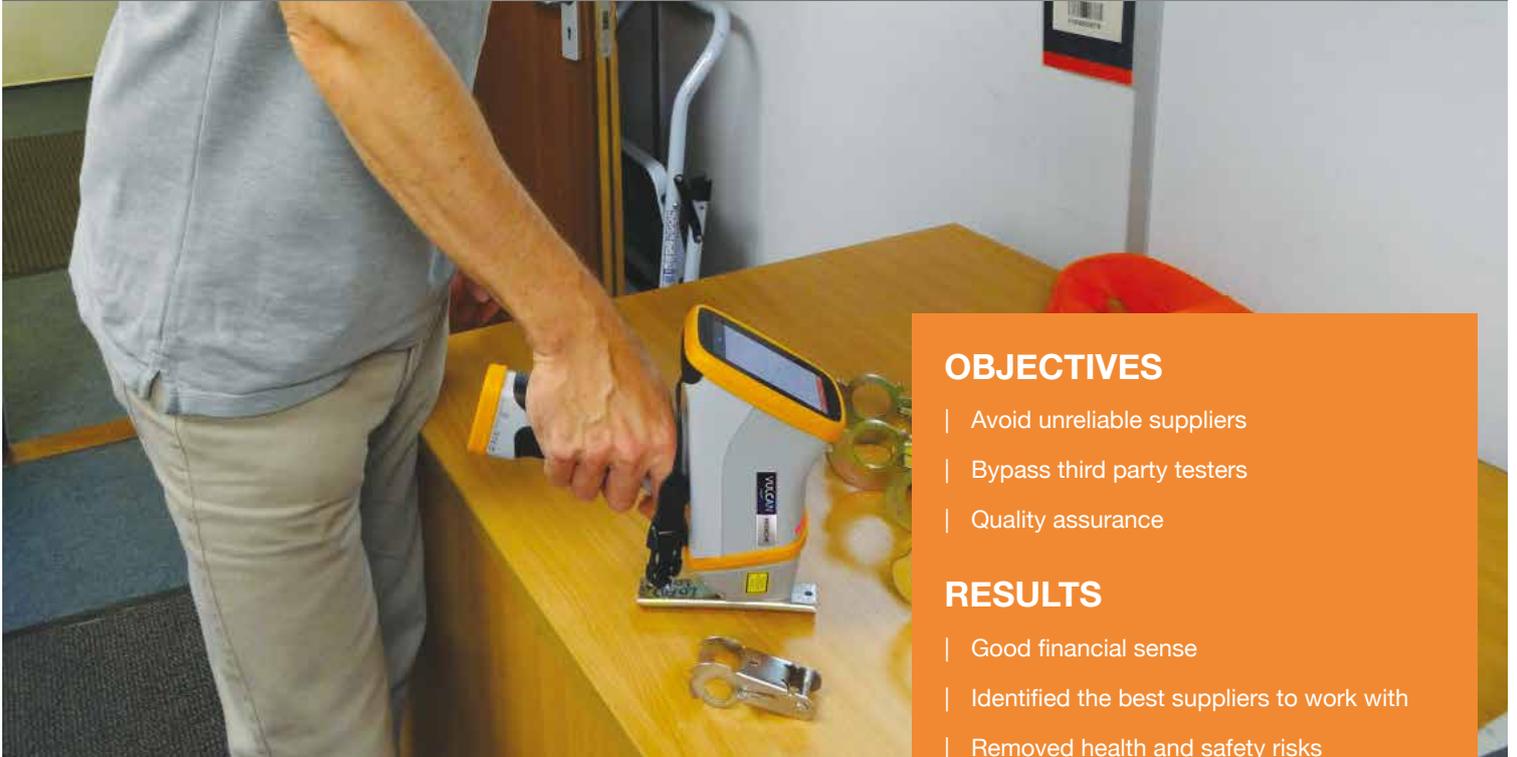


Vulcan Expert



OBJECTIVES

- | Avoid unreliable suppliers
- | Bypass third party testers
- | Quality assurance

RESULTS

- | Good financial sense
- | Identified the best suppliers to work with
- | Removed health and safety risks

Reputation in your hands: When it pays to test in house

When UK firm GT Factors tested the Vulcan laser induced breakdown (LIBS) analyser, they were impressed with its speed in accurately identifying a mislabelled sample, which could have had catastrophic consequences for their business. Now, with a Vulcan of their own, they can bypass expensive third party testers and avoid unreliable suppliers – all while assuring the quality and safety of their products.

As a manufacturer of ratchet straps used for securing freight, GT Factors are acutely aware of the health and safety and business implications of a product failure. They also know their reputation rests on consistent product standard and quality of component parts. There are growing instances where metals including steels are being mislabelled, or suppliers are selling one grade as another, which could lead to serious consequences. GT Factors component part testing was sometimes being carried out by costly third party companies and also painstakingly in-house.

During his Vulcan demo GT Factors Managing Director Patrick Tait provided a number of sample components that had been sent to the company by a potential overseas supplier. As one of the fastest analysers on the market, in one second Vulcan identified that the sample components were not marine grade 316 stainless steel as labelled, but grade 304. These components could have made the end product – the load restraint – weaker and more susceptible to corrosion. The result could have been catastrophic – both for the customer and for Patrick's business.

“ Vulcan has already saved us money which is fantastic. We can bypass expensive third party testers and avoid unreliable suppliers. ”



RESULTS THAT PAY FOR THEMSELVES

Impressed with the precision and responsiveness of the product, Patrick realised that Vulcan would eliminate inaccuracies in identifying component parts, removing health and safety risks for his business. Vulcan also made good financial sense. GT Factors would no longer have to send component parts to expensive third party companies to test because internal teams can easily use Vulcan themselves, with very little training.

BEING ACCOUNTABLE

The company purchased a Vulcan and have been testing their component parts themselves ever since. Vulcan helps GT Factors hold suppliers to account when they are miss-sold a product and allows them to identify and buy from only the best component companies. Patrick has now ended the relationship with the prospective supplier who sent the incorrect sample components, and others who have tried to miss-sell to them. GT Factors is now so confident in the performance of its products that it stamps them with '316 SS'. This shows that the company takes full responsibility for and is proud of the products it manufactures and sells, so Patrick commented:

"It's light, easy to use and has a simple user interface that reduces user error. It delivers accurate and consistent results, and gives us peace of mind and the confidence to grow our business, using only the best component suppliers and products."



If you'd like to see the Vulcan analyser in action visit www.hitachi-hightech.com/hha or book a demo.

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VULCAN EXPERT FOR FASTEST ALUMINIUM SORTING

Vulcan Expert is one of the world's the fastest handheld tools available to analyse and identify aluminium alloys. It provides full chemistry and grade identification in just one second, including the traditionally challenging close grades such as 6061/6063, 3003/3004 and 7050/7075 – a task that can easily take 5–10 seconds or even more with handheld XRF.

When Wi-Fi is available, Vulcan Expert connects to Hitachi High-Technology's cloud based data storage and management service making analysis results available in real time from any computer, anywhere.