



## CASE STUDY:

Pharmaceutical Company

# GROWING INDUSTRIES

**THE GOAL** Minimize downtime and profit loss during an expansion or relocation.

- FREQUENT CHALLENGES**
- **Lost production time**
  - **Progress setbacks**
  - **Maintaining a competitive advantage**
  - **Finding suitable interim equipment solutions**
  - **Lead time for permanent solutions**

**THE SOLUTION** Our client is a pharmaceutical company that creates innovative medicines, which greatly benefit patients, healthcare systems and societies globally. Due to the critical nature of their products, the manufacturing plant cannot lose power. During their Coppel, TX, expansion project, the Engineering Manager decided a rental power generator was necessary. Renting equipment allowed them time to review the purchasing options and unit size needed for a permanent stationary generator unit.

However, the initial power unit they rented from a well-known rental company proved to be unreliable and dangerous to the facility's internal air quality and production. The unit created black smoke during each test run, which traveled through the HVAC system of the main building, causing alarms to go off after detecting gas, resulting in unnecessary downtime.

### DID YOU KNOW?

Expanding or moving often leads to temporary lost production time, which can be very costly to organizations. On average, downtime can cost an organization anywhere from thousands per hour to thousands per minute! In addition to being monetarily expensive, pausing progress, even for a short time, creates greater setbacks. This is especially true for companies in rapidly-evolving industries, such as biotech, where stopping research and development means much more than lost dollars.

**Power, Compressed Air, Temperature Control**

**SOLUTIONS BUILT ON TRUST**

We source power solutions from The Cat® Dealer Network.

**HoltIndustrialRentals.com** 844.660.RENT (7368)

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After many failures with the competitor’s generator, their Engineering Manager reached out to HOLT Industrial Rentals® for a more reliable and stable solution. The HOLT Industrial Rentals service technicians visited the site and put together a recommended equipment design plan. The site assessment allowed the team to determine the necessary power, cables, and available space for a custom plan suitable for their needs. The HOLT Industrial Rentals experts then proposed the best course of action, while also taking into consideration safety and optimization of power without any unnecessary risks.

**EQUIPMENT UTILIZED**

**CAT XQ1500**  
800 ekW (1000 kVA)  
60 Hz  
480 V

*“The cost of an interim rental can often result in greater operational profits due to the lack of downtime and operational uncertainty.”*

*— Brian Rice, Director of Operations, HOLT Industrial Rentals*

HOLT Industrial Rentals recommended a 1500 kw unit as an interim solution. Keeping the expansion in mind while looking to maximize power, the HOLT Industrial Rentals technicians recommended setting up the generator in a different location than the previous generator.

Upon delivery of the unit, HOLT Industrial Rentals technicians installed the equipment and ran tests to make sure everything was in proper working order and fit the needs of of the client.

Their team was very pleased with the unit’s performance and reliability. They will be renting this power generator for the next 6-12 months and will be using HOLT Industrial Rentals for any future projects.