

## VALMONT INDUSTRIES



Valmont Industries is a leading producer and distributor of products for the infrastructure and agriculture markets. Founded in 1946, Valmont has an international presence and is publicly traded on the New York Stock Exchange (VMI).

The Valley manufacturing campus spans more than 352 acres. Valmont Industries is one of the world's leading providers of engineered products and services for infrastructure, and irrigation equipment for agriculture. More than 1,500 employees keep the facility running over the course of three shifts.

### VALMONT INDUSTRIES AT-A-GLANCE

Global Headquarters: Omaha, NE

Manufacturing Plant: Valley, NE

Valmont.com

NYSE: VMI

Industry: Infrastructure/Agriculture

# of Employees in Valley: 1,500

Operations: Three Shifts

Campus: 42 buildings

Number of compressors: 19

Key benefits of RAGE partnership: FLEXIBILITY, RESPONSIVENESS, EXPERTISE

With more than 42 buildings on the Valley campus, it's no surprise that their compressed air systems are complex. They have more than 19 compressors in use and a portable unit waiting in reserves. The systems span the entire campus making maintenance and service a challenge. Like many facilities, Valmont's systems are from a mix of manufacturers and vary in age, some of which require more hands-on support.

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*Dale Rieck, facility manager*

Until 2015, Valmont managed their air compressors in house through a divisional breakdown maintenance group. With increasing system demand and complexity, they decided to partner with a third party for service and maintenance. When looking for a partner, Valmont knew they needed an expert team who could manage their complex operations.

"We pose an interesting challenge," said Dale Rieck, facility manager. "The sheer size of our operations and the complexity of our infrastructure means we needed a trusted partner who was willing to challenge traditional ideas and be flexible to our needs."

RAGE had provided service support for unplanned maintenance events at Valmont in the past. Their knowledge of Valmont's operations together with their flexibility and desire to work with customers to find the best solutions made them a natural fit.

"Like any manufacturing environment, we can't afford downtime. RAGE understands that," Rieck said. RAGE has a reliability technician on-site at Valmont several days a week and can quickly deploy additional resources if needed. "Their responsiveness and personal support was a big factor in ultimately choosing them," he said.

#### A Focused Strategy

One of the key benefits of working with a third party is knowing that the air compressors will remain a top priority. "When you manage things in house, you naturally see priorities shift as equipment and department needs surface," said Cory Dillon, EIT, machine design/facilities engineer.

"By working with RAGE, we know our systems will remain at the top of their list and that we have a clear strategy for system maintenance and planning."

When the partnership began, the focus was on creating a stable environment where system reliability was paramount. RAGE established a preventive maintenance strategy to ensure each system was consistently serviced. Over time, as system reliability improved, the focus shifted to making the systems more energy efficient.

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RAGE knows that safe environmental practices are critically important to Valmont. When RAGE discovered a way to improve operations and continue sustainable practices, they quickly approached the Valmont team to explore the possibility.

When air is compressed using an oil injected air compressor, a significant amount of moisture (condensate) is produced. The condensate may contain trace amounts of oil that should be removed from the condensate before disposal. Valmont was collecting the condensate in totes and then transporting to their water treatment center for proper disposal. An employee had to make rounds on a daily basis to collect and transport the condensate, which is a very labor intensive way to manage condensate.

To help improve efficiency in Valmont's operation, RAGE recommended that Valmont install oil/water separators throughout the campus. Now, condensate is treated in each compressor area eliminating the cost of collection and transportation to the treatment plant. This improvement enabled Valmont to continue its safe environmental practices while reducing the time and labor involved in using the treatment center.

## A Trusted Partner

The Valmont team said they appreciate having a trusted partner they can bounce ideas off of. "I don't have all of the answers, and it is nice to know I don't have to," Dillon said. "I can turn to RAGE for a different perspective and expert advice from the industry."

In addition to planned maintenance and service, Valmont and RAGE consult on system performance, productivity and cost-savings opportunities. "They are quick to provide cost-reduction ideas," Rieck said. One such idea helped lower their supply costs by transitioning to a universal oil rather than vendor-specific versions.

"RAGE is our preferred vendor," Dillon said. "In addition to a dedicated on-site RAGE service technician, they have a team of professionals who are available if and when we need them. It's nice to know that they have experts nearby that can help with a range of products and systems."

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Through the partnership, Valmont has improved system performance, reduced personnel burden and is confident they are on the right path.

"The RAGE partnership is a strong fit," Rieck said. "We are continually impressed with the RAGE team and appreciate their willingness to do what is right to take care of our needs."

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