







## FROM FLEET TO FILLING

Located in Aurora, IL, Weldcoa is an innovative manufacturer of products that store, transport, or fill compressed gas cylinders. Our exclusive, patented-filling, automation, storage and transportation solutions provide cost-reduction innovations for every step of your process—all while providing unmatched levels of reliability and safety. From the most basic to the most demanding, we have the products that will support you and your customers' needs better than anyone in the high-pressure gas industry.

# A HISTORY OF FIRSTS

**1969**

Weldcoa creates first American Palletized System in response to overseas distributors entering the US market.

**1972**

Weldcoa introduces the LowPro Gas Pack. The LowPro was so named due to its noticeably lower center of gravity than competitor products. In time, it becomes the most used gas pack in North America.

**1985**

Weldcoa designs and manufactures the first Inverted Medical Cylinder Fill Rack in response to their client's complaints on moisture/corrosion of the medical cylinders internal walls. Prior to this innovation, all medical cylinders were filled vertically.

**1989**

Weldcoa begins to manufacture linear and palletized cylinder plants for clients.

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**1997**

Weldcoa develops and introduces first ever Modular Palletized Fill Facility. Prior to this innovation, all fill plants were built on site. Modular design lowered the cost of the build and the install. It also increased the speed in which a plant could be installed and go-live.

**1998**

Weldcoa develops, designs, builds and installs its first Automated Filling System for the filling of straight gases. The client, Interstate Welding, likes the system so much that they immediately ask Weldcoa to develop an Automated Mix Gas System. The Mix Gas System is installed several months later at Interstate in Marinette, WI. That system is still fully operational and filling cylinders today.

**1999**

AGA purchases first ever Weldcoa Pump Control System. Weldcoa builds and installs a fully automated Palletized Fill Island for AGA in Hammond, IN.

AGA also purchases, first ever, Weldcoa Automated Sequential Liquid Filling System. The Sequential Liquid Full system would fill a Liquid Cylinder on a scale until completion and then automatically switch over to another Liquid Can on a scale and fill that one. Thus, the operator could spend his day loading and unloading cylinders from the scales whilst the system kept sequentially filling Liquid Cylinders.

In 2014, Weldcoa upgraded the Automation in the above facility to our latest automation offerings. This facility has never experienced a single failure in its entire history of operations. It continues to run flawlessly.

## 1999

BOC invites Weldcoa to participate in their Global Asset Management Supplier Search for a global provider of Sequential Auto-Fill Systems. The six-month evaluation process concluded with BOC ranking Weldcoa's fledgling automation package as the third best in the world. Weldcoa was ranked the best in North America, second only to BOC's internally developed automation package. The first place provider went bankrupt two years later. They were the apparent victim of underbidding in order to get the coveted global contract.

## 2000

Praxair Mexico contracts Weldcoa to build the world's largest fully automated, palletized cylinder fill facility in the world. This facility continues to fill over 90,000 nominal 3000 PSI cylinders per month in Mexico City, Mexico.

## 2002

Weldcoa begins to assemble, in-house, flexible leads and cryogenic hose in response to emerging quality and availability issues within the North American market.

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## 2003

Weldcoa introduces the M1 and Wolf Pack into its LowPro family of products. These new gas packs have a lower center of gravity than the traditional LowPro. They do not use traditional casters but rather come with a unique inline design (an industry first) that provides greater movability than the classic LowPro.

## 2004

Weldcoa develops the first ever Mini Fill Plant in response to natural and manmade disasters. The Mini Fill Plant arrives ready to work at a site where an existing fill plant had been destroyed due to fire, tornado or flooding. Several Mini facilities are sold within the first year of development.

## 2006

Weldcoa installs first Unmanned Remote Pump Station for Biomet in IN. These Remote Pump Stations are used by manufacturers in order to supply them with on-demand gas products in conditions that require no human oversight and can "Never Go Down" operations.

