

Meeting demands, staying innovative

Harris Products Group is set to launch DataSMART™ in 2021

For Harris Products Group, a Lincoln Electric company, 2020 was a strong year for its specialty gas sector with an increased demand for products such as its changeover systems. In the last 12 months, Harris also provided critical help in setting up temporary hospitals to treat overspill patients suffering from Covid-19 as it adapted working conditions to meet demands. To hear more about the company's specialty gas operations, as well as a new product – DataSMART™, a gas system that utilizes data to attain maximum efficiency – it has in store for 2021, gasworld got in touch with David Gailey, Manager of Specialty Gas Products at Ohio-based Harris.

Are there any Harris specialty gas equipment products which have performed particularly well this year, and what have been the driving factors behind that?

David Gailey, Manager of Specialty Gas Products, Harris Products Group (DG): Our changeover systems have been very successful products this year. Our model 905 switchover manifold primarily serves the specialty

“We have not seen the dip in the specialty gas business as in the industrial business”

gas and high purity gas markets and is well priced. The regulators in this system, like all of our regulators, have encapsulated seats for maximum protection and designed to last a long time. In the industrial markets, we have had success with dome loaded regulators, especially our model 750. They are used in applications such as laser cutting, where the customer doesn't want to see any change or fluctuation in the line pressure for a particular process.

Have there been any recent enhancements/developments with your flowmeters, switchover manifold systems, or regulators for high purity gases that you can tell us about?

DG: We're now offering quarter-turn valves as a standard feature on both brass and stainless steel, high purity barstock regulators. These valves provide instant visual acknowledgment of a valve being open or closed. There's also a color indicator. If the arrow is pointed to green, you have gas flowing, if the arrow is pointing to red gas is off. And this is something that no other manufacturer of high purity regulators is doing. We think these products are going to be a significant game-changer for us in 2021.

What are the benefits of your Point of Use panels for lab managers? Can you give us a case study of how this product has helped a customer?



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DG: Harris can easily customize a Point-of-Use panel for a customer over the phone thanks to our Variant Configurator which is a portal within SAP. The configurator enables us to spec out the job, give a customer a price, create a rendering, build it and ship it in 3-5 days.

Has there been much interest in your Pigtail Hoses for the transfer of high purity compressed and liquified gases?

DG: We have tremendous flexibility with pigtail hoses for transferring not only specialty gases, but also industrial gases where a supplier may be filling a lot of cylinders, and needs to replace all of their pigtails on their cylinder fill line. We can utilize the variant configurator, also, to help our customers. We have a whole list of inlet

and outlet fittings and links which enables us to easily customize and produce what is needed.

Does Harris have any new specialty gas products on the horizon you can tell us about?

DG: In 2021, Harris is launching DataSMART™, a new gas system that utilizes data to attain maximum efficiency. It is a fully automatic switchover manifold system with monitoring, tracking and reporting capabilities. It controls and maximizes gas use and expenses in applications as diverse as analytical labs, metal fabricating and laser cutting. We are excited to introduce this system that is centered around data to control gas use and has the most advanced reporting features in the market today.

How has the specialty gas sector performed in the last year? Which applications are driving business and demand?

DG: As a result of our medical gas business, the overall Harris specialty gas sector has been strong. We have not seen the dip in the specialty gas business as in the industrial business. On a positive note, we have every expectation that 2021 will be a very good rebound year in all sectors.

How has the pandemic impacted Harris' specialty gas product line?

DG: Harris made fighting the pandemic a top priority as we designed and produced critical medical gas regulators and systems to support the treatment of patients. For a time, we shifted all of our specialty gas resources to these efforts, as well our industrial efforts. There was no downtime for Harris during 2020, as we continued to serve our regular customers and also engaged in the engineering and product development of DataSMART™.



© Harris Products Group | DataSMART Automatic Switchover System

Can you tell us about any of the work Harris has been involved in providing vital medical services in the last year?

DG: Throughout the pandemic, Harris designed and produced portable medical panels, which hold a series of regulators and serve multiple patients. They were often placed in field hospitals or temporary locations where it is difficult to place cylinders. Harris was also called upon to produce a large number of oxygen medical regulators, particularly the higher flow regulators. These regulators were in great demand throughout the world, especially in the US and Latin America.

What were some of the challenges the pandemic presented to Harris this year, and how have you overcome them?

DG: As soon as the pandemic began, Harris immediately reallocated resources to support its medical equipment and systems orders. We made changes to our production

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efforts and called upon our supply partners to work with us during these trying times. We worked with the FDA and other legal and regulatory representatives to design systems to fulfill various criteria. And, at the same time, teams communicated regularly with their other customers to make certain their needs were being met. It has been an all-hands-on-deck effort – from sales, engineering, tech service, manufacturing to administrative staff – as we refocused and did whatever was needed to do to fight the pandemic. **GW**

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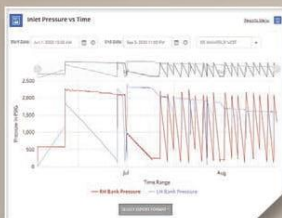
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