



## Skid assembly made simple with VEGA

An original equipment manufacturer in Gainesville, TX, engineers and builds skidded packages, vessels, piping, and structural skids to the production and midstream sectors of the oil and gas industry. Manufacturing equipment to clients' specifications is no small task, and requires a 100,000 sq ft facility to produce multiple vessels at the same time. Before working with VEGA, this OEM was using another instrument manufacturer exclusively, but rising delivery issues prevented them from keeping their operations running smoothly and effectively.

### Missing delivery times is bad for business

In this facility, plant operators had a long-standing professional relationship with a competitor that provided sensors to install on their skids, vessels, and piping. Unfortunately, delivery issues kept popping up, slowing down production and lengthening lead times. With production shutdowns preventing the OEM from fully manufacturing their products, service to their clients declined, resulting in missed deadlines and angry customers.

### Finding a new trusted advisor

As multiple delivery issues piled up, plant operators saw the writing on the wall and began the search for an alternative provider. The OEM spoke with a VEGA representative, and were initially intrigued at the prospect of a shorter lead time on an initial product offering. After delivering on promises and supporting the OEM all along the way, a brand new and much-needed stronger relationship was built over time. Plant operators now view VEGA as a "Trusted Advisor," with the initial solution evolving and expanding into multiple products across a variety of skid building applications, including pressure, level, switching, and even magnetic level indicators (MLIs).

The VEGABAR 83 handles the high pressure requirements of oil and gas industry applications with ease, while the VEGAFLEX 81 offers maintenance-free operations to increase plant availability. The VEGASWING 61 detects level reliably up to the millimeter while the VEGAMAG 81 displays the level of a vessel independent of external energy sources.

## The VEGA Difference for skid manufacturing

No matter the industry, delays are something manufacturers want to avoid at all costs. These professionals gained peace of mind from the resolution of order delay concerns of the past, but that's not all they appreciate about their new VEGA partnership. VEGA's competitive pricing, quality products, 24/7 customer service availability, and attention to detail during all aspects of the process are their main reasons they keep coming back.

Consistent delivery times, quality products, and happy customers are qualities that make OEMs like this exceed client expectations. That's why shipping and logistics is top of mind for this OEM, and that's why they continue to work with the VEGA team for their skid manufacturing sensor needs.



## Related products