# A HISTORY OF FIRSTS

## 2007

Weldcoa launches Precision Specialty Gas Products, a division of Weldcoa, whose sole focus is to build equipment for the Specialty Gas market. Within the first year, Precision launches several new products including its new modular design of Blending Cabinets, Inverters, Cylinder Prep Ovens and Mini Lab Packages. These new products are radically different from how the industry had been handling the pre-fill, fill, post-fill and sampling processes. Within 16 months, Precision is selling its new innovative offerings globally.

## 2008

Weldcoa's automation team integrates and releases its newest version of Sur-Fill. The new software includes a new feature, "Remote Monitoring." Remote Monitoring creates real-time awareness of issues within the pre-set filling parameters. This allows Weldcoa to know when an issue is being created rather than waiting for the client to inform us of an issue. The new technology had been in R&D for the past two years. It is an immediate success.

## 2009

Weldcoa begins a new training program in their newly acquired building that is directly across the street from Weldcoa. Precision University is a training center that focuses on training the next generation of industry leaders in regards to the prep, fill and analysis of specialty gas cylinders. The curriculum includes two tiers of training for specialty gas processes.

2007

2008

2009

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2011

2012

## 2010

Weldcoa builds its first automated Hydrogen filling facility for nexAir in Memphis, TN. It includes a fully automated variable frequency drive (VFD) pump control with remote monitoring. This Weldcoa exclusive allows one pump to accurately fill cylinders, cylinder banks and even tube trailers by adjusting the pump speed and flow rate. It also features Weldcoa's remote Monitoring Technology that monitors the pumping process 24/7 and alerts nexAir and Weldcoa of any possible issues in real-time.

## 2011

Precision Specialty Gas Products develops the iQ-s. A fully automated gas blending cell that is capable of filling EPA protocols. This is the first ever commercially available product of its kind. This product becomes the fastest selling automation package in the history of the company. The system allows lab fillers to run a complicated, multi component mix unmanned during off hours while simultaneously allowing them to remotely monitor the blending process.

## 2012

Precision Specialty Gas Products develops a Programmable Automated Sampling System. The P.A.S.S. automates the often repetitive task of sampling gases in Specialty Gas Labs. The P.A.S.S. is a huge step forward in Precision's efforts to automate as much of the specialty gas fill and sample process.

## 2013

Linde contracts Weldcoa to build their new next generation Specialty Gas facility in Hammond, IN. The facility uses multiple iQ-s Automated Blend Cells, Manual Blend Cells, a Cylinder Inverter (in place of a Roller), Automated Bake Out Oven, Helium Purifier and Precision's new P.A.S.S. system. The P.A.S.S. is the first commercially available Automated Analytical Package. The system allows lab techs to run analysis unmanned during off hours.

## 2014

Weldcoa invests in the technology and equipment to manufacture, in-house, Post-Sintered Leads. Post-Sintering is a process that greatly reduces effusion of gases through the lead material. Transitioning from a Lead Assembler to Manufacturer gives Weldcoa a huge competitive advantage as we can now build leads from stock on demand. It also gives Weldcoa the ability to monitor quality control from raw goods to finished product. All of the leads are post-sintered, inspected, and then braided. Flexible Leads are then assembled, hydrostatically tested, nitrogen leak tested and then oxygen cleaned in-house.

## 2015

Weldcoa invests in \$2M worth of new robotics, automated fixtures and automated, manufacturing equipment in order to stream line and enhance manufacturing abilities. The result is a wider product offering, in-stock and on-demand manufacturing, better quality control, better inventory control and ultimately, lower prices on the high-end equipment for clients.

