

SETTING SIGHT ON THE MIDDLE EAST



Cheryl Gondek, Aquasol Corporation, USA, details how the company's solutions are designed to optimise the purging and welding processes.

Aquasol Corporation recently opened its Middle East distribution warehouse and service centre located in Manama, Bahrain to serve its Middle Eastern and North African clientele. Headquartered in the USA, located in a suburb of Buffalo, New York, the Aquasol Corporation is a leading manufacturer and converter of water-soluble paper. This significant investment greatly enhances the company's ability to cater to the growing demand for Aquasol products in the region.

“We take pride in being able to meet the ever-changing needs of our clients across the world,” says Mike Hacıyan, President of Aquasol Corporation. “The current climate affecting global distribution and customers’ requests have inspired the decision to drive down costs and ensure the timely availability of our complete product line.”

Aquasol’s clients throughout the entire Middle East and North Africa region can now take advantage of short lead

times, next day availability/delivery, reduced shipping costs, simplified customs clearance within GCC, option to pick-up product, and faster RFQ conversion.

Along with opening a warehouse in Bahrain, Aquasol has also appointed Mr. Paul Barrios as Middle East Territory Manager. Mr. Barrios joins the company with over 20 years of experience in the region and within the welding industry, having held the position most recently of Product Manager. Mr. Barrios is

educated as an Electrical Engineer and will be responsible for improving brand visibility as well as enhancing wholesaler and distributor relationships through in-person visitation and training within the Middle East Region. Aquasol is pleased to enhance its customer care team with an expert offering real time response, communication and collaboration within Middle East time zone, in-person training for staff at a client’s location, on call technical assistance on products, onsite visits to project site for consultation and offsite training. Additionally, with his strong credentials in electronics, he will oversee the Oxygen Monitor Calibration and Servicing Centre.



Figure 1. PRO OX-100 and PRO OX-100B.



Figure 2. PRO OX-100/PRO OX-100B dust filter, with filter highlighted.

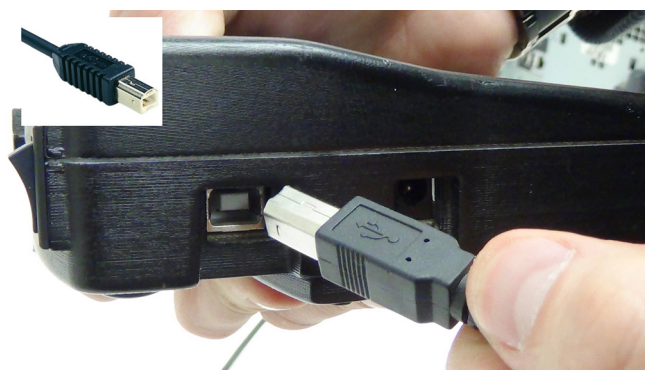


Figure 3. The PRO OX-100 offloads data to a PC via a convenient USB interface at a high-speed, ensuring data integrity.

Pro OX-100/100B® Calibration and Servicing Centre

Aquasol offers the capability of servicing, troubleshooting, repair, and calibration of its oxygen monitors: the Pro OX-100/100B. Calibrations are performed following NIST industry standards at the company’s Bahrain sales office. Clients can now have their Pro OX-100/100B Oxygen Monitors repaired and/or regularly calibrated on a six-month interval without the hassle of overseas shipping and added cost of transportation, to/from the USA. The benefits are proactive 6-month factory recalibration of Pro OX-100/100B Oxygen Monitors, timely services for trouble shooting and repair of oxygen monitor product line, and on call advice from factory trained technicians.

The Pro OX-100®

The CE approved PRO OX-100 is designed to expedite the purging process during high purity welding applications, measuring down to 100 PPM (0.01%) oxygen resolution. Several advanced features help operators efficiently identify the ideal purge environment to create oxygen free welds, preventing discoloration and coking.

The PRO OX-100 is equipped with an internal pump that draws a sample from the purge chamber and relays its oxygen resolution value to the monitor. This method serves as an alternative to hand aspirated pumps, which demand more physical exertion and time from the operator and yield less accurate results.

All units come with conversion software, which enables rapid capture and export of 50 data points to Microsoft Excel and plain text format. Therefore, data can be easily transferred to the user’s PC using a USB interface. Data collected from the oxygen monitor can then be stored and to meet the strictest quality control requirements of nuclear and other highly regulated industries.

