



Case Study

Trucking Company Hauls in Efficiency with Gardner Denver's GD360 Liquid Bulk Package Solution

In the dynamic field of liquid bulk transfer, the ability to adapt and respond to varying logistical needs is paramount. The liquid bulk industry, including sectors like chemical processing, depends heavily on the efficient and reliable flow of crucial commodities to ensure operational success. At the heart of this process are the pumps and systems that drive the movement of these essential fluids.

This case study delves into how Farmer's Oil, a prominent entity in the trucking sector, collaborated with Gardner Denver, a leading global provider of compressors, blowers, and vacuum pumps, to enhance their liquid bulk transfer operations through the adoption of the dependable and flexible GD360 liquid bulk package. The integration of the GD360 liquid bulk package, equipped with enhanced features such as forward and reverse variable-speed pump control, a quiet, all stainless-steel enclosure for up to 5 dBA noise reduction and corrosion resistance, and simultaneous pump/compressor operation capability for faster offloading, drove significant improvements in their service delivery.

Overview

CLIENT

Farmer's Oil

LOCATION

Anthony, Kansas

PRODUCTS

- GD360

CUSTOMER BENEFITS

- Significant improvements in their service delivery.
- Strategic partnership leading to game-changing innovation.
- Not only resolved the company's immediate challenges, but also laid the groundwork for future advancements and improvements.

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Critical Cargo Constraints

With a legacy spanning more than 40 years, Farmer's Oil has earned its reputation as a full-service road carrier, adept in the transportation of a broad spectrum of key supplies including anhydrous ammonia, butane, cement, liquid fertilizers, liquified petroleum gas, molten sulfur, and motor oil additives. Their operations cover the expanse of the continental United States, where a dedicated team of seasoned company drivers, dispatchers, and sales representatives ensures that clients' goods are delivered with unparalleled customer service.

Farmer's Oil's commitment to excellence has not only cemented their status as a trusted partner in transportation, but has also made them a vital link in the supply chains of numerous industries. However, despite their industry acumen and robust operations, the company encountered a logistical hurdle that impeded their efficiency: the necessity of deploying multiple, product-specific trucks for different types of liquid cargo. This not only inflated operational costs, but also introduced unnecessary complexity into their logistics management.

Farmer's Oil needed a versatile loading and unloading solution that would enable a single truck to transport various liquid goods without the downtime and resource drain associated with frequent vehicle switching. Their search for such a solution led them to Gardner Denver, a brand synonymous with quality and performance in the transport industry, and Kraft Tank, a distributor local to Farmer's Oil. The decision factors were clear: Gardner Denver's reputation for reliability and Kraft Tank's exceptional service record made them the ideal partners for this vital upgrade.

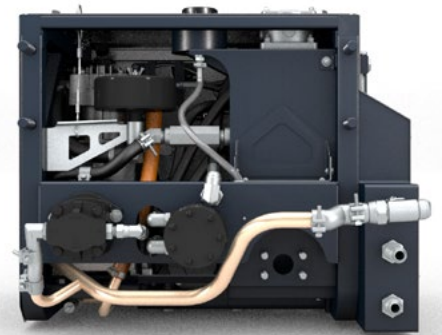


Liquid Logistics Innovation

The GD360 liquid bulk package from Gardner Denver emerged as the standout solution, a versatile system that seamlessly integrated a compressor, pump, and cooler into a single, user-friendly unit. Its capacity to manage a broad spectrum of liquids, including butane, molten sulfur, and various chemical mixtures, made it a highly attractive option for Farmer's Oil's multifaceted requirements. Kraft Tank oversaw the installation and integration process, ensuring that the GD360 was mounted effectively onto one of Farmer's Oil's trucks. The process was cost-effective and quick, with the entire set-up completed in under four hours.

The design of the staggered and spacious pump connection was specifically tailored to enhance operational efficiency, making it easy to attach and detach hoses. The introduction of the GD360 liquid bulk package had an immediate and profound impact. The newfound ability to utilize a single truck for diverse hauling tasks boosted Farmer's Oil's logistical flexibility, with the customer praising the exceptional pump-off capabilities of the GD360.

The reliability of the GD360 has proved to be equally impressive, with the package performing consistently without the need for maintenance after numerous loads. Farmer's Oil's experience with the product has been exceptionally positive: "Gardner Denver and Kraft Tank have been fantastic when it comes to service and questions. And the GD360 has been one of the easiest to use packages I've seen," said Farmer's Oil's owner and president Larry Graves.



Fortifying Future Flow

The case of Farmer's Oil serves as an exemplary model of how a strategic partnership can lead to a game-changing innovation in the transport industry and have a transformative effect on a customer's operations. The GD360 liquid bulk package stands as a testament to Gardner Denver's commitment to engineering excellence, with the successful integration of the system having not only resolved the trucking company's immediate challenges, but also laid the groundwork for future advancements and improvements.

As their chemical transport operations continue to expand, Farmer's Oil envisions a fleet increasingly powered by Gardner Denver's innovative solutions. With the GD360 addition, the company has prepared themselves for the evolving demands of the liquid bulk transfer sector, ensuring they continue to lead in efficiency, reliability, and customer satisfaction.



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