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2014

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2017

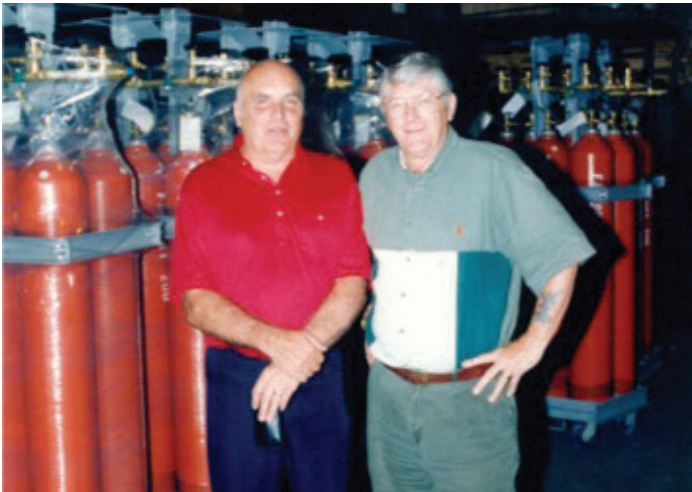
## 2016

Weldcoa introduces the Med-Master Automated Medical Cylinder Filling System. The Med-Master is a standalone system that truly digitizes the process of filling medical cylinders. A huge benefit of the Med-Master is its ability to automatically, electronically record and file every step in the filling process, including the lot number information. The system automatically fills the cylinders and records the process of filling. This includes: who filled it, when, what time, what product, type of cylinder, lot numbers, and pulls and analyzes a sample from the fill. Upon completion, it automatically prints out a copy of the entire process including results of analysis. This automated system comes preprogrammed to retrofit into new or old facilities and can fill large or small medical cylinders, even with built-in regulators.

## 2017

Weldcoa releases its newest lab room innovation, the Digital Lab Assistant (DLA). The DLA is a more cost-effective version of the P.A.S.S. that features some very unique capabilities. The DLA is a revolutionary system that can be programmed to capture sample and record analyses simultaneously and with certainty. The software is designed to provide a uniform, consistent analysis on a repetitive basis and has the ability to zero and span instruments with user inputted zero and standard gases that are ultimately stored into the system.

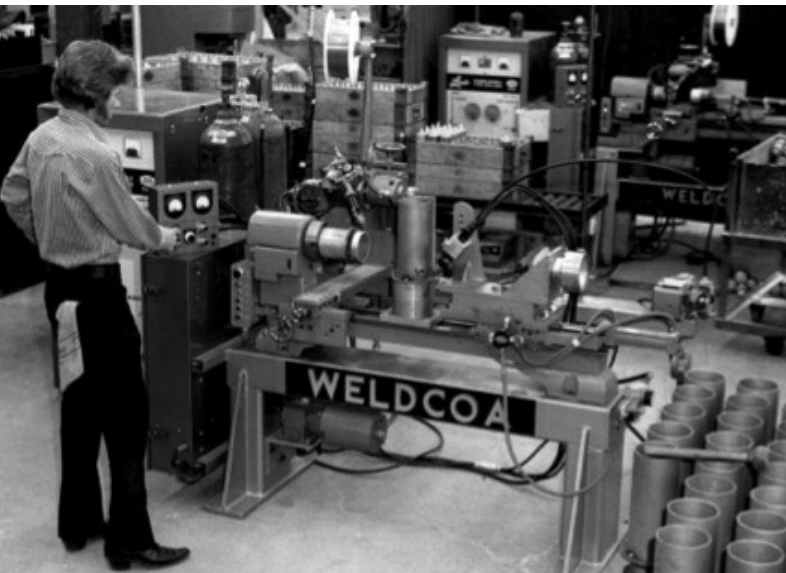
# OUR STORY



*Richard Bennett, Founder & CEO H. Peter Nielsen, President*

Founder Richard Bennett created Weldcoa to support his Gas & Welding Distributorship, Benster Welding, in 1968. We have been supporting the Cylinder Gas Industry ever since. Richard Bennett was not an engineer, he was an inventor. Weldcoa was his “Mad Scientist” shop where he experimented with America’s very first Palletized Cylinder Transportation System. From there, Weldcoa has grown into an A to Z supplier of cylinder transportation, storage, and filling.

Today, Weldcoa’s patented automated systems are considered the Global Leader in both Next-Step Technology and Long-Term Reliability. Weldcoa’s patented Pallet System has grown into the most widely used system in North America.



