

A cobot (collaborative robot) is shown in a factory setting, welding a metal part. The robot is yellow and white, with the ESAB logo on its arm. It is positioned over a workbench, and sparks are visible from the welding process. The background shows a typical industrial environment with shelves and equipment.

Cobots: the Future of Fabrication

Skyvington Manufacturing Overcomes Barriers

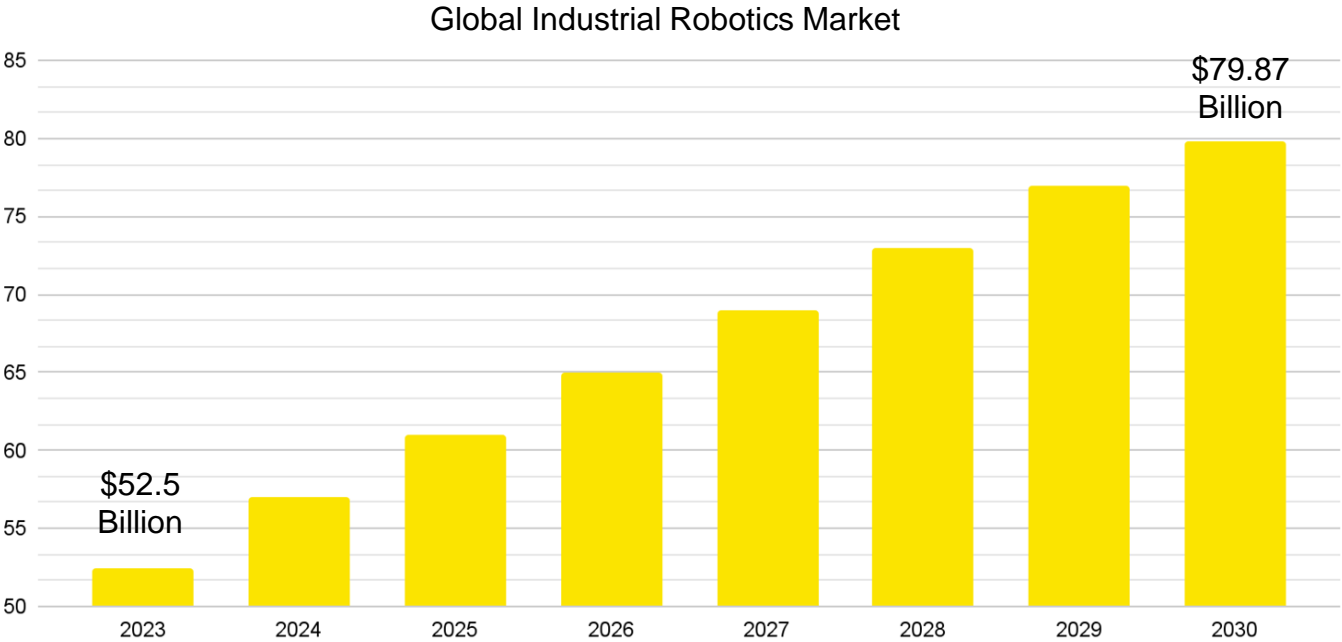
Dan Colvin, Vice President of Robotics and Digital Solutions

Proprietary & Confidential | ESAB Welding & Cutting Products



Is Your Business Ready for the Next Decade?

Or Already Falling Behind?



