

SUCCESS

LINCOLN®
ELECTRIC
THE WELDING EXPERTS

Waveform Control Technology™

Automation

H-P Products, Inc.

H-P Products, Inc., an Ohio-based fabricator of tubular products and solutions, goes automated with Lincoln's custom automation systems and wins new contract business.

- PROBLEM -

Increased demand from automotive manufacturers required faster production and quick turn-around times. Manual welding stations could not keep up with demand, hindering new business opportunities.

- SOLUTION -

Six new automated welding systems — four turntables and two fixed-table indexing systems — were added to the production line. Each custom-made system includes the Power Wave 455M Robotic Welding Power Source and the FANUC 100 J-3iB controller.

- RESULTS -

H-P now manufactures a new product line for GM, generating finished product in only six months. H-P also won a new business contract with Chrysler, and production levels have soared.



This has been an exciting time for H-P Products, Inc.

Automotive manufacturers like GM were already on contract with H-P to fabricate stabilizer bars used in suspension systems. Now there was talk of a new GM product line, and Chrysler was anxious to embark on a new business contract. With opportunities like this in abundance, the company was ready to take the business to the next level. Only one challenge stood in their way: how to increase production levels to handle the sudden, massive increase in demand.

Executive Vice President Allen Green recognized the need for automated welding systems.

“The partnership between Lincoln's people and ours is so solid, Chrysler didn't need to worry about the details. They just saw a dedicated team of professionals.”

“We approached Lincoln Electric because they have a great reputation in the welding industry. Welding expertise combined with automation services — that's why



we chose Lincoln over competitive products.”

Greg Calderone, H-P Products' Engineering Manager, agrees. “Originally we agreed to purchase three weld cells, but when our Lincoln service rep had a custom system prototyped, designed and delivered in six months, we were blown away. We doubled our order to six systems.”

Once the deal was signed with GM for a new product line, H-P focused its efforts on Chrysler. When Chrysler execs came to visit, they couldn't tell the difference between H-P representatives and Lincoln's.

The future of welding is here.®

H-P Products, Inc.



"The partnership between Lincoln's people and ours is so solid, Chrysler didn't need to worry about the details. They just saw a dedicated team of professionals."

Business is booming at the H-P Plant in Louisville, Ohio, and Lincoln is there working side-by-side with them to make sure production levels — and profits — continue to rise.

Lincoln Pre-Engineered Automation Cells



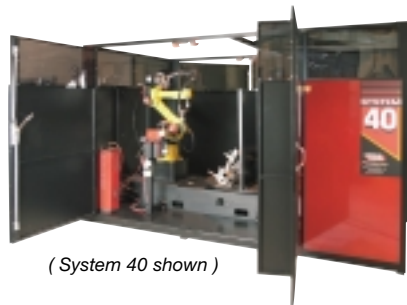
(System 30 shown)

System 30

Pre-engineered systems like the **System 30** can dramatically enhance standard parts production with shorter delivery times, lower costs and consistent quality. This arc welding robot cell is a pre-engineered, two-fixed table workstation designed for medium sized parts that can be welded without reorientation. The two-fixed table layout creates a small, economical system that takes up very little floor space.

System 40

Pre-engineered systems like the **System 40** can dramatically enhance standard parts production with shorter delivery times, lower costs and consistent quality. This arc welding robot cell is a pre-

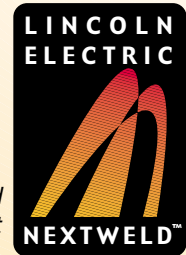


(System 40 shown)

engineered, 180° indexing turntable workstation designed for medium sized parts that can be welded without reorientation. The rapid indexing 58-inch or optional 71-inch diameter turntable offers a more spacious workspace. The two-sided table allows the operator to load and unload on one side while the robot welds on the other to create an economical, versatile means to improve productivity while reducing operator fatigue.

WHAT IS NEXTWELD?

The challenges facing industrial fabricators today are increasingly difficult. Rising labor, material, and energy costs, intense domestic and global competition, a dwindling pool of skilled workers, more stringent and specific quality demands.



Through our commitment to extensive research and investments in product development, Lincoln Electric has established an industry benchmark for applying technology to improve the quality, lower the cost and enhance the performance of arc welding processes. Advancements in power electronics, digital communications and Waveform Control Technology™ are the foundation for many of the improvements.

NEXTWELD brings you a series of Process, Technology, Application and Success Story documents like this one. NEXTWELD explains how technologies, products, processes and applications are linked together to answer the important questions that all businesses face:

- How can we work faster, work smarter, work more efficiently?
- How can we get equipment and people to perform in ways they've never had to before?
- How do we stay competitive?
- How do we maintain profitability?

NEXTWELD is the future of welding, but its benefits are available to you today. Ask your Lincoln Electric representative how to improve the flexibility, efficiency and quality of your welding operations to reduce your cost of fabrication.



THE WELDING EXPERTS

THE LINCOLN ELECTRIC COMPANY
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