

PRODUCT SUCCESS STORY AT PUROLATOR ADVANCED FILTRATION

In early 2007, Doug Moser, Manufacturing Engineer for Purolator Advanced Filtration in Greensboro, NC, invited me in to review their marking procedures. They manufacture a complete line of filtration equipment for the oil drilling industry. They were manually marking these tubes with hand scribers. They had been doing it this way for many years. Purolator wanted to upgrade their marking system to make it more legible and reliable. Doug also wanted to be able to put the Purolator logo on their part.

I reviewed the application and it looked like a perfect project for Mecco Marking and Traceability's MC-2000 dot peen marker. By incorporating a U-bracket with our hand held marker, we believed we could easily mark two lines of text around the diameter of their steel tube. Each line would consist of 4 MM high characters and up to 17 characters per line.

Once we determined the correct model, I arranged to bring in a demo unit and mark their tubes on site. The demonstration was very successful and we were able to get a good mark. We decided that if the marking unit was placed on the other side of the tube, it would be easier to mark. So we changed the program to invert the mark, modified the U-bracket accordingly, and we were able to mark the total range of diameters without any adjustment.

We provided Purolator with a quotation for a cost of about 13K. Doug was very excited about our solution and quote. He wrote up the project and submitted it for capital approval. Management agreed it was a great project, but it took a while to work its way through the system. In fact, the project was placed on hold for a couple of years. In April of 2009, Doug called to get an updated quote. By that time, we had improved our manufacturing and procurement process and were able to lower the price to approximately 11.4K. Doug was able to get very quick approval this time.



I visited Purolator one more time to make sure the process was still the same. Doug then ordered the machine. We shipped some sample tubes up to Mecco so they could simulate the application and debug the marker before it arrived. We shipped the unit in late June. I arranged to visit them in mid July to set up marker and train the personnel on how to use and program the MC-2000 marker.

Doug put the marker in service the next week. He told us that the operators started using it the

first day and loved it. Doug said it was the easiest project he had ever put into service in his many years of manufacturing. He was very appreciative of the extra effort Dixon and Mecco put into this project to make it a great success.



If you would like to learn more about MECCO's MC-2000 dot peen marker, or any of their other fine products, feel free to visit their web site at: www.mecco.com. Check out our web site at: www.dixoneng.com to get more details on all of our product lines and review other success stories.