



CASE STUDY: **JJJ CONTAINER SERVICES**

Streamlining Production and Ensuring Quality with the Red-D-Arc BotX™ Cobot Welding System and Airgas, an Air Liquide company, at JJJ Container Services

THE CUSTOMER

JJJ Container Services, located in Morristown, Indiana, specializes in metal fabrication. Their niche lies in creating automotive part-specific shipping containers that transfer items like doors, hoods, and fenders from suppliers to assembly plants or within the plants themselves. With a focus on precision and speed, JJJ Container Services is a crucial link in the automotive supply chain.



THE BUSINESS CHALLENGE

Before collaborating with Red-D-Arc and Airgas, JJJ Container Services faced several significant challenges.

- Pandemic-related slowdowns on large orders
- Inefficiencies using existing automation solution for smaller production runs
- Labor shortages
- Welding quality and consistency

The company had an existing robot in place. However, this 24-foot robotic weld line was **cumbersome to program** and **required large production quantities** to run cost-efficiently.



Prior to BotX™, you needed large quantities to run to make [the existing robotic weld line] cost-efficient.”

- Jeff Lanthier,
President of JJJ Container Services



Additionally, across the welding operations, manpower and weld consistency were pain points, affecting not just productivity but also quality.

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The biggest challenges were finding people, manpower issues, and consistent welding from part to part.”

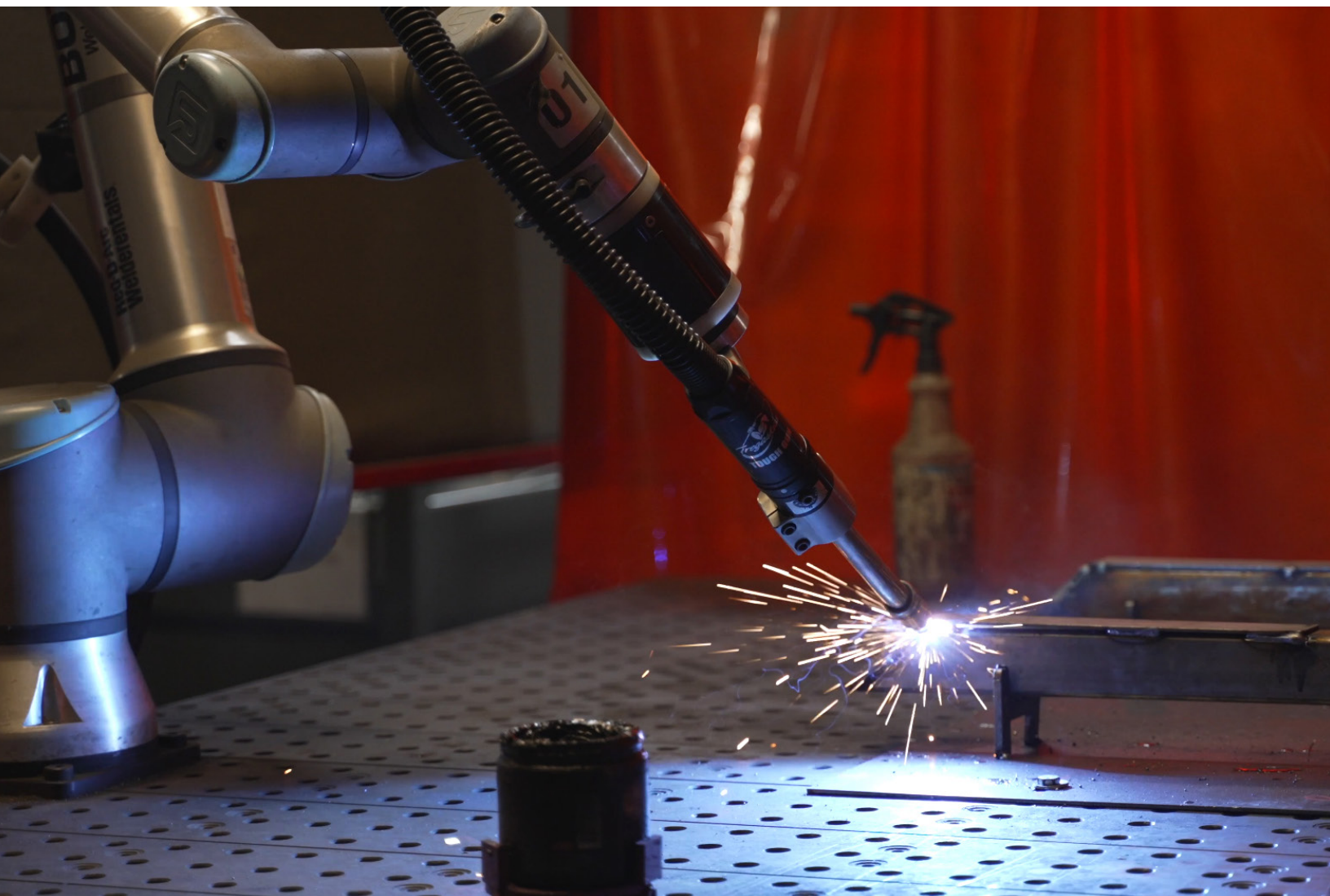
- Jeff Lanthier

THE SOLUTION



A TAILORED, AGILE, AND USER-FRIENDLY SOLUTION

To address the company's challenges around programming complexity and labor scarcity, Red-D-Arc offered a compelling, agile solution in the BotX™ cobot welding system. The BotX system is configured to weld sub-assemblies (parts small enough to fit on the table). This system is an excellent choice for collaborative work with JJJ Container Services' welders as about half the assemblies are tack welded and transferred to the BotX system for the finishing welds.



