

CASE STUDY

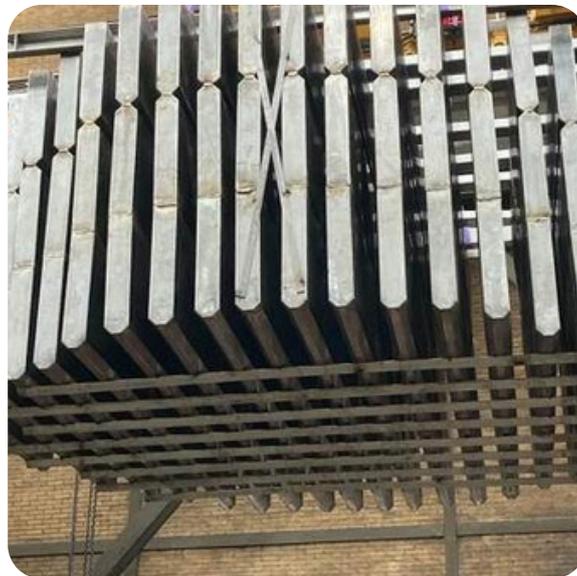
Vent Silencer for a Steel Company in the Netherlands

Customer Challenge:

A customer attempted to restart their industrial system after a prolonged shutdown on a Saturday. During startup, water had likely been absorbed by the wool insulation inside the silencer system. When the fan was activated, the soaked wool was blown out of the exhaust stack, making the silencer nonfunctional. The customer had a critical goal: restart the plant within three weeks.

Solution:

Recognizing the urgency, a site visit was arranged for the following Monday morning. Despite the challenging timing (the week before Christmas), the team developed an innovative solution. Instead of manufacturing and delivering a fully assembled silencer, the company proposed using standard silencer panels that the customer could weld together on-site. To support this, the company provided detailed technical drawings and guidance to ensure proper assembly and integration into the existing system.



Outcome:

Thanks to a customized on-site assembly solution and fast delivery, the silencer system was restored to full functionality, allowing the customer to resume operations within a vital three-week window.