



Fire truck builder saves time and money with bulk gas system



Rosenbauer Minnesota

Wyoming, Minnesota

Rosenbauer builds fire trucks. As the world's largest manufacturer of fire equipment, the company has a global reputation for rock solid products. In fact, all of the 250 fire trucks built each year at their production facility in Wyoming, Minnesota are welded for superior strength and durability. Since they built their very first fire truck in 1929, Rosenbauer has grown considerably, and that original truck now stands prominently in the company's lobby as a symbol of their roots.

"There were just a handful of guys on the shop floor when I started in 1996," said Terry Knyphausen, Fabrication Supervisor with the Rosenbauer Minnesota Division. Now, the division (one of three in the U.S.) has grown to over 450 employees and seven buildings.

For 30 years, Rosenbauer has relied on Minneapolis Oxygen (MO2) not only for their gases, welding supplies and safety products, but for their role as a trusted advisor.

Challenge

As fire truck production increased, it became increasingly difficult to keep up with the demand for welding gas.

Solution

MO2 designed and installed a bulk gas system that delivers welding gas directly to the welders.

Benefit

The system dramatically reduces the time and money spent moving cylinders.

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A challenge and an opportunity

With the company's rapid growth came an increased demand for welding gas. To help them keep up with the demand, longtime MO2 account manager Todd Ryman recommended installing bulk tanks and piping in the gas to the welders. MO2 designed and installed the system that reliably accommodated 95 percent of the Rosenbauer welding stations.

"There were huge cost savings," Knyphausen said. "Minneapolis Oxygen always has our back and best interests at heart. Todd consistently goes out of his way to save us money."

Beyond the cost savings, Knyphausen noted that the bulk tanks ensured a consistent gas supply thanks to MO2's remote monitoring and automatic reordering and delivery services. Prior to the bulk tank installation, individual cylinders needed to be moved around the plant to the welding stations, costing time and labor. The new system, MO2 SmartSupply™ (see sidebar on the following page), not only reduced time and labor, but increased safety and efficiency.

// Minneapolis Oxygen always has our back and best interests at heart. //

Terry Knyphausen, Fabrication Supervisor, Rosenbauer Minnesota



There's nothing like seeing the excitement when a group of firefighters see their custom built fire truck for the very first time.



Minneapolis Oxygen supplies everything for Rosenbauer's welders to keep production moving and on schedule.

More than just a supplier

Discussing Rosenbauer's relationship with MO2, Knyphausen said, "I've worked with them my entire career here. Whenever we call for something, they're pretty much here right away."

There was a time when Rosenbauer's welders were having issues with aluminum wires. "MO2 brought in reps from various brands to test and see which wire worked best with our welding machines," Knyphausen said. The problem was solved and the company's welders continue to use the same aluminum wires today.

What Rosenbauer values in a vendor

Knyphausen discussed what sets MO2 apart from other vendors. What stood out for him were MO2's service, pricing and their trusted advisor relationship. "I consider Minneapolis Oxygen to be a partner. They've always been here, offering technical support, schooling and tips for our welders. They've set up our welding equipment and they carry the best equipment out there."

A bright future

There's passion evident when Knyphausen speaks about the custom fire trucks Rosenbauer builds.

"Hands down, we make the best fire trucks. Each one is built to customer specs and tailored to individual requirements."

Knyphausen said that he likes coming to work every day to build the company's fire trucks. "I love seeing the excitement when firefighters get to see their trucks."

The Rosenbauer Group is one of the world's largest manufacturers of fire-service vehicles and firefighting equipment, based in Leonding, Austria. Rosenbauer fire trucks are number one worldwide and hope to be the top seller in America soon. In the meantime, "We'll continue to build the best fire trucks in the market, with help from Minneapolis Oxygen," Knyphausen said.

M02 SmartSupply™

As the need for gas volume increases, companies like Rosenbauer are switching to an integrated, streamlined alternative to changing out cylinders or dealing with dewars. M02 SmartSupply offers uninterrupted supply, more savings and fewer administrative obligations for nitrogen, oxygen, argon, and carbon dioxide process gases.



A tailored approach

The process begins with a site survey, taking in specific application requirements. M02's technical experts will not only recommend the best tank for each unique situation, but will design and install a supply system to efficiently get the gas where it's needed. We can help streamline processes by customizing and installing gas mixers and distribution systems, specialty gas systems, as well as manifold and back-up systems.

Delivered by truck, gases are then transferred into a liquid storage supply system. These bulk or micro-bulk systems provide gas safely and cost-effectively.

Beyond maximized gas efficiency, M02 SmartSupply also offers cylinder tracking for accurate billing, on-site vending for hard-good supplies, easy online ordering with next day delivery, and telemetry monitoring to ensure uninterrupted gas supply.

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