Industrial experienced from replacing standard bulk tanks with Siphon tanks.

Rockford Industrial Data Comparison:

	Before Siphons	After Siphons
Annual Pump Overhaul Expense	\$8,000	\$2,000
Pump Life Before Overhaul	2000 hours	8600 hours
Cost for Two Staff on 2nd Shift	\$100,000	\$0
Cylinder Fill Time	32 minutes	16 minutes

Outcome:

In addition to the financial benefits the Chart Siphon systems bring to Rockford Industrial noted above, several operational benefits also became apparent.

By eliminating its second shift, Rockford Industrial eliminated a safety concern and supervision issue.

With newly created capacity, Rockford Industrial is able to offer quick turnaround on its customers' cylinder orders.

Rockford Industrial is able to fill more cylinders in one shift than it did in two shifts.

Customer Quote:

Rick Keefer, Corporate Sales Manager, noted, "At first I was concerned about achieving a return on the significant capital investment for the Siphons. But after our experience, they are well worth the investment. Siphon tanks work as advertised."