



Case Study

Improving OEM Production Efficiency

A consultative approach adds value and gains customer advocacy.



The Challenge

Tolerance stacking resulting from a substantial use of NPT connections

An OEM's extensive use of threaded connections to fabricate compressor sub-assemblies resulted in frequent challenges of tolerance stacking related to NPT fittings, causing slow-downs on the shop floor. Further complications were realized during installation as these tapered threads were over or under-tightened in efforts to offset these tolerance variations.



The Solution

A repeatable, modular leak-free design of consistent length that eliminates stacking variance

Swagelok® Custom Solutions proposed a modular and repeatable sub-assembly design of consistent length that eliminated the stacking variance, reduced the number of potential leak points, and lowered weight. This resulted in the OEM ultimately entrusting all sub-assembly fabrication to Swagelok, freeing their limited manpower to focus on the value-added work of assembling the compressor itself. The new assembly was leak-free and plug-and-play.



The Result

Greater integration and value perception to become a trusted business partner and customer hero

The success of this partnership allowed Swagelok to become an integral part of the OEM's design and engineering process, taking a proactive approach to prevent similar issues from occurring in new designs before going into production. Additionally, we provided Swagelok® training, advice on tools and equipment, and helped with their standard work along the way to reduce warranty claims and safety issues, build workforce development and significantly increase work efficiency.

Repeatedly demonstrating value gained the customer's appreciation and advocacy, deepening Swagelok's relationship to increase annual spend over 33% in the span of just a few years.

To learn more about how Swagelok can help improve performance and safety, reduce costs, and save time, visit ALFL.Swagelok.com/services. Our design and assembly services make it easy to acquire quality, pre-built fluid system assemblies backed by The Swagelok Limited Lifetime Warranty.

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