



# We Can Do That

*Hard Work is a Way of Life*

## CASE STUDY

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Industry: Chemical

Scope: New Unit

Notes: Delivery is Always Critical

**Narrative:** Our customer purchased two carbon shells for a shutdown that were needed seven weeks after receipt of order. Two weeks into the design and procurement, the client changed the scope by adding two new bonnets to one shell, and changed all material of construction to solid duplex (including expansion joints) on the second unit. Southern Heat Exchanger was quickly able to redo calculations, bills of materials, drawings, and material purchases. Thanks to our proprietary database, SHECOR, we were able to instantly revise all purchase orders to vendors without a single component incurring cancellation charges or going to waste. Southern Heat Exchanger was able to meet the original delivery date on both exchangers even with the increased scope of 30-40%. Shipment was made on a Saturday and both exchangers were flawlessly installed and running by the following Tuesday.

**Quotes from the client:**

“I know y’all have been working diligently to meet our original dates despite this change! I’m thankful and impressed that y’all have been able to roughly meet the original material delivery dates with this new material”.

“I appreciate all the hard work you and the rest of the SHECO team applied to these orders. All the [REDACTED] folks involved in these projects are very impressed by SHECO. Looking forward to working together on the next one.”