

COMPANY **HBB GEOSALES LTD**

## **GEO IN-HOUSE PRODUCTION**

AUTOMATION EXPANDED THEIR CLIENT BASE AT HOME AND ABROAD



### **Overview:**

Small company completely changed their business model and brought their production in-house using an automated welder.

### **Website:**

[www.weldmaster.com](http://www.weldmaster.com)

### **Industry:**

Technology, Products.

### **Employee Count:**

10-30



### **Company Background**

HBB GeoSales Ltd is a family owned company who specialize in the supply and fabrication of Geosynthetics cover, liner & barrier systems for the protection against and the containment of liquid, solids, gases and contaminants, as well as other associated products.

### **The Challenge**

HBB's growing business was struggling with overtime costs and time inefficiencies. They were welding huge yards of liner in the field by hand. They were unable to keep up with demand and current jobs were taking much too long to finish. They needed to find a solution that would both save labor time and costs, while producing the best quality welds that withstand liquids and solids.

### **The Solution**

Miller Weldmaster suggested a completely new idea for production, weld in-house rather than in the field. A fully automated welding and accordion folding process so no hand welding is involved and welding temperature and speed are computer controlled. The ability to convert roll form into job specific one piece pre-welded panels was a game changer. Although HBB knew this would completely change their business model, it would also increase their job completion rate, lower labor costs and ultimately increase profits.

*"Your welder has provided us with a unique selling proposition within the market-place which makes us stand out against our competitors, allowing our business to grow whilst providing efficiency savings along the way."*

**- HBB GeoSales**



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Our Miller Weldmaster machine is the focal point of our growth plans. We hope to be able to come back and purchase bigger and better machines in the future!

**- HBB GeoSales**



### **A SOUND INVESTMENT**

As a small, family owned company with no debt, a purchase of this size required a lot of discussion. Because of Miller Weldmaster's reputation for quality, service and a family owned business themselves, HBB "was confident this was a sound investment."

Application experts from Miller Weldmaster carried out multiple, detailed discussions & in- depth analysis to determine the best solution specific to their product. Next, was to understand HBB's biggest challenges and ultimately, the results they wished to achieve.

After the machine was built and approved the Miller Weldmaster service team delivered professional installation. HBB was then fully trained on the TG3600 for daily operation and maintenance. A lifetime of support is available at their fingertips with a quick phone call or email.

### **The Result**

- HBB GeoSales was able to reduce their labor costs significantly
- The TG3600 is able to produce 20,000m<sup>2</sup> of pre-welded panels per hour
- Often able to completely remove the need for onsite welding
- Panels with consistent and repeatable welds are produced in-house for higher quality product
- With greater time efficiency, they are able to accept more jobs, growing the business at home and abroad



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