

Total Welding Management

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American Welding Society

TOTAL WELDING MANAGEMENT

Total Welding Management is a system focused on improvement. It includes management principles, and a planning process with a structured approach. When adopted by a company, it can improve welding quality and productivity, thus helping the company to become more competitive and more profitable.

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Introduction

This book is not about teaching welding. It is a completely new paradigm for managing a business involving welding.

In this book, I will share a system that marries the science of welding technology with sound management principles to form a Total Welding Management System.

Whether it is a manual, robotic, or fully automated welding operations, the same principles and concepts of The Total Welding Management System and The Barckhoff Method will apply.

It has evolved from over 40 years of experience in working with companies that do welding.

The implementation of this management system has resulted in significant cost savings for most companies. Savings per welder has ranged from \$10,000 to \$35,000 annually. Typical annual savings have been \$15,000 to \$25,000 per welder per year. As an example, a company with 50 welders can typically expect savings of \$750,000 to \$1,250,000 per year. This management system has been applied to many companies and over a broad variety of products.

Construction machinery, industrial fans, commercial lawn mowers, ships and barges, storage tanks, hospital equipment, truck bodies and rail cars represent some of the products to which the system has been applied. It has also been applied to small, medium, and very large companies. In any company where welding is an important part of the business, *Total Welding Management* can help deliver improved profitability.

Over more than the past thirty years, survey results of the welding operations of many companies have shown productivity gains of typically 20% to 50% using the Total Welding Management System.

This book will provide the details of this proven integrated management approach that can help transform your welding operations from a cost center to a profit center. This is especially timely in today's globally competitive business environment.

The Total Welding Management System includes the following:

1. A set of values, concepts, and management principles