The PRO OX-100's built in audiovisual alarm will sound and flash, when the targeted PPM is reached, allowing the operator to focus on other aspects of production until notified. Since oxygen contamination is one of the most common causes of substandard welds, having absolute confidence in knowing when the desired oxygen level has been reached is critical. The PRO OX-100 allows the user to programme the alarm to a specific O₂ PPM value.

With Aquasol's presence in over 90 countries, the PRO OX-100 has built-in multi-language capabilities in four languages: English, German, Portuguese, and Spanish.

PRO OX-100B – Bluetooth-enabled handheld digital oxygen monitor

New technology like Bluetooth can be used to wirelessly transfer data to make it easier for the operator to document the welding process. Bluetooth technology operates by connecting two devices together using short-term wireless communication technology. This universal Bluetooth technology is becoming more useful in the workplace. The PRO OX-100B provides a wireless work environment enhancing efficiency. With Bluetooth transmitting capabilities, cords and clutter are eliminated from the workspace.

To enhance data collection, the patented PRO OX-100B was introduced to enable operators to remotely log unlimited amounts of data. Users simply pair the device with the App and use on-screen menu options to control Maximum and Target PPM with Windows 10 Operating System. The data collected from the oxygen monitor can then be stored for an indefinite period.

The PRO OX-100B aids welders' productivity with the ability to place a device at a range of 100 ft (30 m) from the actual site of oxygen level reading. Before welding, the operator creates a purge chamber with purge dams or inflatable bladders. Inert gases like argon are filled into the purge chamber to fill the surrounding atmosphere, forcing oxygen to evacuate from the root gap, eliminating the possible problem of oxidation. The Pro OX-100B is set up on the support stand with the stainless-steel probe inserted into the root gap to obtain an oxygen level reading.

CE approved PRO OX-100B not only measures oxygen content down to 100 PPM (0.01%) during the purging process, it is also equipped with a Bluetooth transmitting device that allows the oxygen monitor to send the oxygen readings wirelessly to a Bluetooth receivable device. This allows the operator to view the readings from a remote location.

Like the PRO OX-100, the PRO OX-100B also offers built-in, programmable multi-language features with on-screen instructions that are available in English, Spanish, German and Portuguese, and an Intelligent Colour Notification Signal System. This smart system displays red, amber and green for a quick visual on operator set parameters. The traffic light's universal appearance is easy and quick for operators and inspectors to understand, reducing the chance of error.

The Pro OX-100/Pro OX-100B dust filter

Always looking to enhance the operation and performance of the Pro OX-100/100B, Aquasol recently announced the

availability of an accessory to capture dust and debris. Welding environments are often not pristine even if equipped with top notch roof ventilation and exhaust systems. Outdoor welding environments present other extreme conditions including the strong movement of air with debris such as sand, dust and dirt.

The PRO OX-100/PRO OX-100B dust filter is designed to capture debris and other particulate matter that can obstruct the flow of atmosphere being measured by the oxygen monitor. In addition, the filter prevents the intake hose from becoming blocked. Aquasol is pleased to offer this accessory in this region where sand is a significant issue. It is fully stocked in the Bahrain warehouse, as well as several others.

About the Aquasol Corporation

Aquasol revolutionised the welding industry by inventing the first pre-formed water-soluble and self-adhesive purge dam to contain argon and helium gases during tungsten inert gas (TIG) welding of steel and aluminum pipes. The patented EZ Purge® saves precious labour hours and gas and can be used in pharmaceutical, food, and chemical plants, breweries, shipyards, fabrication shops, utility, and nuclear plants, pipelines, and more.

Aquasol's distribution of its USA-made products has expanded to over 90 countries. With patents in the USA and internationally, Aquasol is committed to advancing purging technology.

The company's strong wholesale and distribution network continues to expand globally so that it may serve the needs of even the most remote location from its 45 000 ft² manufacturing facility.

Some of the common and well-known industries we serve include construction and maintenance of pipelines, nuclear and power plants; refineries, petrochemical plants; food, beverage, and pharmaceutical plants; marine, subsea, offshore facilities, pipe fabrication, and more.

The Aquasol Corporation prides itself on being driven by three fundamental principles: technology, invention, and innovation. These principles are at the heart of the business and have resulted in the continuous development of new patented technology for the purging and welding industry. Aquasol's design engineers strive to develop technology that simplifies the process at hand.

"Respecting culture is important to the Aquasol Corporation. As an international company with our website now available in several languages and warehouses on three continents, we are able to service our diverse global customer base. Furthermore, our customers can access technical details on our website, which can enable them to work more efficiently," said Aquasol President, Mike Hacikyan. 