

CLIENT SUCCESS: CRANE CARRIER CO

Oklahoma Manufacturing Alliance

Crane Carrier Company is a great example of how multiple agencies can work together to solve problems and keep business here in Oklahoma. Through the work and training coordinated by the Oklahoma Manufacturing Alliance, we are able to meet strict state certification requirements for CNG manufacturing while improving our bottom line, expanding into different markets and exploring new product development.

Richard (Dick) Havir,
Operations Manager

Expanding into Alternative-Fuels Industry

Crane Carrier, a division of Illinois Tool Works, operates its manufacturing and parts distribution center from a 500,000 square-foot factory with 300 employees in Tulsa, Oklahoma. Since 1944, Crane has evolved as a leader in the production of custom-engineered heavy-duty Class 8, diesel and alternate-fueled truck chassis. Crane is one of the world's foremost manufacturers of custom vehicles for heavy trucks, refuse collection, mobile drill rig, terminal tractors, and various other demanding on and off-road highway vocational applications.

Situation:

Crane Carrier went through an ownership transition recently. Company leaders were looking for assistance to ensure it retained and hopefully gained market share in one area of the rapidly growing alternative-fuel industry—compressed natural gas vehicles. For advice, company leaders turned to Bart Pickens, a manufacturing extension agent with the Oklahoma Manufacturing Alliance, a NIST MEP affiliate. Pickens had worked with Crane Carrier on numerous projects and enjoyed a solid relationship with its new executives.

Solution:

A comprehensive but regimented training program was needed to ensure Crane Carrier met all the requirements for its employees that manufacturer CNG equipment. Because the CNG vehicle industry and other alternative-fuel endeavors are rapidly evolving, certifications vary widely across the country for differing processes. Pickens helped obtain a Green Energy Grant and worked with company leaders to develop a training program that met all conditions. In addition, it helped ensure an ongoing commitment to quality production. Pickens also coordinated several improvement projects that boosted efficiency and freed up capacity for work. The development plan helped Crane Carrier leap-frog into a market-leader slot and put it in a position to grow with the industry. All while developing innovative new products. The company is now exploring foreign markets through MEP's ExporTech program and considering MEP's Innovation Engineering program to help it better develop new products and services.

Results:

- More than \$5 million in new and retained sales
- 10 new jobs
- \$100,000 in cost savings
- \$25,000 in unnecessary expenditures avoided

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