



CertainTeed Gypsum Board  
Ready for Industrial and  
Commercial Use

## KWS Saves CertainTeed Gypsum \$60,000 with New Screw Conveyors

### Challenge

Coal-fired power plants use flue gas desulfurization (FGD) systems to remove sulfur dioxide from gas pollutants. A form of synthetic gypsum called FGD gypsum is produced as a by-product of the process. FGD gypsum is commonly used in the drywall manufacturing industry as a replacement for natural gypsum. CertainTeed Gypsum replaces critical screw conveyors as part of yearly maintenance. Uninterrupted and flawless equipment delivery and installation was needed to prevent major downtime.

### KWS Advantage

The corporate account manager for a major power transmission distributor had worked with KWS on many past projects and knew that KWS would excel on this fast-track project. With the plant shut down already scheduled, time was an increasing concern. KWS provided approval drawings for 11 new screw conveyors within a week with manufacturing beginning immediately. The new KWS screw conveyors were delivered and installed 2 days ahead of schedule, making the plant manager very happy and saving at least \$60,000 in potential lost production. KWS provided outstanding customer service from beginning to end.

Cost Savings Calculation – Downtime Avoidance  
 $\$6,000.00 \text{ per hour} \times 10 \text{ hours} = \$60,000.00$

### Testimonial

“Thank you for taking care of my customer and me again! KWS is my top strategic supplier. Let’s go find more business together!!”

- Corporate Account Manager – Major Power Transmission Distributor



### KWS Manufacturing

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Synthetic Gypsum is a By-Product from  
Coal-Fired Power Plants



CertainTeed Gypsum is a Major US Producer  
of Gypsum Board



KWS Provides Heavy-Duty Screw Conveyors  
for the Gypsum Industry



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