

Timing Is Everything

FAST AND ACCURATE DELIVERY TIMES FROM GRISWOLD™ PUMPS
HELP KEEP A MAJOR COKE OPERATION UP AND RUNNING

By Rob Guertin



An Alabama-based producer of blast furnace and foundry coke turned to Griswold™ Pump Company during a facility upgrade.

Introduction

In the world of business, much like in everyday life, timing is everything. It can be one of the most critical factors to the success or failure of any company. And more often than not, every company experiences unexpected events, setbacks, and generally, just bad timing.

This was the case for a subsidiary of one of the world's largest metallurgical coal producers for the global steel industry when, in summer 2010, the U.S. Environmental Protection Agency (EPA) informed the manufacturer that the current operating facility that was housing its centrifuge was no longer up to code and meeting current safety requirements. An upgraded facility would need to be constructed and the centrifuge transferred to this new location. As a major manufacturer of blast furnace and foundry coke, the Alabama-based subsidiary operates

three batteries with a total of 120 coke ovens that produce approximately 460,000 tons of coke each year. The company is also a major producer of industrial coke, egg coke, buckwheat coke, nut coke, light oil and coal tar. So needless to say, building a new facility for the centrifuge and moving the operation to this new location without effecting productivity was going to be no small feat.

And to make matters worse, this all had to take place within a few months to meet EPA deadlines. Not only would the new facility need to be built from the ground up, but every part of the project needed to be up and running as quickly as possible to avoid any downtime and loss in production. This included replacing the centrifuge's pumping equipment, which plays a critical role in the coke manufacturing process. These heavy-duty pumps remove the harmful by-products from the centrifuge that result during production. Many of these byproducts are

then pumped out of the facility where they go on to play important roles in a variety of other industries, including the extremely corrosive ammonium sulfate that is used throughout the fertilizer industry as an ammonia source.

Time Is Running Out

With time working against the coke manufacturer and the EPA's deadlines fast approaching, the manufacturer turned to their "pump guy," Matt Gentry, a Sales Representative for Pumping Systems, Inc., located in Pelham, AL, USA.

"I knew it was only a matter of time before they would be required to build a new facility, the old one was falling apart and crumbling," explained Gentry. "So after the EPA came in, I knew I was going to be working with a tight deadline and the project had to be completed very quickly. The old building was in such bad shape the new building had to get up and running fast."

Ultimately, the coke manufacturer was relying on Gentry to determine what type of pumps were needed, get the pumps delivered, installed and running smoothly in the shortest amount of time possible. To get this accomplished, Gentry first had to determine how the piping would need to run from the centrifuge to the pumping equipment. Secondly, he had to verify the correct pump losses and flow rates that would best suit the application.

"After taking a closer look at the project and determining what type of pumps would fit best, I gave this information to the manufacturer. But for whatever reason, they kept dragging out giving me the pump order. And when I did receive the order, it had to be completed even quicker than I had expected," said Gentry.



Pumps play a critical role in the coke manufacturing process.



Griswold™ 811 Series ANSI Centrifugal Pumps

When considering that the project was running short on time and the pump installation would need to take place in the upcoming weeks, Gentry immediately contacted Steve Cox, the Southeast Regional Manager for Griswold™ Pump Company, Grand Terrace, CA, USA, one of the world's leading manufacturers of centrifugal pumps.

"I knew since we were dealing with such a tight timeframe, that Griswold would be able to get the pumps to the manufacturer in a timely manner," said Gentry. "I have an outstanding relationship with Griswold. They have highly reliable ANSI centrifugal pumps and their delivery times are excellent...along with the price."

Perfect Timing

When Cox arrived on the scene, he immediately became aware of how fast the pumps needed to be delivered. Not only was the EPA's deadline nearly upon them, but the pumps would need to be installed quickly to avoid any stoppage in production when the centrifuge was moved to the new facility. With this in mind, Cox contacted Griswold's manufacturing facility and ordered Griswold 811 Series ANSI Centrifugal Pumps constructed with CD4MCu material, which is a higher-grade material and ideal for this type of application.



Thanks to Griswold's fast delivery times and Matt Gentry's (Pumping Systems, Inc.) quick reaction, the customer's centrifuge was installed and running smoothly in time to satisfy the EPA's deadline.

"Griswold was able to produce the pumps and get them out within four days of the order. After delivery time, it was about a week from order to delivery, going all the way from California to Alabama. The manufacturer received the pumps, put them in service and they run great. Everyone was so happy, and actually the facility then ordered additional spare units for future use," explained Gentry. "As a distributor, I really appreciate the sense of urgency that Griswold understands is necessary for the market in this industrial world. With Griswold's background and where they come from, they understand the customer's needs and Griswold does what is necessary to meet that need. This is a huge factor as a distributor, that's why we are out here in the field selling their products."