*“We’ve found that it’s not just one or two people at Weldcoa that are ready and able to support us. Instead, we’ve found that the technical expertise runs deep at Weldcoa, so we’re not reliant on just one or two people being available. The depth of the expertise is a big reason we chose Weldcoa for this project, and continues to be a reason for the success of the installation.”*

*Russell Stokes  
Production Manager, Cee Kay Supply, Inc.*





## OUR TEAM

Weldcoa boasts an elite team of engineers, programmers and support staff who are heavily involved in every detail of our products from Research and Development to Installation and Start-up and Training. Often, the team that designs your solutions is the same team who installs and provides the long-term support for the equipment.

Everyone at Weldcoa is focused on providing you with the highest possible level of service and quality. Our products are built to your specification, carefully inspected, and always delivered on time and within budget.



*“Coordinating the decommissioning and installing of the new equipment without interrupting the service level to our customers was very important to us. When Weldcoa said it could be done, we trusted them to make it happen – and they did.”*

*Randy McBride  
Operations Manager, Oxarc, Inc.*



# OUR VALUE

## Top-Quality Products and Automation

What is the definition of a great product? Longevity, reliability, robust design, or ease of use? Our products are at the top of the list in all of those categories. Weldcoa makes great, easy-to-use products that provide years of service at a competitive price. Best of all, they are all made and stocked in the USA.

## Team of Experienced Professionals

Purchasing a Weldcoa product opens the door for you to access our deep bench of seasoned industry experts. Our experts spent years in the field dealing with the exact same issues that you are facing today. Having problems with a pump, a valve, bulk tank? Become a Weldcoa client and gain access to our knowledgeable team.

## In-Stock, 48-Hour Shipping

In today's business world, we are all living on Amazon time. Clients expect quick access to what they want to purchase. Weldcoa is here to support you in your struggle against big box and online retailers. We have identified the top 20% of our products that Gas Distributors require quickly and have made the commitment to keeping these products in stock. Picked up a new construction account? No problem. We have 6 & 12 gas packs with 540/580 manifolds on the floor ready to ship. Contact us today to learn about our in-stock program.





## Range of Services All at One Place

Weldcoa can help you with the most basic of questions. “Help me choose the best lead material for the gas and pressure that I am using.” To the most complex, “What kind of equipment and budget do I need to fill my own EPA Protocols?” Weldcoa is there to help you reach your goals safely, on time and within your budget. We can help you establish budgets, manufacture or source the equipment you need. We can install it, train your people and support the long-term maintenance of our products.

## Cylinder Gas Industry Leaders

We have worked hard for 49 years to become the industry leader, and our track record is second to none. We’ve developed more new technologies and processes than all of our competitors combined. In fact our equipment is running in more locations, without fail, than any other like companies in our industry.

## Long Term Partners and Support

Weldcoa doesn’t want to be your vendor of the day. We partner with our clients in order to provide real long term value. Weldcoa only succeeds when you do.

*“Someone at Weldcoa has done an excellent job hiring and training people with an emphasis on customer service. It doesn’t matter whether we’re working with an engineer, technician or office person about an invoice or shipment, their customer service makes Weldcoa the perfect partner to support our growth.”*



*Mike Zeilman*

*Operations/Sales Manager, Decatur Site for S.J. Smith Company*

# ASSOCIATIONS & ORGANIZATIONS

Weldcoa is an active member of numerous Associations and Organizations Worldwide



The Association of Independent Welding Distributors (AIWD), established in 1999, is a buying group consisting of approximately 145 independent business owners and 100 vendors within the welding and compressed gas industries. AIWD vendors are handpicked to assure exceptional price structure and customer service.



Founded in 1919, the mission of the American Welding Society (AWS) is to advance the science, technology and application of welding and allied joining and cutting processes. AWS strives to move the industry forward in both thought and action, as well as inspire new generations to see the exciting career opportunities available today.



The Gases and Welding Distributors Association (GAWDA) represents over 500 small-to-very-large welding equipment and industrial gas distributors, as well as several hundred manufacturers, suppliers, and service providers to the welding and industrial gas industry. GAWDA's mission is to promote the safe operation and economic vitality of distributors of industrial gases and related welding equipment and supplies.



