



Sonic Air Improving Plating Performance

Customer:

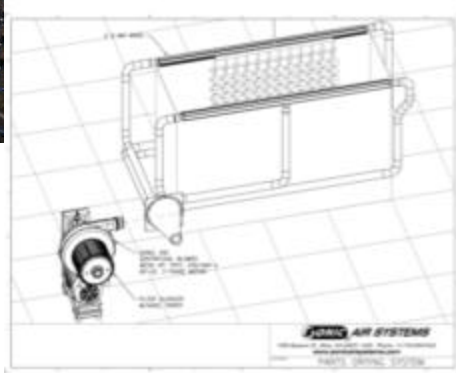
Gleco Plating, Inc. of Rowlett Texas, began in 1979, and is providing quality metal finishing for hundreds of customers in several different industries where cliental includes Alcatel, Lucent, Siemens, Texas Instruments & Raytheon. Their latest contract is for a major auto supplier who needs thousands of plated parts per day.

Sonic Sales Partner:

David Werther—Jackson & Associates
Dallas, TX

Application:

Remove tap water at 120°F from automotive air conditioner clutch pulleys traveling on a plating rack, and were expected to ramp up to 5-6,000 pcs per day, prior to inspection and packaging. The last two operations are dipping in a rinse tank, and then drying. They had a “drying” tank built that just didn’t work, so they had to resort to having two people, with compressed air guns, blowing each rack off for 10 minutes.



Problem/Background:

Gleco’s new contract called for doubling their through-put of clutch pulleys which would require 3-4 people just to dry them. Gleco was eager to purchase a drying system to solve their issues, but they knew making a decision in haste might create more problems.

Gleco contacted the local Sonic Air rep in Texas, David Werther with Jackson & Associates, on a Friday, and on Monday he was on-site performing a demo with the Sonic Air Knives. David conducted a thorough review of the application, parameters, and Gleco’s goals,

as well as investigating the issues of a mounting location, plumbing and exhausting. Then he did a small drying demo with Gleco’s racks.

After his visit and demo test, Jackson & Assoc forwarded Sonic’s formal Quote with a conceptual drawing along with a second visit to double check the piping layout because Gleco wanted a complete turnkey set-up.

Other Blower companies were also sought out for quoting, but none of them applied the attention and customer service that Sonic and Jackson did. One of the Sonic’s competitors even has Gleco performing their powder coating and was approached by Gleco, but were “not responsive” nor had the option for in-house demo testing.

This is where Sonic’s “**value added engineering**” came into play. Sonic brought up issues that we felt needed addressing in order to provide the customer with the right solution. One of the main issues was exhausting to prevent chromic acid vapor from becoming an aerosol in the plant; Sonic also was concerned with the distance from the knives to the parts, which required a larger air piping size; and Sonic also provided a complete blower enclosure to withstand the plating environment, and to reduce noise levels below 85dBA.

The Sonic “Engineered” Solution:

Gleco incorporated a Sonic 350 w/ a 50hp motor to power (2) 115” air knives. The decision was made by Jeff Fodge, the owner of Gleco, that they would start with two air knives. “The Sonic equipment was very impressive to say the least”.



Sonic illustrated that we have the experience, the product range, and the performance to solve this application and improve their product and process. Due to Jackson & Assoc. timely and thorough follow up and the testing performed in house, Gleco saw that Sonic and Jackson together knew how to investigate, solve and implement the right solution.

Gleco has since become the sole source supplier to Sanden International for A/C clutches.