



Case study

Transport manufacturer upgrades shielding gas supply mode to significantly improve productivity

Sloanebuilt Trailers

Sydney-based transport manufacturer Sloanebuilt Trailers reduced manual handling of gas cylinders by 20 per cent upon upgrading to BOC's new Argon & ARGOSHIELD® Heavy G3 VIPR. The new G3 VIPR is a more convenient and cost effective gas supply solution for Sloanebuilt Trailers, which saw them end a 20-year relationship with their previous supplier.

The new G3 VIPR is a 50 litre (water capacity) cylinder with inbuilt regulator and is an intermediate supply between G sized cylinders and BOC's CRYOSPEED® liquid vessel. With over 60 welders working at any one time, Sloanebuilt Trailers uses on average 150m³ of welding gas per week.

The Customer

Sloanebuilt Trailers supplies customised tipping bodies and truck trailers to the Australian transport industry. Many large transport companies such as Select Quarry Materials, Gates Haulage and Arkwood Organic Recycling rely on truck trailers built by Sloanebuilt Trailers.

The Challenge

BOC approached Sloanebuilt Trailers to help them increase productivity in their manufacturing and repair workshop. According to Fred Marano, owner of Sloanebuilt Trailers each welder was spending a significant amount of time manually handling and changing over G sized cylinders. Each cylinder changeover was taking approximately 20 minutes and historically Sloanebuilt Trailers were handling in excess of 22 cylinders per week.

"We had a dedicated full-time person to look after our gas and equipment inventory. When it came to regulators, these needed to be sourced from a third-party as no suppliers had offered them as part of their cylinder packages. Sourcing regulators and paying for their upkeep was proving to be a costly exercise.

"Our welders were also working from G sized cylinders. When you factor in the twenty minutes it took to replace and reconnect each empty G cylinder, it was becoming quite time consuming. That's without factoring in cylinder hire and regulator purchases."

The Solution

After conducting a full analysis of Sloanebuilt Trailers' workshop, BOC's Specialised Manufacturing team identified that its new G3 VIPR solution could immediately reduce manual handling time and in turn, improve productivity. BOC then worked closely with Sloanebuilt Trailers to transition their gas supply solution to the G3 VIPR.

"The larger G3 VIPR with inbuilt regulators has transformed our business. This tailored cylinder solution was perfect

for us because it has provided a higher capacity than G sized cylinders and reduces time spent by welders swapping their cylinders.”

BOC also started supplying Sloanebuilt Trailers with Argon and ARGOSHIELD® Heavy (18% Carbon Dioxide, balance Argon) to provide good weld quality, weld penetration and strength for their applications.

The benefits

BOC’s streamlined solution ensured that Sloanebuilt Trailers could concentrate their efforts on improving their ability to service customers and remain competitive in the Australian transport industry.

“We do not need to keep as many cylinders on site, as BOC’s reliable online ordering and delivery system ensures our supply is replenished the following day.

“It has reduced the space needed to store cylinders and improved safety as our welders now use a specially designed trolley to transport their cylinders.

“We also no longer need to source and pay for the upkeep of our cylinder regulators as they are fully maintained by BOC. Having our consumables, clothing requirements and safety equipment with one supplier is an added bonus that has provided us with significant savings.”
said Mr Marano.

“It has reduced the space needed to store cylinders and improved safety as our welders now use a specially designed trolley to transport their cylinders.”

About the companies

About BOC

BOC is a member of The Linde Group which supplies compressed and bulk gases, chemicals and equipment around the globe. The company develops safe, sustainable and innovative solutions for customers in many specialty sectors, heavy industry and medical environments. For more than a century the company’s gases and expertise have contributed to advances in industry and everyday life, including steelmaking, refining, chemical processing, environmental protection, wastewater treatment, welding and cutting, food processing and distribution, glass production, electronics and health care. For further information, see www.boc-limited.com.au

About Linde

In the 2014 financial year, The Linde Group generated revenue of EUR 17.047 bn (USD 17.9 bn), making it the largest gases and engineering company in the world with approximately 65,591 employees working in more than 100 countries worldwide. The strategy of The Linde Group is geared towards long-term profitable growth and focuses on the expansion of its international business with forward-looking products and services. Linde acts responsibly towards its shareholders, business partners, employees, society and the environment – in every one of its business areas, regions and locations across the globe. The company is committed to technologies and products that unite the goals of customer value and sustainable development. For more information, see The Linde Group web site at www.linde.com

About Sloanebuilt Trailers

For the past twenty-five years Sloanebuilt Trailers has been the preferred choice for custom built tipping bodies and trailers. During this time Sloanebuilt Trailers have built a strong reputation by manufacturing custom truck trailers that provide reliability, longevity, and high standard quality finishes. It has been this consistency, research, and quality that has set a new benchmark for the industry. Sloanebuilt are determined to remain leaders in the trucking industry over the next 25 years and beyond.

For further information visit www.boc.com.au

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