

CASE STUDY



Streamlined Support and System Upgrade Increase Efficiency for Window & Door Manufacturer

SEGMENT

Compressed Air | Automation

DIVISION

JHFOSTER

CUSTOMER

Window & Door Products
Bayport, MN

Headquartered in Bayport, Minnesota, this well-known manufacturer produces high-quality window frames and door systems for residential and commercial markets.

Their relationship with JHFOSTER began when they set out to consolidate their vendor network and work with a single, trusted automation partner across multiple production facilities.

THE CHALLENGE

While JHFOSTER initially supplied automation components, a routine site visit revealed that the manufacturer was using compressed air equipment from a competing brand. The system was not being serviced by a dedicated partner, and its performance was becoming increasingly inconsistent.

Recognizing JHFOSTER's expertise and existing relationship, the manufacturer was open to an evaluation of their compressed air systems. They needed a more reliable solution that could meet their increasing production output, reduce downtime, and streamline vendor interactions.

THE SOLUTION

JHFOSTER was brought in to service the existing compressed air equipment, which led to a broader partnership. The team performed a comprehensive air study and ultimately delivered a full system upgrade designed to meet growing production demands and align with the company's energy efficiency goals.

The project included:

- Installation of a new compressed air system, valued at over \$900K
- Participation in an energy reduction program, resulting in equipment rebates
- A compressor maintenance agreement to ensure system longevity and performance
- Stocking of key MRO components for their machine builds at JHFOSTER's local facility

As a result of this successful collaboration, the manufacturer introduced JHFOSTER to satellite facilities in Iowa, Wisconsin, and Arizona. Additional projects followed, including:

- On-site compressed air studies
- Turnkey system installations
- Piping design and startup services

THE RESULTS

The manufacturer now benefits from a single-source partner for both automation and compressed air - saving time, reducing vendor complexity, and improving system performance across multiple locations.

- \$900K+ investment in upgraded compressed air equipment
- Increased system reliability and production capacity
- Energy rebates received through participation in a utility incentive program
- Mission-critical MRO parts stocked locally for immediate replacement
- Repeat business from OEM stock list inclusion
- Multi-site project execution across the Midwest and Southwest

CUSTOMER FEEDBACK



"JHFOSTER has made our operations more efficient across the board and streamlined purchasing complexities. From compressed air systems to automation support, they're a trusted partner that delivers both technical expertise and peace of mind."

— Maintenance & Engineering Leader,
Window & Door Manufacturer



LOOKING AHEAD

As production scales, the Window & Door Manufacturer continues to rely on JHFOSTER for strategic guidance, fast support, and technical depth. Expansion of air system upgrades and automation integration is already underway at additional U.S. locations.

EXPLORE COMPRESSED AIR UPGRADES

Want to streamline operations and increase system performance? Talk to a compressed air expert at JHFOSTER today: www.jhfoster.com



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