The Linde Distributor Association (LDA) was established in 1993 by combining the existing Airdane and MAAD purchasing organizations in partnership with Linde. The LDA mission is to facilitate a community of members who share and resolve common business problems and engage in mutually beneficial programs that help promote business growth—all within an atmosphere of friendship and cooperation.



Since 1996, WEMCO, an Association of Welding Manufacturers and standing committee of AWS, has been providing a common voice to the welding industry, government bodies and technical organizations worldwide. Today, it represents manufacturers making products for welding processes and applications, and provides resources to the welding industry end-users, distributors, and other manufacturers.



The International Oxygen Manufacturers Association, Inc. (IOMA) is the only worldwide trade association in the industrial and medical gas business. The mission of IOMA is to standardize industrial gas safety and to achieve common operating practices worldwide. IOMA's global focus, and the involvement of the industry's top management, gives IOMA the opportunity to bring about commonality on safety standards for gases in all countries.



Since 1913, the Compressed Gas Association (CGA) has been dedicated to developing safety standards in the industrial gas industry. More than 110 member companies work together to create technical specifications, safety standards, and educational materials; cooperate with governmental agencies in formulating regulations and standards; and promote compliance with these regulations and standards in the workplace.



The IWDC (Independent Welding Distributors Cooperative, Inc.) is a member-owned purchasing and marketing cooperative. Its membership and approved manufacturers/suppliers work together to grow and strengthen the network of independent gas and hard goods distributors of North America (the United States, Canada & Mexico).





# MANUFACTURING

The manufacturing facility, located at 335 East Sullivan Road, is where we perform all our steel fabrication and welding, assembly, manifolds and lead production, cleaning and testing, main assembly, and inspection. Our main administrative office is also located in this building, which houses Weldcoa's engineering, customer service, marketing, and executive teams. The 335 location sits on five acres of land, has 38,500 SQ FT under roof, and has several unique attributes, including:

- Robotic welders manufacture all of our pallets in order to guarantee the highest level of quality and consistency.
- Top-of-the line Metal Working, along with Cutting and Forming equipment to streamline our production. Weldcoa receives 1-2 truckloads of steel a day to keep up with the demand of our 24-hour production runs.
- Custom manufacturing and welding work cell stations
- Custom manifold brazing room
- Lead assembly area
- Testing and cleaning area
- Three 10-ton cranes
- 20% of our employees have been working with Weldcoa for over two decades & 3% of our employees have been with the company for over three decades.

**All the Island Gas Piping, Control Air, and Valve installation work is done at Weldcoa prior to delivery. The piping is leak checked and the O2 is cleaned and bagged. About 95% of island electrical work is also completed.**



# AUTOMATION

The automation facility, located at 338 East Sullivan Road, is where we perform all electrical production, automation development, research and product development, specialty gas filling, and training. Weldcoa's Precision Specialty Gas Products is also based at this facility. This 18,500 SQ FT facility has several unique attributes, including:

- A fully functioning Specialty Gas Cylinder Filling Facility that includes Cylinder Prep, Specialty Gas Filling Equipment (both manual and automated), Post-Fill Process Equipment and a fully functioning Analytical Lab. This area is known as Precision University, and it's where students travel from all over the world to train, at all levels, for filling specialty gases.
- A UL Certified facility where Weldcoa builds and wires all its own automated control panels in-house in order to provide consistent quality, fit and finish for our clients. Several times a year, UL inspectors audit the facility to assure the quality of our in-house designed and built electronic equipment.
- Weldcoa is a Post-Sintered Lead Manufacturer. Post-Sintering is a process that greatly reduces effusion of gases through the lead material. (Effusion= leaking). All of our competitors only "assemble leads." This means they buy their braided lead material, from a third party, and then assemble the leads at their facility. As a manufacturer of Post-Sintered leads, Weldcoa is the only provider who keeps raw material in stock and can assemble at will. This means quick turn around on leads, the best possible quality control and a highly trained staff that can assist you in choosing the right lead material for the job. All of our leads are Post-Sintered, inspected, and then braided. Flexible Leads are then assembled, hydrostatic tested, nitrogen leak tested and then oxygen cleaned – all proudly by Weldcoa at Weldcoa.



