Unlock Your Potential

solutions for continuous improvement
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OUR GOAL:
TO UNCOVER CONTINUOUS IMPROVEMENT POTENTIAL THROUGH IDENTIFICATION OF KEY VALUE AND NON-VALUE ACTIVITIES IN THE FABRICATION PROCESS.

MEASURABLE BENEFITS TO THE CUSTOMER:
INCREASED OUTPUT
OVERALL WELDING COST REDUCTIONS
IMPROVED QUALITY
In-depth analysis by industry experts shows that labor is the major cost driver in most fabrication operations. Our goal at Hobart Brothers is to help you reduce labor for non-value-added activities—those tasks that don’t contribute to your overall productivity or bottom line. And we can lower your overall costs along the way.

How? With our exclusive Improvement Potential (IP) Methodology that looks at:

**Pre-Weld Activities**

**Weld Activities**

**Post-Weld Activities**

This approach helps you identify the potential for productivity improvements and cost savings in your fabrication operation, specifically where most non-value-added labor occurs: in the pre- and post-weld areas.
Consider the cost breakdown of a typical welding process:

In many welding operations, a large percentage of the labor (as shown here) is non-value-added. It is used for costly activities like grinding, sandblasting or chipping that may not be necessary—and that could be lowering your potential for greater productivity.

We can help you determine if these activities exist in your welding operation.
“The technical support we received throughout the conversion process can’t be touched. Our Hobart representative showed how we could improve our weld quality and productivity with a new wire, plus reduce our clean up. These benefits were the real selling point.”

MILT SIESKY, SENIOR INDUSTRIAL ENGINEER/WELDING, JLG
McCONNELLSBURG, PA
Step 1: Discovery

Hobart Brothers’ Improvement Potential (IP) Methodology focuses first and foremost on developing a **long-term, mutually beneficial partnership** between our company and yours. It’s an approach we believe in and it begins by **listening to your needs**.

We first engage in a sharing discussion and a brief walk though your facility. **Our objective is to identify areas of your welding operation that can be enhanced.** We also look for **non-value-added activities** that may be hindering your productivity and/or unnecessarily increasing your costs.
“The Hobart team helped us get the right parameters for our metal-cored wire and provided more technical support than I’ve gotten from any other company. It was phenomenal.

Plus, with the metal-cored wire, we’ve gotten nearly a 30 percent increase in productivity with our robots.”

Carl Baatz, Plant Manager, Square Deal Machining
Marathon, NY
Hobart Brothers has highly trained experts that work directly on the shop floor to identify key problems that you and your team can then prioritize. Depending on your particular welding operation, we can even provide robotic or process support to help in the assessment.

Some of the areas of the welding operation we examine during the IP Methodology process are:
“Our IP (Improvement Potential) Methodology helps us help our customers. It’s exciting to provide the tools they need to uncover productivity increases and cost reductions in their welding process.”

Doug Krebs, Hobart Brothers Business Unit Manager
Step 3: Documentation Review & Proposal

After compiling data into a final report, Hobart Brothers’ experts review their findings with you in an open forum. Depending on the data collected, the report may include suggestions for alternative methods, materials and/or processes, or we may conclude that additional information or verification is necessary.

It’s then your decision whether to implement some, all or none of the suggestions we’ve provided.
“It’s rewarding to know that we can analyze a customer’s fabrication process and then offer them a real solution to increase their productivity. It’s even better to see what a difference it can make on their bottom line.”

PETER CORTINA, HOBART BROTHERS
BUSINESS DEVELOPMENT MANAGER
Step 4: Implementation

We recognize that your time is valuable. Should you proceed with the improvement proposal Hobart Brothers provides, we will be with you every step of the way. Our goal is to provide seamless and prudent transitions and also to offer the resources you need to be successful. These include:

- WELDER TRAINING
- CLASSROOM TRAINING
- MACHINE SET-UP
- ROBOTIC SUPPORT
- PART RUN-OFFS
- METALLURGICAL ANALYSIS
- ETCHED CROSS-SECTIONS
“There are so many factors that affect a customer’s total weld cost. That’s why our IP Methodology analyses the entire fabrication process, not just the welding process. It especially lets us look at ways to eliminate pre- and post-weld activities and lower our customer’s overall costs in those areas.”

RICK CONRAD, HOBART BROTHERS
BUSINESS DEVELOPMENT MANAGER
Step 5: Monitoring & Verification

‘Hobart Brothers’ support doesn’t end after implementing your improvement proposal. Our representatives follow-up regularly to monitor all areas of your operation, including your pre- and post-weld areas. We want to verify that your welding process is reaching its productivity and cost-savings potential.’
### Welding Procedure Detail

**Current Procedure**

<table>
<thead>
<tr>
<th>Total # of Weld Passes</th>
<th>1</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
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<tbody>
<tr>
<td>Gas Flow or Flux Ratio</td>
<td>0.045</td>
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<td>Consumable Cost Information</td>
<td>1.67</td>
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<td>Additional Information</td>
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<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
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</thead>
<tbody>
<tr>
<td>Pre-weld Time</td>
<td>1.00</td>
</tr>
<tr>
<td>Post-weld Time</td>
<td>0.00</td>
</tr>
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</table>

**New Procedure**

<table>
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<th>Total # of Weld Passes</th>
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</table>

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<th>Description</th>
<th>Value</th>
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<tbody>
<tr>
<td>Pre-weld Time</td>
<td>1.00</td>
</tr>
<tr>
<td>Post-weld Time</td>
<td>0.00</td>
</tr>
</tbody>
</table>

**General Information**

- **Welding Procedure Detail**
- **Current Procedure**
  - **Gas Flow or Flux Ratio (cfh or flux/wire)**
  - **Consumable Cost Information**
  - **Additional Information**
- **New Procedure**
  - **Procedure Variables Information**
  - **Total length of weld joint**
  - **Power Supply Efficiency**
  - **Labor & Overhead Rate**

**Weld Metal Deposition Summary**

**Joint Information**

<table>
<thead>
<tr>
<th>Joint Type</th>
<th>96 Inch Loader Bucket: Case Example</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total length of weld joint</td>
<td>73 ft</td>
</tr>
</tbody>
</table>

**Current Procedure**

<table>
<thead>
<tr>
<th>Weld Metal Deposited (lbs)</th>
<th>14.61</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overweld (Underweld)</td>
<td></td>
</tr>
</tbody>
</table>

**Cycle Time**

- **Pre-weld Time (min)**
- **Post-weld Time (min)**
- **Cycle Time (min)**

**Heat Input Summary**

| Heat Input (kJ/in) | 51.7 |

**Weld Consumable Usage Summary**

- **Electrode Consumed (lbs)**
- **Gas / Flux Consumed (ft3)**
- **Power Consumed (kWh)**

**Procedure Cost**

| Pre & Post Weld Labor ($) | 77.50 |
| Welding Labor ($) | 161.36 |
| Total Electrode ($) | 21.35 |
| Total Gas / Flux ($) | 1.68 |
| Additional Variable Expense(s) ($) | 1.34 |

**Total Procedure / Process Total Cost**

$266.23
Hobart Distributors

To locate your nearest Hobart distributor call 1-937-332-4000 or 1-937-332-5188 or visit our Web site www.hobartbrothers.com

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