

# Trusted equipment solutions from Goscor Arc

Goscor Arc has supplied Murray & Roberts company Energy Fabrication, 90 Lincoln V350PRO welding machines complete with LN74 wire feeders and 30 Easy Arc 200 amp inverters for its on-site workshops at Medupi Power Station. The order is valued at R4-million.

**T**he V350PRO is a versatile, multi-purpose, multi-process welding machine that is lightweight and portable. "It can do virtually any job, whether in the shop or on the construction site and is also capable of stick, DC, TIG, MIG, flux cord and arc gouging, making it the most versatile inverter power source in its class," says Goscor Arc managing director Rob Pirie.

On the back of this, Goscor Arc has also received an order for 50 Esab 405L MIG machines with 30-4 wire feeders and 40 Origo Arc MMA 300 amp machines from Energy Fabrication.

Pirie says that in general on the Esab front, business is still brisk especially in the cutting-machine market where Esab is the only manufacturer to offer all the major cutting processes. "Precision plasma and plasma cutting technology is the fastest growing cutting technology in the world with many previous users of laser technology having changed to



Goscor Arc managing director Rob Pirie with an Esab 405L MIG machine with 30-4 wire feeder. Fifty of these units have been ordered by Energy Fabrication.

this technology, and South Africa is no different," he says.

"Many of the leading cutting specialists like Sentinel Steel, NSSC (National Stainless Steel Centre) and TW Profiles have bought Esab machines because of the obvious advantages of the technology."

According to Pirie, Esab plasma machines significantly reduce costs while maintaining, or even improving, the quality of the cut. "In many areas

of cutting, where previously only laser technology was used, plasma and precision plasma technology is achieving better results. But the crucial point is that these results are being attained at significantly reduced cost," he says. "It is generally accepted that there is a 60% reduction in up-front costs as well as a 60% reduction in the ongoing operation cost of the plasma and precision plasma machines."

Discussing the Origo™ MIG 405L power source and 30-4 wire feed unit, Pirie says this welding package is ideal for welding applications within a wide range of applications including general steel fabrication, the vehicle industry and household and furniture manufacture.

"Esab's electronically controlled feeding gives an accurate and stable arc. The four-wheel feed mechanism has grooves in the feed roller and idle pressure roller with ball bearing, which provides a positive and stable feeding combined with low wear on the wire. The two-wheel feeder mechanism is a

## Esab Origo™ MIG – key benefits

- 40 voltage steps (Origo MIG 405L), optimum settings for each application.
- 2/4 stroke, simplifies welding.
- Adjustable burnback timer gives correct stick-out.
- Creep start (30-4) gradual feed of wire for ultimate starts.
- Spot welding (30-4) for easy operation with pre-setting of the timer and equal lengths of the spots.
- Gas purge and inching (30-4) no wastage wire or gas when initially setting up the equipment for welding or changing the wire spool.
- Two inductance outlets, easy to optimise settings for different applications.
- IP 23, fit for safe outdoor applications.
- Easy to use control panel for quick set up.

cost-efficient solution for wire dimensions up to 1,2 mm," he explains. Other features include:

- Easy settings: Wire feed speed, 2/4 stroke, creep start, spot welding, inching, gas purge and burnback time setting are made on the front panel of the feeder, giving a good overview of the settings. Voltage setting and inductance adjustments are made on the power source.
- Available accessories: The easy to install plastic bobbin option protects the wire spool from dirt and dust. Extra versatility is provided by the three wire feed mounting options; counterbalance and mast, wheel kit or a suspension bracket.

"The Origo Feed is designed to meet the most rigid safety standard IEC/EN 60974-5 with low voltage (42 V/AC) operations, complete with an overload device ensuring the best possible protection," Pirie confirms.

Goscor Arc – part of the Goscor Group of Companies, which this year celebrates its 25<sup>th</sup> anniversary – has, since 1934, provided innovative solutions to a wide range of leading OEMs, welding fabricators and contractors across a wide spectrum of welding applications including mild steel, stainless steel, aluminium or hard facing.

Acquired by the Goscor group in 1986, Goscor Arc has become one of the leading solutions providers to the welding industry in southern Africa. It originally built its name on the quality of its service and the Esab brand, and recently took on the Lincoln Electric agency for the southern African region.

"With the two leading welding brand names in the world, we are able to provide our customers with solutions for an even wider range of applications," Pirie confirms. "But despite the fact that we are experts in the products of these two leading brands, I must emphasise that we provide total solutions to welding challenges.

"In essence the company will continue providing its customers with the most cost effective and efficient solution for their welding needs irrespective of what equipment or service is required," he says.

One of these services, for example, is training from its dedicated training centre in Richards Bay, where the goal is to supply industry with sufficiently qualified welders for specific jobs.

"Training is fundamental to the ongoing sustainability of our industry and we decided that we cannot leave everything up to the institutions like the Southern African Institute of Welding (SAIW), says Pirie. "In spite of the excellent work done by the SAIW and others, I think that the private sector should do whatever it can to help in the development of skills at every level in the industry especially as it is in a better position than anybody to provide on-the-job training helping people to improve their skills for specific, tailor-made purposes."

Pirie's company became well known in this country under the Arc Engineering name and changed recently to Goscor Arc. Explaining this, Pirie says there are many benefits to being part of a large, powerful organisation, especially in challenging trading times. "People trust in bigger organisations, having more faith in their ability to deliver a service long after the deal is done."

He says he also wanted to get away from the engineering label as it has been at least ten years since Goscor Arc built any engineering products. "We have focused on welding and cutting solutions and the decision to do so has paid off tremendously."

Pirie confirms that Goscor Arc's newly-launched Gas Welding and Cut-



*Lincoln-branded gas cutting and welding equipment.*

ting division is progressing well. "We have had several encouraging enquiries and our team is following up on each one," he says.

The gas welding and cutting equipment is manufactured in the Lincoln-owned Harris facilities in Europe, which are renowned in this segment for their quality, and are distributed by Goscor Arc under the Lincoln Electric brand.

Pirie says the new Lincoln Electric products are an excellent fit in the Arc stable alongside its other world-renowned products. "We have the best possible product and with our specialist team of experienced support staff, I expect healthy returns from this division in a short time frame."

The team has an aggregate of more than 60 years experience in the gas cutting and welding industry and has undergone extensive training on the full new equipment range and in the Goscor way of doing things, which includes an inordinate emphasis on customer service techniques. "With this type of

experience and our emphasis on in-house training on our products, we will be able to raise the bar of service in this industry, which has been sadly lacking in this country for some years now," Pirie concludes.



*Gas cutting technology from Lincoln.*