

# Running Full Out

## Air Products' CryoEase® Microbulk Supply Enables Growth and Expansion at Ontario Laser

Ontario Laser Cutting, Inc. in Tillsonburg, Ontario was running around the clock – or at least trying to. At least twice a day, state-of-the-art laser cutting machines were sitting idle due to either a “run out” of the industrial gases used in the machines, or an “error out” caused when the nitrogen and oxygen pressure levels in the cylinders or dewars dropped below what was necessary for the laser cutting machines to operate within its tight cutting standards. “Run outs and error outs were definitely impacting our productivity,” states Larry Stuyt, president and owner of Ontario Laser. This was particularly true for the lights-out or overnight shift, when no employees are on duty and the automatic laser cutting machine runs on its own for 12-14 hours.

Looking to solve these challenges, Ontario Laser turned to the industrial gas specialists at Air Products. They recommended and installed two 1500 liter CryoEase® microbulk tanks for nitrogen, and one for oxygen—outside of Ontario Laser's building.

Air Products' CryoEase microbulk supply option is an excellent fit for customers like Ontario Laser who are looking for a cost-effective, reliable alternative to cylinders or dewars for their industrial gas supply. Using small tank trucks and on-site storage containers, Air Products can provide customers with the advantages of bulk supply even when usage levels are less than traditional bulk delivery volumes.

Previously, Ontario Laser had been using dewars or bulk packs of 9 cylinders to supply its industrial gas needs. This supply method had many drawbacks for Ontario Laser including near constant attendance and frequent change outs, with additional time required to purge the lines after cylinder changes to eliminate contaminants. In addition, the bulk packs and dewars had to be stored inside, taking up valuable production floor space.



Moving to microbulk supply has resulted in many benefits according to President Stuyt. “Our biggest benefits have been in the cost of our industrial gas supply and ease of use,” states Stuyt. “We are now saving about \$3,000 per month on our industrial gas cost which is great! We also have saved in employee time as there is no longer a need for our operators to change out tanks, or our forklifts to unload a truck per day full of the cylinder bulk packs and dewars that we were previously using.” Stuyt also describes the system as incredibly easy to use. “We told Air Products what we needed and it was done,” he states. In fact, Air Products not only installed the microbulk tanks, but also the copper house-line including obtaining all necessary certifications and permits. “I have no worries,” continues Stuyt, explaining his industrial gas supply. A TELALERT® telemetry unit installed on the microbulk tanks automatically triggers deliveries to Ontario Laser. With microbulk supply, Ontario Laser no longer pays for residual product returned in cylinders—now they only pay for the gas they use.



*“You can count on Air Products' CryoEase® Microbulk Solutions for an easier, safer and more efficient supply option than gas cylinders.”*

*Biren Shah  
Sales Supervisor, Air Products*



*“Our biggest benefits have been in the cost of our industrial gas supply and ease of use.”*

*Larry Stuyt  
President and Owner*

These benefits have enabled Ontario Laser to expand to now offer not only 2D flat cutting, but also 3D pipe and tube cutting with their highly sophisticated, automated equipment. Such versatility enables them to output high quality, quick turnaround products for both big and small customers, and demand for their services continues to grow. “Since 2001, we have expanded our capabilities by 30%,” says Stuyt, “and with Air Products’ microbulk system everything is in place for us to expand further.”

## For More Information

### Corporate Headquarters

Air Products and Chemicals, Inc.  
7201 Hamilton Boulevard  
Allentown, PA 18195  
Tel 800-654-4567  
Fax 800-272-4449  
Email [gigmrktg@airproducts.com](mailto:gigmrktg@airproducts.com)

### Europe

Air Products PLC  
Hersham Place Technology Park  
Walton-on-Thames  
Surrey KT12 4RZ, United Kingdom  
Tel +44 800 389 020  
Fax +44 1932 258502

### Asia

Air Products Asia, Inc.  
Suite 6504-7, Central Plaza  
18 Harbour Road  
Wanchai  
Hong Kong  
Tel 852-2527-1922  
Fax 852-2527-1827

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