

MURRAY EQUIPMENT INC.

GATEWAY FS, INC. ▶ RED BUD, IL



The new facility is central to a new 18 acre location with room for additional large UAN storage tanks.



In addition to the indoor crop protection storage, the facility includes diked fertilizer tanks at the rear of the facility.

WHAT THEY NEEDED

Looking to the future, Gateway FS of Red Bud, IL, saw an opportunity to simultaneously improve customer service and efficiency. By utilizing state-of-the-art liquid fertilizer and crop chemical technology, they could improve speed, productivity, and inventory accuracy. This ensured Gateway FS sprayers were out in the field servicing customers, not waiting to be filled.

Strategically, centrally-located this facility processes orders for multiple outlying locations. It was clear automation was key to realizing their goals and the reason they chose to partner with leading liquid handling equipment and automation provider, Murray Equipment Inc. (MEI).

“The primary goal was to improve the service to our customers in both accuracy and timeliness,” explained Greg Birchler, Gateway FS Operations Manager. “We selected Murray Equipment primarily because of their experience in the industry, our experience working with them in the past, and the type of system they employ. It does what we needed it to do, but is also very user-friendly.”



To achieve speed, the facility has two mass flow meters for filling two trucks at once. Murray Equipment supplied both the automation and the pumps, meters, hoses, and other equipment.



The efficient floor plan can simultaneously supply two of three bays and repackage totes.



The facility incorporates 22 TCS 682 meters to produce precise hot loads and include hand-adds.

WHAT WE DESIGNED

Murray Equipment partnered with Gateway FS to design a liquid fertilizer and crop chemical facility to be constructed in phases corresponding with expected demand. The initial phase included plant food and chemistry components with a fully integrated control system. The facility incorporated 3 fully automated loading bays and a weigh system for repackaging.

“Murray Equipment provided everything from top to bottom to make this system run. Everything from valves, plumbing, meters, and pumps to the automation,” said Greg Birchler.

Gateway FS utilizes two mass flow meters, 22 TCS 682 meters, MEI ICS 360, and Murray Interface to achieve precision, accuracy, and speed.

“The outlying locations create the order then send it to the new facility for order location,” Birchler continued. “The new location receives the order, processes the order, runs the calculations, updates inventory, marks the order complete, and sends it back to the originating location for billing and inventory accounting — all with virtually no added labor.”



The large bays were designed to accommodate vehicles of various sizes.

SPECS AT A GLANCE

Business Name & Location: Gateway FS, Inc. - Red Bud, IL

Type of Business: Retail

Products Offered: Liquid Fertilizer, Crop Protection Chemicals, Dry Fertilizer, Anhydrous Ammonia, LP Gas

Total Acres: 18 acres

Receive Product Via: Truck & Barge

LIQUID FERTILIZER

Liquid Fertilizer Storage Capacity: 175,000 Gallons with Room for Expansion

Type of Liquid(s) Stored: Clear Solutions

Type of Containment System: Diked

Number of Operators Required: One

Time Required to Fill Truck: 8 minutes

Control System/Automation: Murray Integrated Control System: MEI ICS 360, Murray Interface, MEI ICS Valve Control

CROP PROTECTION

Crop Protection Chemicals: Yes

Bulk Chemical Storage Capacity: 52,000 Gallons

Chemical Shuttle Capacity: 3,600 Gallons

Indoor/Outdoor: Indoor

Diked: Yes

Mixing: Yes

Repackaging: Yes

Number of Operators Required: One

Control System/Automation: Murray Integrated Control System: MEI ICS 360, Murray Interface, MEI ICS Valve Control



The efficiency of the Murray System means that the entire facility can be run by two people — one managing the software and the second for managing the hand-adds and truck hook-ups.



ABOVE: The floor plan was designed for efficiency, speed, as well as customer service. The large control room is air conditioned and employee-friendly.

BENEFITS RECEIVED

For Gateway FS, the benefits of this facility are already clear. “One of the things we are most impressed with in the Murray system is our ability to load a traditional 3,200-gallon tender truck in less than eight minutes,” shared Greg Birchler. “That has improved our productivity tremendously. It keeps our sprayers moving out in the fields and not sitting waiting on tender loads to arrive. The bottom line is that it works.”

These benefits come with little to no additional overhead. “We are basically running this location with two people. One person running the automation and another taking care of the hand-adds, quality control, and making sure the trucks are hooked up correctly,” said Birchler.



Birchler

Gateway FS customer expectations are not only being met, but are being exceeded. Birchler explained: “We have been able to streamline our routing and scheduling. Many of our customers have seen a tremendous improvement in terms of timeliness. In many cases, we are able to service customers the same day, where before it wasn't possible.”

To store crop chemicals, Gateway FS installed 9 stainless steel tanks and 1 poly tank accessible via catwalk.



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