*"We continue to work with Weldcoa primarily for their experience and expertise with automation. We've found their systems to be extremely reliable. And, we really appreciate how Weldcoa can monitor their systems remotely, and identify and correct any issues in a timely fashion—often before our local guys know there are issues."*

*John Rogstad,  
COO, Gas and Supply*







## ENGINEERING AND DESIGN

Weldcoa boasts an elite team of engineers, programmers and support staff who are heavily involved in every detail of our products, from Research and Development to Installation and Start-up. Often, the team that designs your solutions is the very same team who installs and provides the long-term support for the equipment.

## PROJECT MANAGEMENT

Overseeing the many moving parts of any large project can be a challenge. Overseeing a process that has never been performed before can be best described as chaotic control. Weldcoa's Project Management Team can help minimize headaches and eliminate the unknowns associated with Greenfield Projects, Facility Upgrades, and Equipment Transitions. We have decades of experience helping businesses just like yours make the transition from what was to what will be.

*"We have a deep bench of industry professionals who filled cylinders, delivered cylinders, and who actually worked with the equipment we design. That is a huge distinction between us and would-be competitors. Companies recognize our value because our results are not only immediate, but also long term."*

*Maynard "Bud" Klotz*

***Vice President, Weldcoa***

# INSTALLATION AND START-UP

Once the equipment arrives, Weldcoa can either perform or supervise the installation and/or start-up.

Installation and start-up are often two distinct different activities. Installation of Weldcoa's equipment can be performed in one of four ways with varying levels of involvement:

- 1** Weldcoa's in-house installation team travels to your facility and handles the entire process. This may include overseeing off-loading of equipment from delivery vehicles, positioning, anchoring, and assembly of equipment. (Service cost: Time, Material and Expenses)
- 2** Weldcoa sends a supervisor to oversee your team. This may include overseeing the following processes – off-loading of equipment from delivery vehicles, positioning, anchoring, and assembly of equipment. (Service cost: Time, Material and Expenses)
- 3** Weldcoa recommends an experienced third-party install team that has experience working with Weldcoa. (Service cost: Negotiate directly with third party.)
- 4** Your team takes the responsibility for performing the entire installation process.

Once installation is completed, all electrical and piping must be completed before start-up. This will need to be managed and handled by a third-party contractor of the clients' choice.

Start-up is always performed by Weldcoa. A team arrives on the scene once all electrical and pipe runs are complete. Our team will run through a pre-start checklist to make sure, for example, that the lines have been properly oxygen cleaned, that final electrical connections were performed properly and to spec, and to double inspect the equipment to make sure nothing has been damaged or altered prior to start-up. Once the checklist is complete, the start-up team will initiate formal start-up procedures. Once the equipment is up-and- running, our team will train your staff, perform handover procedure, and exit your property. (Service cost: Time, Material and Expenses.)



# LONG-TERM SUPPORT

## **Precision University is a long-term support service for continuing education.**

Precision offers classes that our clients and their employees can attend multiple times per year. Seminars are led by those with more than 20 years of experience in their respective area. All seminars are reviewed by either Tom Badstubner or Bud Klotz to assure that all educational materials are best-practice level materials.

**Please visit [www.precisionuniversity.com](http://www.precisionuniversity.com) or call (630) 806.2000 for more information.**

## **Weldcoa's Remote Monitoring program provides 24/7 365 days a year of constant monitoring of pumping equipment.**

Remote Monitoring is an option for most of our Automated Solutions. We also offer several options for Remote Pumping Equipment that can be installed at your customer's location. This option gives you a new tool for supporting your clients at a much higher level of customer service than previously possible.