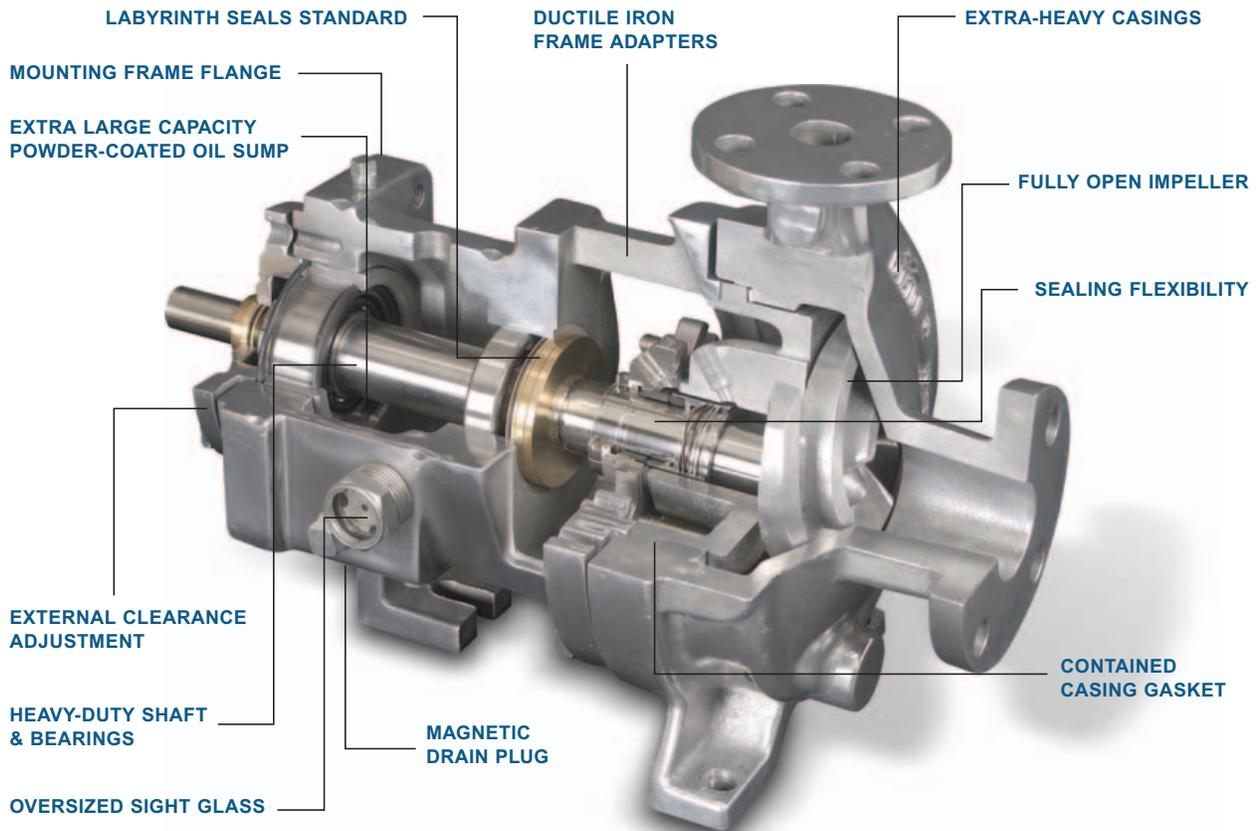
Cox attributes much of the success on this project to his team back at the Griswold manufacturing facility, where the factory personnel are dedicated to providing quality pumps...some of whom have more than 20 years experience with the company. Not only that, but Griswold also maintains substantial stock of its most common materials, including ductile iron, stainless steel, CD4, and Alloy 20 to meet the delivery demands for each and every pump order. The Griswold manufacturing facility is both

ISO 9001 and ISO 14000 certified and includes a clean room for power frame assembly, CNC production equipment and computer-aided balancing equipment to help guarantee quick delivery times as well as top of the line products.

"There are many manufacturers that produce pumps for this type of application," said Cox. "Where Griswold stands out is in our customer service, quality and delivery times. We get the product to the customer when they need it and every product is backed by one of the best manufacturing facilities in the industry."

In addition, Cox also gives much of the credit to Gentry and his ability to react fast and take care of the customer.

"Even though we were able to produce the pumps fast and get them delivered quickly, it was mostly because the distributor was able to react fast and take care of the customer. Matt really was able to bail them out of a tight situation by reacting fast and trusting us to get the job done. To be able to go in, figure out the specific application, get the pumps built, and shipped from California to Alabama in that timeframe was amazing. That's better than anyone else in the industry."



Griswold™ 811 Series ANSI Centrifugal Pump Design Features

Conclusion

With timing playing such an important role in the world of business, Griswold takes pride in the fact that their customers can rely on them to get the job done quickly and accurately each and every time. In addition to delivering superior products, some of this customer reliability can be attributed to Griswold's commitment to producing delivery times that work best for its customers.

"At Griswold, we hold our pump quality and delivery times up to a certain standard," says Cox. "Our entire company is dedicated to doing what is best for our customers, and quick and accurate delivery times play a role in this dedication. It is a good feeling to know that our customers can rely on our company no matter what the situation calls for. This coke plant success story is a true testament to this fact."

Rob Guertin is the Marketing Manager for Grand Terrace, CA, USA-based Griswold™ Pump Company. He can be reached at (909) 422-1737 or Rob.Guertin@pumpsg.com. Steven Cox is a Regional Manager for Griswold and can be reached at (229) 223-4817 or Steve.Cox@pumpsg.com. Griswold is an operating company within Dover Corporation's Pump Solutions Group (PSG®). You can find more information about Griswold pumps at www.griswoldpump.com. PSG is comprised of several leading pump brands – Almatec,® Blackmer,® EnviroGear,® Griswold,™ Mouvex,® Neptune,™ RedScrew® and Wilden.® You can find more information on PSG at www.pumpsg.com.



www.griswoldpump.com

Griswold Pump Company

22069 Van Buren St. - Grand Terrace CA 92313 USA
toll-free phone: 800-843-9222
toll-free fax: 800-752-2929

