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C&R MECHANICAL—A CEE KAY PARTNER

C&R Mechanical Company has been in business since 1950. They are a mechanical contractor and engineering firm providing products and services in commercial, industrial and institutional HVAC design and installation. They specialize in piping, preventive maintenance, temperature control/sheet metal systems, and duct fabrication services throughout the US. They pride themselves on unique fabrication capabilities. Their experienced engineering and technician staff work together to employ state-of-the-art computerized systems throughout the design, engineering and fabrication processes in order to satisfy customer needs.

“As a piping contractor, one of our goals is to improve productivity on a constant basis. We are always looking for ways to do our job more efficiently. Meeting deadlines while maintaining quality on products and services can be challenging in our fast

paced environment,” said Chris Gerding – C&R’s Shop Foreman.

C&R was interested in replacing their pipe cutting unit. The current machine had limitations, and they needed a system that would enhance productivity, and at the same time, reduce labor costs. **“We spent a few months researching our options. Aside from increasing productivity and reducing costs, the machine had to be user friendly. I didn’t want to spend costly man hours on training. I wanted my employees to have a thorough understanding of operating the system without difficulty,”** commented Gerding.

After comparing and analyzing, the decision was made to purchase the **Watts W244-XP** Pipe Cutting Machine, manufactured by Watts Specialties. **“The W244-XP met all of our requirements, and claimed to**

reduce operating costs. We didn’t want to solely rely on our research. The machine had to live up to the claims on the manufacturer’s web site. We still had questions and wanted to see the machine in action,” said Gerding.

“I contacted Cee Kay Supply, because I knew they were a supplier for Watts, and with our history of doing business together; I knew they would be able to provide me with answers to my questions,” said Gerding. Dave Collins – Owner of Watts Specialties organized a unit demonstration at a customer site in Dallas, TX. **“Once we saw the unit in operation and watched the operators use the system, we were confident we made the right choice,”** Gerding added.

In October – 2008, C&R purchased the **W244-XP**. However, before the unit arrived at C&R, Gerding’s employees

WELD TRAINING PROGRAMS (CONTINUED)



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W-244 Computer-Controlled Pipe cutter with Four-Axis Control for controlled bevels and deep weld penetration

needed to learn how to operate the system. Gerding went to Watts' headquarters, near Seattle, WA for training. The course gave a thorough understanding of how the machine operates and its capabilities. **"I was able to train my employees on how to use the unit to its fullest capacity,"** Gerding recalled.

The unit arrived at CR's site in Bridgeton, MO in December – 2008. Cee Kay's Technical Service Representative, Mike Pyatt assisted the customer with machine set up. **"I was glad that Mike Pyatt was there to help us out. Cee Kay has always worked with us and made sure we were happy with our equipment purchases. Mike did not leave our facility until both he and our employees were satisfied with the set-up, and the unit was completely operable,"** said Gerding.

C&R and Cee Kay have been business partners for over five years. **"Our experience with the welding and cutting supplier has been nothing short of positive. We chose to do business with them because they have shown us they care about their customers after the sale. Cee Kay has the reputation of making sure you know what you are buying and how it will fit into your manufacturing process. They will always be there if and when equipment goes down. We are happy with our purchase and know if we have issues, Cee Kay will be there with answers to our questions,"** said Gerding.

Want to learn more about our Technical Service products and capabilities, contact Tim