**Please visit [www.weldcoa.com](http://www.weldcoa.com) or call (630) 806.2000 for more information.**



*“Without fail, Weldcoa comes through when we need them, from design to installation to support. We consider Weldcoa part of our family, part of our team—a necessary partner as we look to continue to support our customers with timely delivery of high-quality products.”*

*Sonny Knotts*

*Manager of Operations and Production, Norco, Inc.*



## TRAINING

Weldcoa has invested heavily in Training Support for our clients. We have dedicated 8,000 SQ FT to our Specialty Gas Fill School, Precision University. We use this facility to train clients on Specialty Gas Filling as well as Medical Cylinder Filling, Liquid Cylinder Filling, and Industrial Gas Filling. Plus, twice a year we sponsor a Cryogenic Pump Maintenance school.

When we install automated equipment, we also perform all training on site. Often, we stay an additional 24 hours to oversee the newly trained employees performing their daily routines to make sure they understand the fundamentals they were just taught. Weldcoa can also return on-site for an annual refresher course.



*“Weldcoa clearly offered us the best technology package. Their process controls and automation are top-notch. They remain at the forefront of the industry.”*

*Jeffrey Leist*

**Project Manager, Linde Gas North America, LLC**

# PRODUCTS AND AUTOMATION

1. Cryogenic Pump Equipment and Automation

2. Cylinder Gas Packs, Manifolds and Leads

3. Cylinder Storage and Sorting Options

4. Cylinder Pallets, Truck Bodies and Trailers

1



2

3



4



**5. Industrial Gas Equipment and Automation**

**6. Leads for Fill Plants and Gas Packs**

**7. Medical Gas Equipment and Automation**

**8. Welding B-Boom**

**9. Specialty Gas Equipment and Automation**

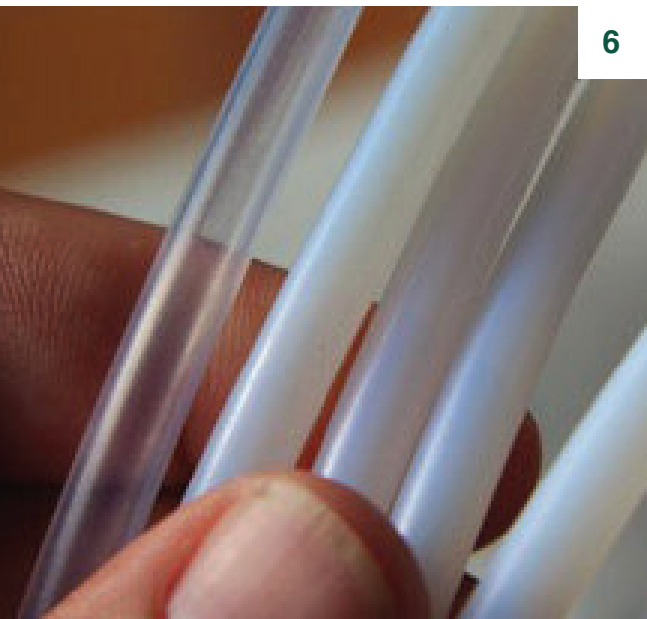
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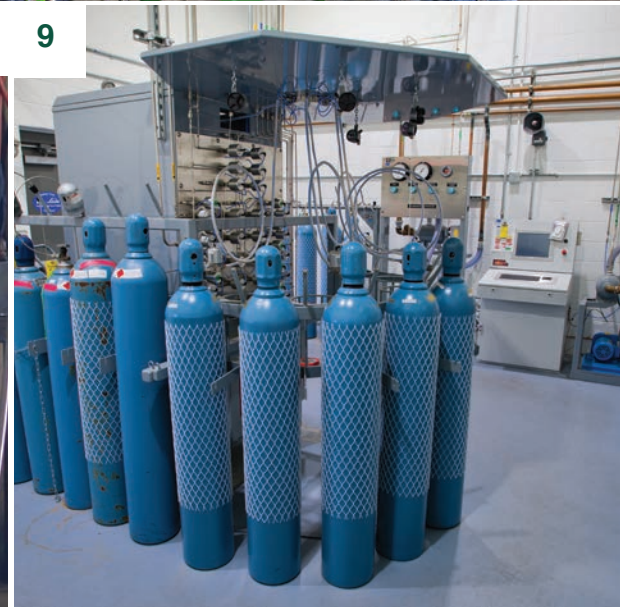


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