

FROM CONCEPT TO COMPLETION

WORKING ALONGSIDE GAS TO BRING THEIR IDEA TO LIFE

Today's business climate is more intense than ever before. Budgets are tight. Markets are saturated. New competition pops up daily. Not to mention the aging workforce and the loss of their tribal knowledge.

To stay a step ahead of the competition, you need experience, expertise, and a partner to elevate your efforts to the next level.

Green Alternative Systems is the largest Ford Qualified Vehicle Modifier (QVM) and installer for CNG and propane fueled fleet conversion systems in North America. They also have close working relationships with Freightliner and UPS. GAS uses Swagelok products and fabrication services to create fuel lines for these conversions.

In 2012, Green Alternative Systems was growing rapidly and looking to expand. They contacted Swagelok Indiana | Cincinnati to help them set up an inventory for a new location. Things started out simply enough. A few fittings and a handful of ball valves would get the job done.

As the weeks went on, the GAS and Swagelok relationship evolved. Check valves, tubing, and other components were added into the mix. Hoses were adopted and became part of the project.



In order to make sure GAS had what they needed when they needed it, Swagelok began to manage their supply chain and automated their ordering processes, drastically reducing transactional costs.

The relationship evolved even further when Swagelok introduced Custom Solutions. GAS was spending a tremendous amount of time bending tubing for fuel lines and building defueling boxes for their shuttle buses and trucks. Swagelok offered to run a few tests to see if they could help to enhance their existing operations by pre-bending and assembling the units prior to shipment.

After several prototyping sessions and mock up-fits, Swagelok was able to provide a workable solution that significantly impacted GAS and their production process. By leveraging Swagelok Indiana | Cincinnati's CNC tube bender, GAS was able to bend their CNG fuel lines in a fraction of the time while adding in a layer of precise repeatability.



Couple this with Swagelok's certified technicians pre-assembling their defueling boxes and pressure relief devices; GAS was able to trim their process from taking two men 16 hours to upfit a bus with a conversion system, down to four hours. (a 75% reduction in production time)

Furthermore, this reduction in production time translated into a \$224,000 annual labor savings. This number grows each year as business increases, additional chassis models, and brought on, and large contracts are signed.

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