

Yancey Bros. Co. improves performance by more than 75%



OVERVIEW:

Yancey Bros. Co.

The nation's oldest Caterpillar (CAT) dealer, Yancey Bros. Co., celebrated its 100th anniversary in 2014. They serve customers across Georgia in the construction, road building, mining, aggregates and agricultural industries with quality products, parts and service, including more than 276 mechanics in the earthmoving, machine and hydraulic repair shops.

Application: Breaking bolts on challenging, heavy equipment repairs

Locations: 26 locations, with headquarters in Austell, GA

CHALLENGE:

Drive cost savings in all possible areas—from MRO to tooling and power tools—while maintaining or improving performance

SOLUTION:

MSC's experts bring Yancey new inventory management and power tool technology to boost productivity

RESULTS:

Jupiter Pneumatics' 1" impact wrench may be small, but it loosens bolts 75% faster, and with less effort, than the impact wrench it replaced

“The Jupiter impact is stronger and lighter than our previous impact wrench; it’s breaking bolts out that the other impacts wouldn’t. It’s been a great success.”

Mike Moulder, Atlanta Service Supervisor at Yancey Bros. Co.

CHALLENGE

Yancey Bros. is the authorized repair organization for Caterpillar in the state of Georgia. For nearly 30 years, MSC has provided Yancey with a wide range of MRO supplies, tooling, and hand and power tools for their maintenance and repair operations.

During the construction industry belt-tightening of the past several years, Yancey began to explore the cost savings and performance benefits of several MSC exclusive brands—in particular, power tools from Jupiter Pneumatics and PRO-SAFE[®]—for a range of MRO products. The company also embarked on a highly successful inventory management program with MSC that is ongoing.

SOLUTION

While Yancey Bros. is saving money on MRO products such as PRO-SAFE and through its MSC ControlPoint vending solutions, maybe the greatest surprise has come from a 1" Jupiter impact wrench.

Yancey sees heavy CAT equipment come in for repair that’s been worked hard, under the worst possible conditions. For example, one of the toughest jobs in the shop is disassembling undercarriages—loosening bolts that have been corroded and nearly fused together out in the field.

When MSC brought Yancey a compact, 1" Jupiter Pneumatics impact wrench, the mechanics said the tool was too small and they were skeptical of its ability to do a better job than the bigger, national-brand impact wrenches they were using.

“When MSC brought the Jupiter impact wrench here the first time, everybody looked at it and kind of laughed,” says Mike Moulder, Yancey’s Atlanta Service Supervisor. “It was half the size of our standard 1" impact. But we used it, and everyone just fell in love with it.”

The Jupiter impact wrench has a breakaway torque rating of 1,800 ft.-lbs., 20 percent higher than Yancey’s prior national-brand impact wrench—and the Jupiter tool was lighter and smaller, with two hand-holds versus a single pistol grip on the competitor. The smaller tool had greater power, weighed less and offered an ergonomic design that proved to be far more effective.

The Jupiter impact wrench also provided about 20 percent cost savings versus the national brand.

RESULTS

The Jupiter impact wrench was immediately put to the test on one of the toughest jobs in the shop—a main bolt on the hydraulic arm of a large CAT. The Jupiter impact wrench loosened that bolt within seven or eight seconds, compared to an average 30 to 60 seconds for the national-brand impact wrench. Reducing the time on that task by 75 percent is a dramatic difference, which saves the mechanics a tremendous amount of time and physical effort. What’s more, the Jupiter impact wrench came with a two-year warranty, putting to rest quality and durability concerns.

“The Jupiter tool is stronger and lighter than our previous impact wrench,” Moulder says. “It’s breaking bolts out that the other impacts wouldn’t. It’s been a great success.”

Maybe the greatest proof of the Jupiter impact wrench’s effectiveness is that, in addition to upgrading roughly a dozen of these ¾" and 1" tools in the Yancey shop, several of the mechanics have purchased ½" Jupiter impact wrenches for their personal use.

SUCCESS FACTORS

Relationships Deliver Results: The Yancey mechanics would never have tried out the smaller Jupiter impact wrench, had it not been brought to them by their trusted MSC team. By building a collaborative partnership, Yancey can capitalize on new ideas and opportunities brought forward by MSC.

Good Things CAN Come in Small Packages: Bigger is not always better; today’s technology and design advancements can deliver real performance improvements over traditionally big, heavy tools. Select a partner who can bring you the latest products and new ideas to save money, time and effort.