



CASE STUDY: **GARRISON STEEL**

Maximizing Uptime: How Red-D-Arc Transformed Garrison Steel's Equipment Management System

THE CUSTOMER

Garrison Steel, a prominent structural steel fabricator and erector based in Pell City, Alabama, specializes in commercial and industrial steel buildings, ranging from military projects to high-rise buildings. As Dakota Garrison, the Equipment Manager, explains, ***“Garrison Steel can build anything out of steel.”***

With a workforce of 200-300 employees across various job sites and fabrication shops, they are known for their turnkey solutions in structural steel, extending their services from local projects to extensive work across Texas, South Carolina, and Florida.



THE BUSINESS CHALLENGE

One of the primary challenges Garrison Steel faces is managing an extensive fleet of equipment and a traveling workforce. The nature of their projects often involves long-term commitments, typically out of town, which necessitates a flexible approach to equipment management. Additionally, ensuring on-time project delivery while maintaining safety standards is paramount.



The biggest challenge is making sure everybody has the right equipment at the right time, ensuring it's trustworthy, and dealing with the reliability issues of having so many jobs all over."

- Dakota Garrison,
Equipment Manager, Garrison Steel



THE SOLUTION

Red-D-Arc provided a unique solution to these challenges. They offer 3-year leasing agreements that cover equipment maintenance for the duration of the lease, including free replacement if equipment breaks, and renewal options with new equipment. This arrangement is particularly advantageous for Garrison Steel, which heavily relies on on-site stick welding and prefers leasing equipment to manage the logistical challenges of their projects. With Red-D-Arc, they can also rent equipment for their short-term needs.

Red-D-Arc's approach not only caters to Garrison Steel's need for reliable equipment but also offers additional services like short on-site training, quick service, and replacement, which are crucial for their extensive and often remote projects.

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The advantage of renting welders from Red-D-Arc is the fast turnaround time for repairs and the provision of a loaner when our unit is in the shop.”

- Dakota Garrison



THE RESULT

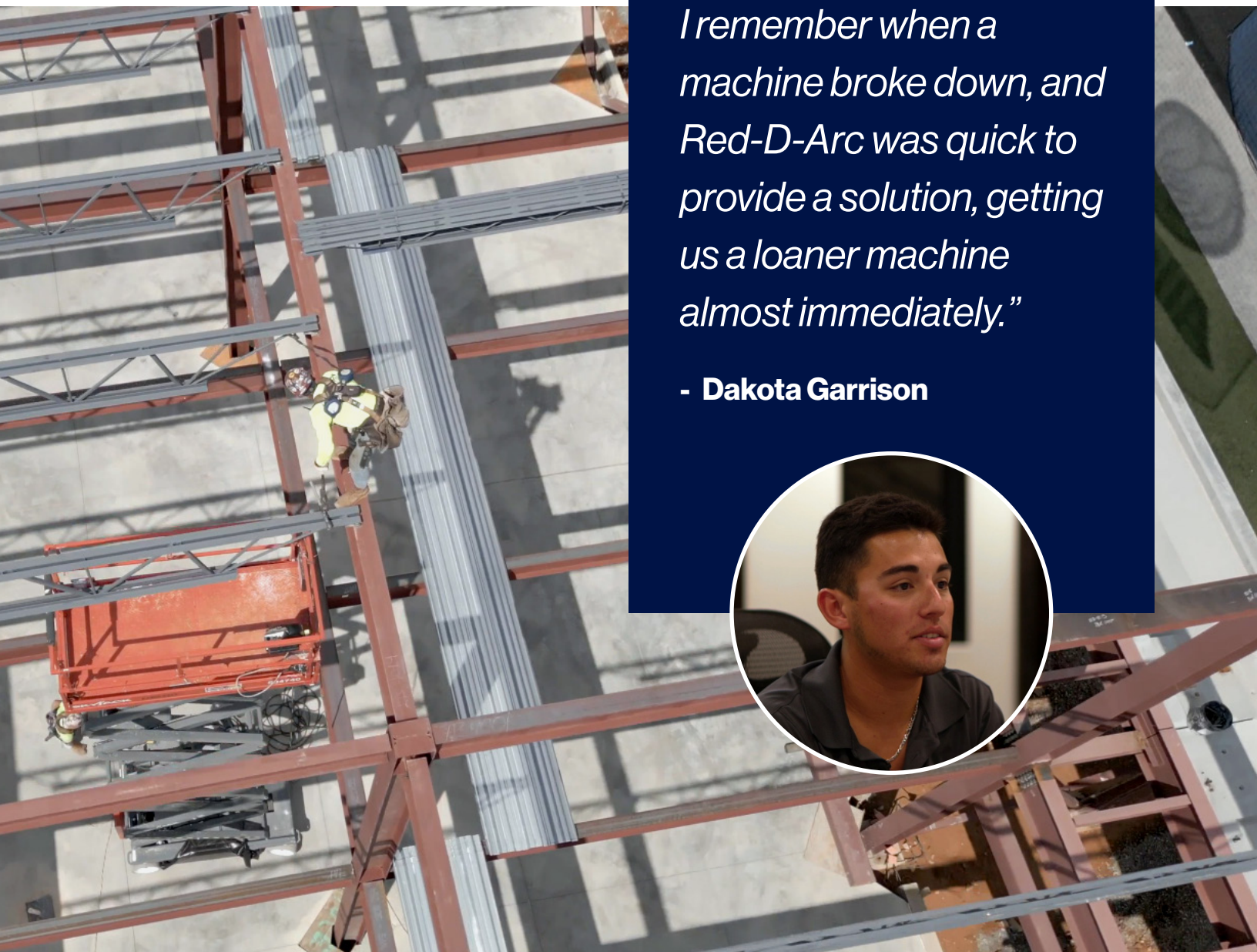
The partnership with Red-D-Arc has yielded significant benefits for Garrison Steel. The ability to quickly replace or repair equipment has minimized downtime, a critical factor in an industry where schedule adherence is key.

This responsiveness and the quality of service have made Red-D-Arc an invaluable resource for Garrison Steel.



I remember when a machine broke down, and Red-D-Arc was quick to provide a solution, getting us a loaner machine almost immediately.”

- Dakota Garrison



By leveraging Red-D-Arc's specialized leasing services, Garrison Steel has been able to maintain its commitment to delivering projects on time and safely, despite the logistical and operational challenges inherent in their industry.



Choosing Red-D-Arc for our projects was a decision based not just on the quality of their equipment, but also on the exceptional support and service they provide.”

- Dakota Garrison

WATCH THE CASE STUDY VIDEO



Establish your welding fleet with Red-D-Arc's comprehensive rental services. As the largest provider in North America, we offer competitive rates on a wide range of welding equipment, including welders, positioners, generators, and specialty tools like plasma cutters.

Our commitment to providing up-to-date equipment and flexible rental, leasing, or purchase options, coupled with hassle-free maintenance and easy online quotes, ensures your project needs are met efficiently and cost-effectively.



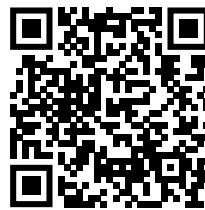
- ✓ **Latest Tech Access:** Stay ahead with the latest equipment
- ✓ **Zero Maintenance Worries:** We handle upkeep
- ✓ **Flexible Terms:** Options to rent, lease or purchase
- ✓ **Easy Online Quotes:** Fast, accurate pricing

- ✓ **Free Expert Advice:** Guidance tailored to you
- ✓ **Unmatched Service:** Reliable, timely support
- ✓ **Trusted Industry Leader:** Depend on our expertise



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EQUIPMENT**

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