

Spotlight: Manufacturer Representative

Ben Austerman

Ben graduated in 1984 with an associate's degree in HVAC. He worked in the field as a technician for a number of years.

In 1990, he began working for Airetool Manufacture as a mechanic. The company manufactures tube expanders, rolling motors, and tube cleaners. He was then promoted to Customer Service, Technical Support



and finally Product Manager. Ben still repairs special pneumatic torque controlled tooling in his 40'X72' shop.

After 14 years with Airetool in June of 2004 he began representing ESCO tool. Ben has expanded his representation to include, Walhonde Tools, Tech Group and EGI Tube Tools. He services Ohio, Indiana, Michigan and Kentucky.

Ben enjoy's spending time with his wife and three boys first and foremost. He is a private pilot and is working on plans to build a two seat aircraft called a Tailwind. He also enjoys the opportunities of fishing with his boys, nature walks and fly-ins.

Ben has done a great job promoting Walhonde's products and increasing our business in his territory.

Industrial Contractors, Inc. Performs Spring Outage at the AEP Gavin Plant

The AEP Gavin Plant is located in southeast Ohio at Cheshire along the Ohio River. The plant came online in 1974 and has 2, coal fired – 1300 MW units. Industrial Contractors, Inc., performed an outage this spring. Tim Applegate, QA/QC Manager with ICI stated, "The men loved using the Wallbanger on the waterwall tubes and the Pipefitter tool on the supply tubes and header work. It saved them a lot of hassle and time."



Tim Applegate, QA/QC Mgr., ICI and Matt McClure of Walhonde.

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Walhonde Tools, Inc.
TUBE & PIPE ALIGNMENT TOOLS

Serving the heavy industrial construction industries nationally & internationally

Reporter

Walhonde Technology Critical on Welded Tube & Pipe Projects

Tube and pipe welded assembly has been identified as a major problem by the United States Construction Industry. Walhonde offers state-of-the-art solutions to this age old problem that will greatly reduce the degree of craftsman skill to achieve the close degree of tolerance required in tube and pipe alignment.

The Walhonde Wallbanger tube alignment tool is so designed that with the zip of an impact wrench a perfect alignment is achieved and the tube is ready to be welded. The Walhonde Pipefitter is just what it's name implies. With this tool, you can fit pipe quickly and precisely with the ability to fine-tune your alignment to the closest tolerances. Additional new products are under research and development at Walhonde's innovative company. Walhonde products are the solution to the problems discussed below.

According to the Business Roundtable Construction Technology Needs and Priorities Report, piping appears to be the most inefficient of all the major areas of physical construction. Alignment is often difficult and time-consuming because of close tolerances required. If relatively inefficient piping installation could be made as efficient as the average of all other operations through technological innovation, the cost savings would be impressive. An estimated \$5 million (1989 US\$, \$8.2 million in todays market) per



theWalhonde

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typical project in the power industry alone.

The report surveyed 1,200 contractors in four categories of construction: 1) Building 2) Light Industrial 3) Heavy Industrial 4) Power Plant. The survey was followed up with interviews with 51 craft superintendents and field engineers at 14 job sites in the southwest, mid-Atlantic, Midwest and West. As expected, the heavy industrial and power projects were more labor intensive. The report

included data from construction boilermakers, pipefitters, and welders.

The number one area of opportunity for technological improvement in the heavy industrial and power industries was piping. Further, piping is considered the most inefficient of major construction tasks.

Alignment is one of the activities which requires the

greatest skill to perform. The major reason alignment is so difficult and time consuming is the degree of close tolerance required.

Since the report referenced above was published in January 1989, Walhonde has been setting the new standards with their innovative tube and pipe alignment technology. Walhonde developed state-of-the-art technology and the United States Patent Office found their alignment systems unique enough to issue nine (9) letters of patent for their products. Today, the Business Round Table for Construction operates as The Construction User's Roundtable, established in 2000 and headquartered in Cincinnati, Ohio. "CURT recognizes that the most critical issue facing the industry is the presence of a skilled work force shortage." (www.curt.org)

