

**“We can adapt Centerfire™ consumables to all our MIG guns, so we only need to stock one set of consumables instead of four different brands. The cost savings on inventory is pretty obvious.”**

**– MIKE BOHNERT, MAINTENANCE SUPERVISOR, WALKER STAINLESS EQUIPMENT**



## CENTERFIRE CONSUMABLES EXTEND TIP LIFE 600% IN STAINLESS APPLICATION

### Centerfire™ Consumables also Simplify Inventory Management

Walker Stainless Equipment of New Lisbon, Wis., sets the standard for processing equipment, storage vessels and sanitary transport vehicles for the food, dairy, pharmaceutical, beverage, personal care and fine chemicals processing industries. The company manufactures high-quality products that hold their value and provide low life cycle costs.

In a highly competitive industry, Walker sets itself apart by offering turnkey solutions and short lead times. In fact, as a result of implementing lean manufacturing practices, the company now produces a transport trailer in 40 percent less time, which helps customers begin moving product faster.

With an eye on continuous improvement, Walker recently tested Bernard's Centerfire consumables (nozzles, diffusers and contact tips) in eight welding stations. These stations featured MIG guns from Miller, Bernard, Tweco and Lincoln. Walker easily upgraded these guns to Centerfire consumables because Bernard offers adapters and insulators to match them. As part of the upgrade, no welding variables changed except one — tip life.

“With Centerfire, operators routinely wear out tips before they burn back,” says Mike Bohnert, maintenance supervisor. “After a week of welding with Centerfire for the first time,

one operator said the tip wasn't working right. What happened was that he wore the tip out, something he had never witnessed before. He was kind of proud that he could wear out a tip before it burned back.”

Manufacturing engineer manager Dale Stoughtenger calculated that switching to Centerfire extended consumables life by more than 600 percent. A Centerfire tip can weld for an average of 7,500 inches before it wears out, compared to an average of 1,200 inches before the previous brand of tip burns back (.045" 304 stainless steel wire, fillet weld .102" wide).

Most companies would be satisfied with tips that last six times as long, but that's icing on the cake for Walker and its emphasis on lean manufacturing. The real savings will come from simplified ordering, less inventory to manage and eliminating errors related to finding the correct tip.

“We carry 50 to 150 back-ups for each tip and can have up to two dozen different types in inventory,” says Stoughtenger. “With Centerfire, we'll be able to reduce that to one tip for each wire diameter. Just the reduction in carrying costs alone could justify moving to Centerfire.”



**Centerfire's unique design improves gas coverage and electrical conductivity, which in turn improves bead quality, minimizes post-weld buffing and may lower warranty costs.**

## INDUSTRY LEADING PERFORMANCE

To improve navigation and offer customers enhanced product information, Bernard® redesigned its Website, which is now found at [www.bernardwelds.com](http://www.bernardwelds.com). Among the new highlights are the CustomSelect™ Ordering System, improved product sections, replacement parts guides and the ability to sign up for MIG Tips, Bernard's quarterly newsletter.

**CUSTOMSELECT ORDERING SYSTEM.** A valuable resource and training tool, the CustomSelect Ordering System interactively builds a Bernard Q™-Gun or OXO® APX Gun tailored to precise application requirements. When complete, a custom configured part number is displayed with a list of recommended replacement parts that can be printed out, submitted for quote or saved for later use.

**REPLACEMENT PARTS GUIDES** allow identification of parts without having to pick up the phone. They are available for all Bernard products, including hand-held air-cooled Q-Guns and OXO APX Guns as well as Centerfire nozzles, tips and diffusers.

**MIG TIPS SIGN UP.** Visitors can also sign up for MIG Tips at [www.bernardwelds.com](http://www.bernardwelds.com). MIG Tips is Bernard's quarterly newsletter, which offers advice on how to improve weld station quality and performance by highlighting success stories and product innovations.



Non-threaded contact tip with tapered base and large diameter seat for good heat dissipation.

Threaded nozzle keeps contact tip centered for better weld placement and less spatter.

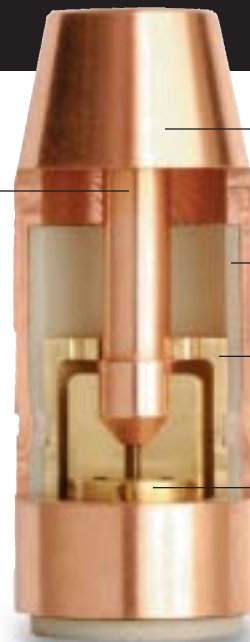
Composite insulator extends life, withstands heat and abuse.

Built-in spatter shield protects diffuser, improves gas flow.

Diffuser mates securely with contact tip for better conductivity.

## INNOVATIVE DESIGN FOR PRECISE PERFORMANCE

Shown here is Centerfire "cut" open to demonstrate the unique design elements that provide better gas coverage, longer tip life and better arc starts.



# BERNARD'S NEW!

## WEBSITE NOW FEATURES THE

### CustomSelect Ordering System!

## GET COST SAVINGS USING CENTERFIRE CONSUMABLES

### WITHOUT CENTERFIRE CONSUMABLES

- ACME Company values its employee's time at a conservative **\$25 PER HOUR**
- ACME has approximately **150 EMPLOYEES** welding at any one time
- ACME estimates that each welding operator changes contact tips **THREE TIMES A DAY**
- ACME believes that it takes approximately **5 MINUTES** to replace a contact tip

**EACH DAY, ACME HAS 37.5 HOURS OF DOWNTIME FROM CHANGING TIPS, WHICH EQUALS \$937.50 IN LOST PRODUCTIVITY!**

### WITH CENTERFIRE CONSUMABLES

Given all of this information, ACME Company decided to use Centerfire Consumables to **reduce operator downtime**. Because of Centerfire Consumables, ACME employees **only had to change their tips one time in two days**.

**USING CENTERFIRE CONSUMABLES SAVED ACME \$1,562.50 DOLLARS IN LOST PRODUCTIVITY!**

## IMPROVE PRODUCTIVITY, LOWER COSTS

Sign up for MIG Tips through [www.bernardwelds.com](http://www.bernardwelds.com). Produced quarterly, MIG Tips offers real world application stories on how others, like you, successfully deal with improving productivity and lowering costs by using Centerfire consumables.



**MIG-MAN'S TIP**