FINANCIAL FLEXIBILITY

The Red-D-Arc leasing program **eliminated the need for a large upfront investment**, allowing the company to focus on scaling its operations and focus on current business needs.

The BotX™ features a UR10e collaborative robot arm, GMAW welding power source, and wire feeder—all assembled on a single welding table. This integration significantly reduced the time and complexity involved in setup and operation.

DATA CONNECTIVITY

Moreover, BotX offers continuous, real-time monitoring and 24/7 support through cloud connectivity. The included app features a searchable weld parameter library, facilitating quick and efficient welding processes.

UNRIVALED SUPPORT

Red-D-Arc Weld Automation Specialists are committed to providing ongoing virtual support. The team's expertise ensured that JJJ Container Services' specific challenges were understood and adequately addressed.

"The support with the Red-D-Arc team has been very good. I have a response within minutes."

- Jeff Lanthier

CONVENIENT SINGLE-SOURCE SUPPLY



As the parent company of Red-D-Arc, Airgas became involved in the BotX™ installation and complemented Red-D-Arc's robotic solution. Airgas introduced JJJ Container Services to ARCAL premium shielding gases and RADNOR welding consumables and safety products, making Airgas an **all-in-one solution provider** for JJJ Container Services.

In addition to being a one-stop shop, Lanthier notes that Airgas won their business due to their:

- Exceptional responsiveness
- Ability to create cost-efficiencies
- Ease of collaboration



We chose to use the ARCAL gas for our robotic welding. It gives us less spatter and a much more efficient and consistent weld."

- Jeff Lanthier

THE RESULT

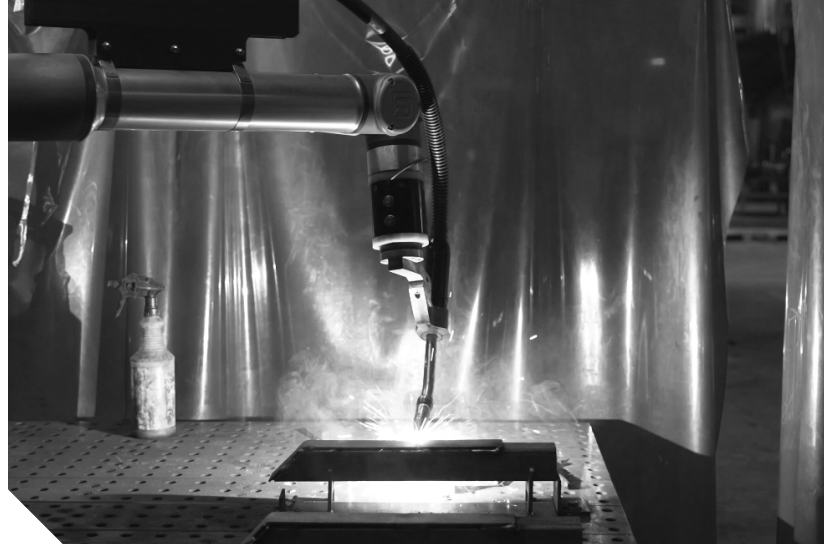
Intrigued by BotX™'s capabilities, JJJ Container Services decided to lease two BotX systems. These cobots not only simplified programming but also:

- Alleviated their manpower burden
- Enabled cost-effective small and large production runs
- Offered a complete automated welding package



With BotX, we can do programming in 1/100th of the time[...] Most people know how to use a cell phone today, so they can program [the BotX] very simply."

- Jeff Lanthier





BOOSTED PRODUCTION AND QUALITY

Post-BotX™ implementation, the company saw a surge in their production numbers—recording upwards of **2-3x increases in production.**

By opting for BotX's comprehensive solution through Red-D-Arc, in addition to the synergy provided by including the products and services that Airgas offers, JJJ Container Services gained the flexibility, efficiency, and support they needed to significantly elevate their production capacity and quality.

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Some sub-assemblies that we've done consistently in the past, we've gone from 100 parts to 300 parts a day. So 2 to 3 times production on the BotX units.”

- Jeff Lanthier

FUTURE PLANS

JJJ Container Services plans to expand their automation footprint in the future. Jeff Lanthier recommends BotX™ for its quality and service.

By adopting BotX through Red-D-Arc and collaborating with Airgas, JJJ Container Services has not only streamlined their production but also achieved a level of consistency and quality that puts them on a path for future growth, even in the face of significant business challenges.



Once our lease is up, we will replace our two units with another two and probably two to four more If you were debating to get a BotX versus another unit, I would recommend you choose the BotX. It's a very good product."

- Jeff Lanthier

WATCH THE CASE STUDY VIDEO



BotX™ addresses the skilled labor shortage by enabling companies to acquire easy-to-use automated welding through short or long-term rental, lease or purchase programs. The innovative on-demand model allows customers to quickly scale up - or down - their production capacity to align with current business needs, with no capital investment.



- ✓ **Zero up-front investment**
- ✓ **Flexible commercial options (rent, lease or purchase)**
- ✓ **On site set-up and training**
- ✓ **No long-term commitment required**
- ✓ **Online and offline system options**
- ✓ **Full implementation support**
- ✓ **24/7, personalized virtual support via app**



BOTX
PRODUCT PAGE

BotXWelder.com



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