



CASE STUDY: INTERNATIONAL EPC WELD TESTING PROJECT STRATEGY + SOLUTION

GRIPSAFEST

Outboard Retraction Blocking Isolation & Test Plug (ORB)



PROSPECTIVE EPC CUSTOMER CHALLENGE

- + EPC required 6240 weld tests, covering over 15,000 meters of pipe (approx. 50,000 feet)
- + EPC company needed a cost saving strategy that could be implemented quickly for testing the welds
- + EPC was late on delivering results with considerable cost overruns

EPC COURSE OF ACTION

- + USA Industries' associates traveled to job site along with competitive pipe test plug manufacturers to give a field demonstration of their new technology pipe plug GripSafe ST
- + Company's Sr. Design Engineer and Commercial Team Manager provided hands-on training session emphasizing the plugs patented technology benefits and taught proper installation and removal procedures to field engineers, inspectors and managers



SUPERIOR TECHNOLOGY

SOLUTION: BENEFITS & VALUE

- + USA Industries GripSafe ST plug was selected as the plug of choice over competitive products
- + GripSafe ST offered a 93% time savings over the conventional testing methods of welding on and cutting off pipe end caps, and pipe beveling
- + GripSafe ST ORB plug has instant security feature with a patented independent wedge actuation system
- + GripSafe ST did not scar pipe ID, unlike known issue of competitor products, saving EPC money, material, time and labor costs associated with pipe cut-offs or drops



IN THE AMOUNT OF TIME IT WILL TAKE TO...

WELD ONE END CAP*

(WELD, CUT, RE-BEVEL, CLEAN)

PIPE O D	TECHNICIANS REQUIRED	MAN HOURS PER WELD CAP INSTALLATION
2"	1	2
3"	1	2
4"	1	3
6"	2	8
8"	2	8
10"	2	10
12"	2	10
BILLED HOURS		43

you can install **THIS MANY**
GRIPSAFE® ST PLUGS

Installation Rate	TECHNICIANS REQUIRED	MAN HOURS PER PLUG INSTALLATION
10 minutes / plug = 12 GripSafe ST Plugs	1	.17
10 minutes / plug = 18 GripSafe ST Plugs	1	.17
15 minutes / plug = 16 GripSafe ST Plugs	1	.25
20 minutes / plug = 15 GripSafe ST Plugs	2	.67
TOTAL	2	2.35

*EPC Customer Provided Data