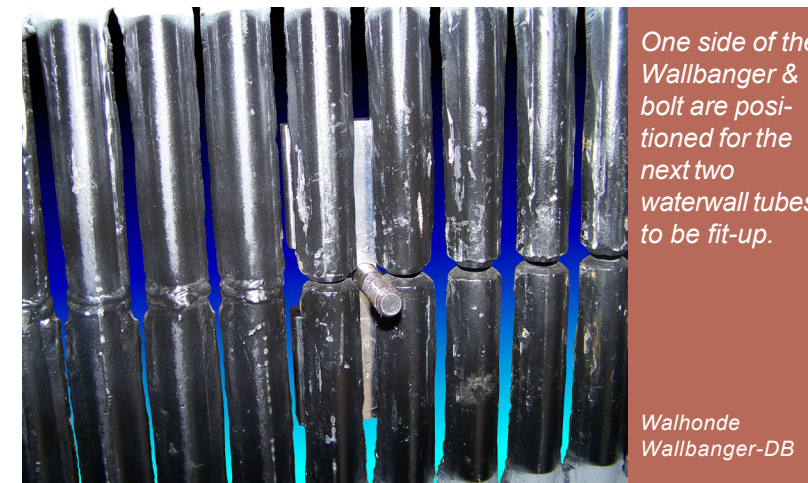
The Walhonde Wallbanger and the Walhonde Pipefitter patented tool series are designed to eliminate the costly alignment problem that has been referred to as the "bottle neck" on tube and pipe assembly projects. The Walhonde Tools are user friendly and most workers can adapt to successfully using them in a few hours. When quality control, safety, and productivity are important on tube & pipe installation and/or repair project, contact Walhonde.

Walhonde Tools has supplied the industry world-wide with the most innovative technology for aligning tubes and pipe for welding. Many contractors and in-house maintenance groups are benefitting with increased productivity, improved quality control and enhanced safety.



Matt McClure, 2nd from left, talking and demonstrating the Walhonde Pipefitter on a 4" mockup.

Tube Alignment Tool for the 21st Century



One side of the Wallbanger & bolt are positioned for the next two waterwall tubes to be fit-up.

Walhonde Wallbanger-DB

The Walhonde Wallbanger™

Save Time and Money

Welders in the power generation and pulp and paper industries, often find it difficult to align tubes in the waterwall, superheat*, header, and economizer* sections of the boilers. Achieving a perfect alignment using the old gorilla act involving come-a-longs, wedges, pry bars and other cumbersome methods with a short useful life and many parts to lose or replace, is a waste of valuable time and money and totally inefficient in today's world.

No longer does the craftsman have to struggle with often hand made pulling and tugging devices

hoping for a proper alignment and gap. The Walhonde Wallbanger

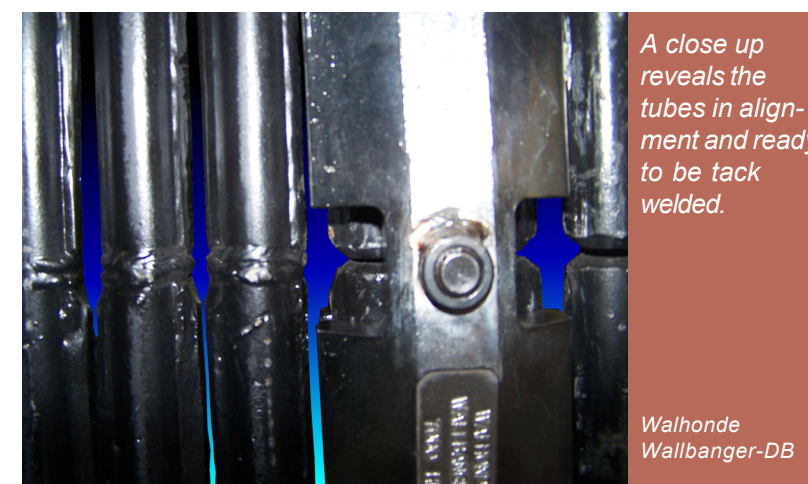


technology permits the welder to achieve the perfect alignment and gap, the first time, everytime. Little skill is needed and most welders/fitters adjust to the tool very quickly. The welders, generally one on each side of the wall/tube to be welded simply holds the precision designed clamps against the loose ends of the tube(s) to be welded. Next, the worker places the specialty bolt in the threaded hole; applies the impact wrench to the bolt and in less than one minute - a perfectly aligned tube is ready to be tacked. The Walhonde Wallbanger tool is removed and the welder completes the root pass weld.



Next, the other side of the Wallbanger is positioned in place and an air impact gun is used to squeeze the tubes into alignment in just a few seconds.

Walhonde Wallbanger-DB



A close up reveals the tubes in alignment and ready to be tack welded.

Walhonde Wallbanger-DB

*The Walhonde Wallbanger Model # HD fits single tubes such as superheat, reheat, economizer, crossover tubes as well as 1.75" - 3.25" waterwall tubes.