

CASE STUDY: INTERNATIONAL EPC WELD TESTING PROJECT STRATEGY + SOLUTION

GRIPSAFEST

OUTBOARD RETRACTION BLOCKING
ISOLATION & TESTING PLUGS (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



M-GSST-IMP-CS-2.1.5

CASE STUDY: INTERNATIONAL EPC
WELD TESTING PROJECT STRATEGY SOLUTION

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

WELD ONE END CAP*

(WELD, CUT, RE-BEVEL, CLEAN)

	MINUTES	TECHNICIANS REQUIRED	MAN HOURS PER WELD CAP INSTALLATION
2"	120	1	2
3"		1	2
4"	180	1	8
6"		2	8
8"	240	2	3
10"		2	10
12"	300	2	10
		BILLED HOURS	43

you can install **THIS MANY**

GRIPSAFE® ST PLUGS

MINUTES / PLUG = # OF GSST PLUGS INSTALLED	TECHNICIANS REQUIRED	MAN HOURS PER PLUG INSTALLATION
10 = 12	1	.17
	1	.17
10 = 18	1	.17
	1	.25
15 = 16	1	.25
	2	.67
20 = 15	2	.67
	BILLED HOURS	2.35

*EPC Customer Provided Data