

UNLOCKING THE HIDDEN COST OF WELDING

**Discover how quality standards affect productivity
and profit when MIG welding.**



Learn how labor impacts total welding cost. See the effect of gas and other weld parameters on weld penetration. Develop the skills to better manage your welding process.
You'll find it all with Airgas.

Discover new ways to improve your bottom line with Airgas' Unlocking the Hidden Cost of Welding class. Designed for decision makers and engineers, you'll learn from the experts how to increase your profits by welding more efficiently and more effectively. You'll spend time in our state-of-the-art classroom discovering how to improve weld quality. Then you'll put what you've learned to the test in the lab with the support of experienced Airgas Weld Process Specialists. Remove the common myths associated with the art of welding. The Airgas Hidden Cost of Welding class teaches welding as a science requiring precise measurement and control of inputs to achieve consistent quality output. Armed with this knowledge, you'll improve your processes and you'll improve your bottom line.

Quick Class Information

- 3.5 day class
- 50% classroom and 50% hands-on discovery
- Focused on the quality and economic aspects of welding
- Provides proven methodology for making improvements to your processes and making them stick
- Supports efforts to implement Lean principles and continuous process improvements

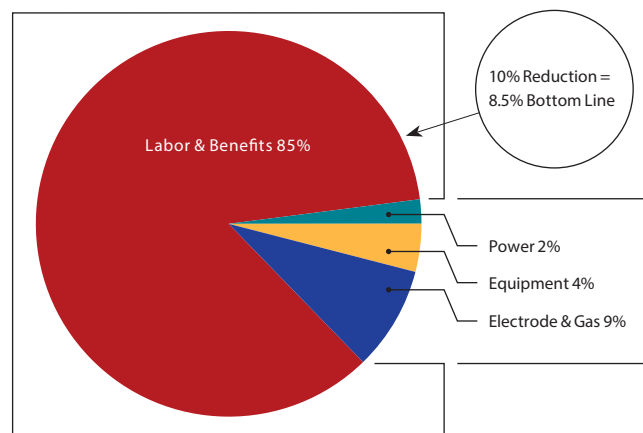
Take a new look at MIG welding, and take a big leap ahead.

Look at the weld as a whole and eliminate the common myths associated with the art of welding. Reduce repair and rework by first optimizing pre-weld, weld-out and post-weld essential variables. In Hidden Cost of Welding training, you'll learn about:

- Upstream fabrication procedures – crucial to making weldments right the first time, every time
- Minimizing or completely eliminating rework and secondary operations like grinding
- Five metal variations, five electrode diameters and eight shielding gases to experiment, analyze and discover the right combination for your shop

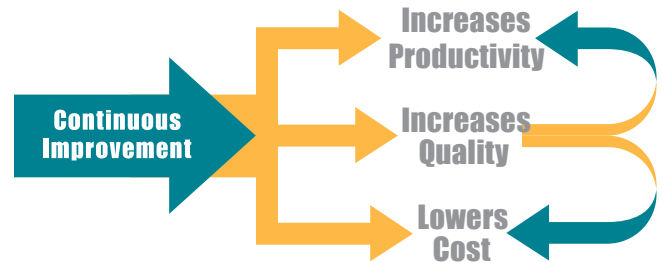
Class work discussions and workshop sessions are designed to closely reinforce each other, so you'll walk away with the most complete understanding of your weld process and how to improve it.

Cost Perspective — The Bottom Line



Who benefits from this course?

Experience what hundreds of students from various industries have said was a game changing course. CFOs, quality directors, procurement professionals, line managers, and even business owners tell us it's the best three-and-a-half days they've ever invested in their business.



What just some of many customers had to say about the class...

It was, to say the least, some of the best money we have ever spent on educational opportunities and training. After the conclusion of the first day we were aware that we were in for the education of our lives. The age old standard combination of gases, filler metals, and processes were not adequate. Invaluable! The impact of the energy of the gas in combination with the process was amazing. The ability to weld without spatter or the need for grinding is achievable using the information provided.

Sterling N. Jensen
President/Chief Operating Officer
Richards Sheet Metal Works, Inc.

I was completely shocked when the welds were cut in half, and etched, and there was no penetration into either piece of steel. Before I returned to the hotel for the evening, I called the shop and instructed the welders that their welds were not penetrating and that they needed to stop welding until I returned to the shop.

Dennis Regier
Plant manager – Seat King

The thing I personally liked learning about the most were the techniques that we can use to be more competitive and keep jobs in the USA.

Stewart Moore
Robot Programmer – Hutchinson-Mayrath

I can honestly say after attending this course that it is what I would consider to be one of the "best in class" and an eye-opening experience. The instructors are top notch and take you on a journey of real-world applications. The instructors genuinely connect with the processes and applications being applied in your company and tailor the course to assist you in generating results that you can take home and apply.

Jim Henry
Operations Manager – Topeka Metal Specialties

The cost of over welding by only 1/16 in weld size was unbelievable. Fortunately, with the charts provided... I can effectively demonstrate to our welders and managers the importance of not accepting our cliché of "more is better". This concept is nothing new, but now with the evidence the argument has substance.

Wayne Tolley
Welding Manufacturing Engineer – Terex

The right locations. The right products. The right expertise.