



Cost-Effective Gas Supply Paves Way for Expansion



Super Radiator Coils

Chaska Minnesota

Super Radiator Coils knows heat transfer. Based out of Chaska Minnesota, the company has been solving customer problems for over 90 years. Super Radiator Coils has been engineering and building cost effective, durable and thermal efficient heating coils and cooling coils, to design custom-engineered and cost-effective coils for specific applications.

Customers talk directly with engineers at the company, allowing both parties to better understand a project's specific requirements and scope. Super Radiator Coils engineers have the educational background and practical knowledge to meet each customer's challenging and unique heat-transfer needs. "We can take a 40-year-old coil and design around it, making it modern and efficient," said Tim Schumacher, Production Manager at Super Radiator Coils.

Challenge

Keep up with the company's growth.

Solution

Switching to micro-bulk and bulk gas supplies, on-site vending

Benefits

MO2's expertise, service and reliable supply offered cost-savings solutions that not only kept up with growth, but paved the way for continued expansion.

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At the heart of the company is the desire to be excellent. “We consider ourselves to be a tier-one company. We believe in giving our customers the best, and standing by it,” Schumacher said.

“From the beginning, they wanted to be an excellent company and have made a lot of right decisions to keep that focus,” said Joel Jacobs, former longtime account manager with Minneapolis Oxygen (MO2).

Situation

Super Radiator Coils has grown over the years, moving and expanding as necessary to accommodate their growth. As the company grew, so did their need for reliable gas supply. Rather than warehouse countless gas cylinders around their facility, Super Radiator Coils looked to Minneapolis Oxygen for a better solution.

Enter MO2 SmartSupply

Minneapolis Oxygen performed a site assessment and recommended that Super Radiator Coils switch to micro-bulk gas. Micro-bulk gas delivery provided on-site

storage and filling to maximize operational safety and efficiency, and to minimize product loss. Centralized micro-bulk storage tanks replaced multiple cylinders throughout the facility, and Minneapolis Oxygen designed and installed a supply system that efficiently piped the gas to where it was needed. This approach is MO2 SmartSupply, a cost-effective program tailored to each customer’s specific application and gas needs.

An innovative solution for supplying welding consumables

One of the challenges of having a busy welding operation is keeping up with the demand for consumables.

Minneapolis Oxygen offered an innovative solution: a vending machine. Only this vending machine didn’t offer sodas and snacks, it stocked the consumables that Super Radiator Coils’ welders need to keep working. “I like having it a lot. It works well,” Schumacher said of the vending machine solution. “It took the load off of me and eliminated a lot of emergencies.”

Choosing the right partner is important to Super Radiator Coils. “We look for service, reliability and accountability in our vendors,” Schumacher stated. “Minneapolis Oxygen understands our business and what we’re trying to do. We’ve had a really close relationship.”

“We’ve always tried to be a total solutions provider, using our expertise to proactively offer solutions,” Jacobs said.

// Minneapolis Oxygen understands our business and what we’re trying to do. //

Tim Schumacher, Production Manager with Super Radiator Coils



Super Radiator Coils’ welding supply vending cabinet

Result

Over the years, Minneapolis Oxygen helped with the company's continued growth: moving welding stations, adding plumbing for gas lines, switching from acetylene to propylene, upgrading welding equipment and improving site ventilation. As the demand for gas supply grew, Super Radiator Coils moved from cylinders to mini-bulk, and eventually to bulk gas supplies.

Reducing inefficiencies and costs

Super Radiator Coils realized a reduction in costs when they switched to bulk and micro-bulk tanks. "There were big cost savings," Schumacher said. "Up to 10 percent."

"It was a great move," he said, noting that the larger tanks were more efficient, cutting the deliveries in half. Other benefits included minimized downtime, reduced labor associated with handling cylinders—which also meant eliminating potential safety issues associated with storing, handling and changing cylinders—and simplified inventory management. The MO2 Smart Supply program also performed telemetry monitoring to ensure uninterrupted gas supplies.

Expertise and solutions

After Jacobs retired, the new Minneapolis Oxygen account manager Nathan Keeler had a recommendation: When Super Radiator Coils upgraded to a larger nitrogen tank, he suggested converting their original nitro tank so it could



Super Radiator Coils' micro-bulk storage tanks

store argon. "After looking at their argon usage, we thought it made sense for them to use the larger nitrogen tank for argon. This cut down on the frequency of their deliveries," Keeler said.

Schumacher said he appreciates the expertise and knowledge Minneapolis Oxygen offers, and that it feels more like a partnership than a traditional vendor relationship.

What's next

As anyone familiar with Super Radiator Coils expects, they are continuing to grow. Schumacher said the company is looking at adding another building, as well as improving their current facility. You wouldn't expect anything less from an excellent company like Super Radiator Coils.

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