

# Rental welding equipment for storage tank fabricators

➤ Tank storage fabricators can gain a significant advantage in the construction industry when renting tank fabrication welding equipment.

A generally accepted benchmark in the construction industry is that if equipment is utilised less than 60% to 70%, it is typically more economical to rent. Paying for the use of equipment rather than for ownership has many advantages such as minimising equipment downtime as well as a reduction in costs for maintenance, storage, handling and freight.

Red-D-Arc Weldrentals, an Airgas company, is the world's largest supplier of rental welding equipment. The company supplies specialised automatic storage tank welding equipment to companies in the tank fabrication industry for projects all over the world.

Fabricators gain a significant advantage in the highly competitive storage tank construction industry by leveraging Red-D-Arc's fleet of automatic tank welding equipment, along with their expert technicians for training and support.

## SERVICE AND SUPPORT

It is common for Red-D-Arc associates to be fully involved in a customer's project tendering process. Tank fabrication customers bid on projects knowing that they have a reliable, knowledgeable, tier 1 supplier capable of meeting their welding equipment requirements.

A customer was recently awarded a large tank fabrication project in Abu Dhabi and Red-D-Arc was instrumental in their successful bid.

After reviewing the specifics of the project the Red-D-Arc representative suggested the use of automatic girth welding systems. The customer was new to automatic girth welding so Red-D-Arc technicians worked side-by-side

with them, providing training and support to ensure their success. The project was completed 40% faster than manual welding and



by renting the equipment, and the customer reduced their CAPEX investment by 60%.

Sayer Hendricks, storage tank welding equipment specialist at Red-D-Arc, works with tank fabrication customers to ensure that Red-D-Arc girth welding equipment, and the equipment operators, are working safely and efficiently.

He says: 'A fabrication company without prior knowledge of the equipment, is able to rent a turn-key tank welding automation system and increase their welding productivity by 40-50%. With on-site training, service and support, our customers are up and running quickly and making 100% x-ray quality welds without fail.'

A key advantage of rental and lease equipment is reduced downtime. Having a backup fleet of welding equipment available on demand provides peace of mind and minimises the risk of delays due to equipment malfunctions. Red-D-Arc can even keep additional equipment on-site in case machines need to be swapped out.

'When working in conjunction with the Red-D-Arc Weld Automation team, customers drastically reduce down time and avoid costly equipment repairs, while maximising weld quality and operational efficiencies,' says Hendricks.

The most important consideration for any construction project is safety. Proper training and regular maintenance on AGWs is critical. Expert technicians at Red-D-Arc are trained and experienced with operating and

maintaining this type of equipment.

The company supplies for rental automatic girth welders, submerged arc welding systems, Bug-O equipment, diesel engine-driven welders, multi-process welders and semiautomatic wire feeders.

Additionally, the company carries a wide variety of Koike Aronson, Ransome automatic girth welders (AGW) including single and double AGWs, as well as light weight and mini girth welders as well as AGW accessories including tow behind power skids and dog houses.

Diesel engine-driven welders, for portable DC CC CV welding, are available in a wide range of outputs - up to 750 amps with 20,000 watts of auxiliary power and the machines are built to Red-D-Arc's extreme-duty specifications to perform in the harshest of environments.

The Bug-O Modular Drive System offers total flexibility for automating precise, accurate cuts and welds. Red-D-Arc's extensive fleet of Bug-O equipment and accessories means that customers can maximise the configuration options to best suit the requirements of each project.

The company also specialises in submerged arc welding systems including LT7 tractors, sub arc power sources, single and tandem sub arc welding heads, wire feeders, control systems and flux management systems.

Red-D-Arc also offers an operating lease programme called WelderLogistics. The lease program is a cost effective option to acquire a core fleet of welding equipment. Leasing equipment alleviates the need for companies to invest capital into depreciating assets. Lease has considerable tax advantages (100% write-off for tax purposes) and it eliminates interest charges and other carrying costs.

All WelderLogistics equipment comes with a full factory warranty and in the event of equipment breakdown, replacement equipment is provided at no cost. At the end of the lease term customers trade in their fleet for brand new equipment.

Tank fabrication companies should consider rental and lease before making a decision on welding equipment procurement.