14.1%

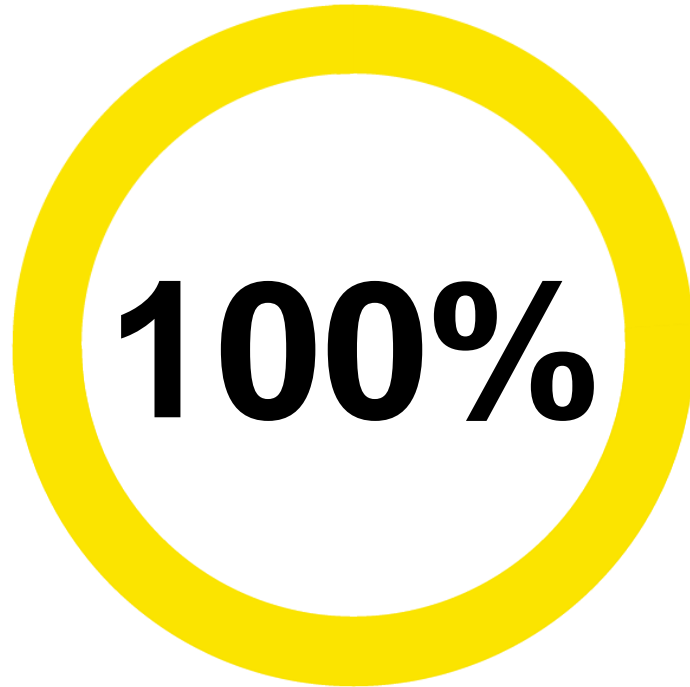
CAGR from
2024 to 2031

Source: www.verifiedmarketresearch.com



First Movers Set the Standard

Lead, Don't Follow



of early adopters are more likely to see high revenue growth and are **4x** more likely to be positive about prospects as compared to those who are slower to adopt new technology.

Source: Microsoft.com - SMB Voice and Attitudes to Technology Study

Canadian Company Moving Ahead

30-person “boutique” firm

High-end specialty mfg. for industrial OEM clients; design, rapid prototype and engineering services, notably for retail displays and store fixtures.

Skyvington excels at both low-volume work and component runs of up 30,000 or more.



The Case for Cobots

Skyvington has standard industrial robots. President Brett Skyvington is one of the programmers. The challenges are...

- Fixturing is difficult.
- Repeatability is difficult without good clamping.
- Programming is difficult and time-consuming.

“You can’t make low- or medium-run parts on a traditional robot.”



Ready for Robots

Skyvington added a fiber laser cutting system to ensure its automation systems would receive parts with consistent dimensions.



Review your entire production flow as part of an automation journey.

Ready to Implement

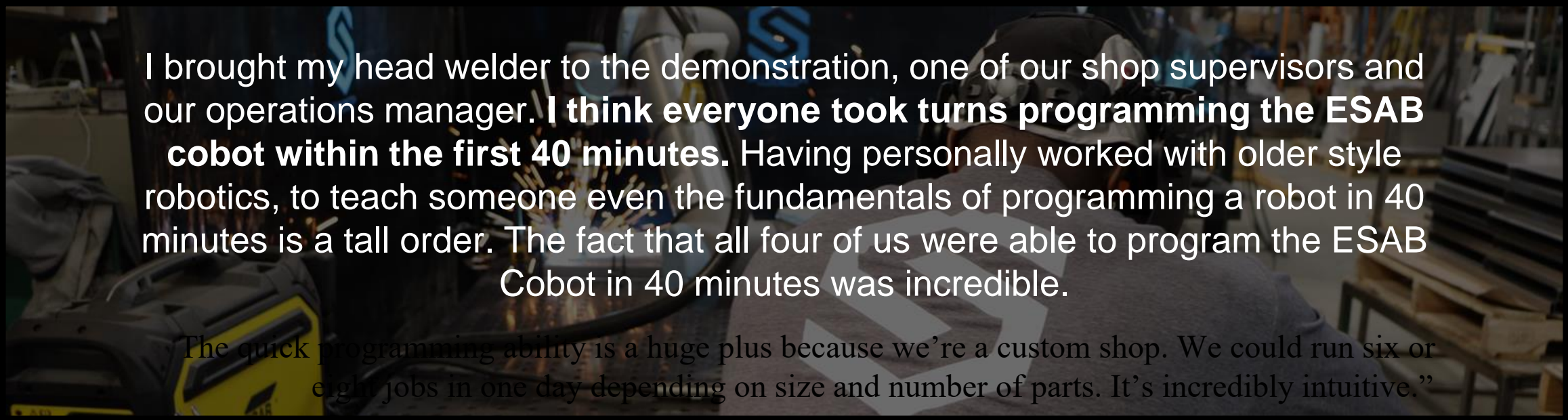
Next-generation intuitive cobot software changes the game:

- Runs on a smart device: Operators are already comfortable with tablets and iPhones.
- Smart Puck: Operator hand-positions torch, then presses a button to record position information.



You do not need to be a robot programmer to use cobots!

Conduct Head-to-Head Comparisons



I brought my head welder to the demonstration, one of our shop supervisors and our operations manager. **I think everyone took turns programming the ESAB cobot within the first 40 minutes.** Having personally worked with older style robotics, to teach someone even the fundamentals of programming a robot in 40 minutes is a tall order. The fact that all four of us were able to program the ESAB Cobot in 40 minutes was incredible.

The quick programming ability is a huge plus because we're a custom shop. We could run six or eight jobs in one day depending on size and number of parts. It's incredibly intuitive."

There are huge differences in programming a weld path, and a demonstration will reveal them.

Meet your New Ro-Worker

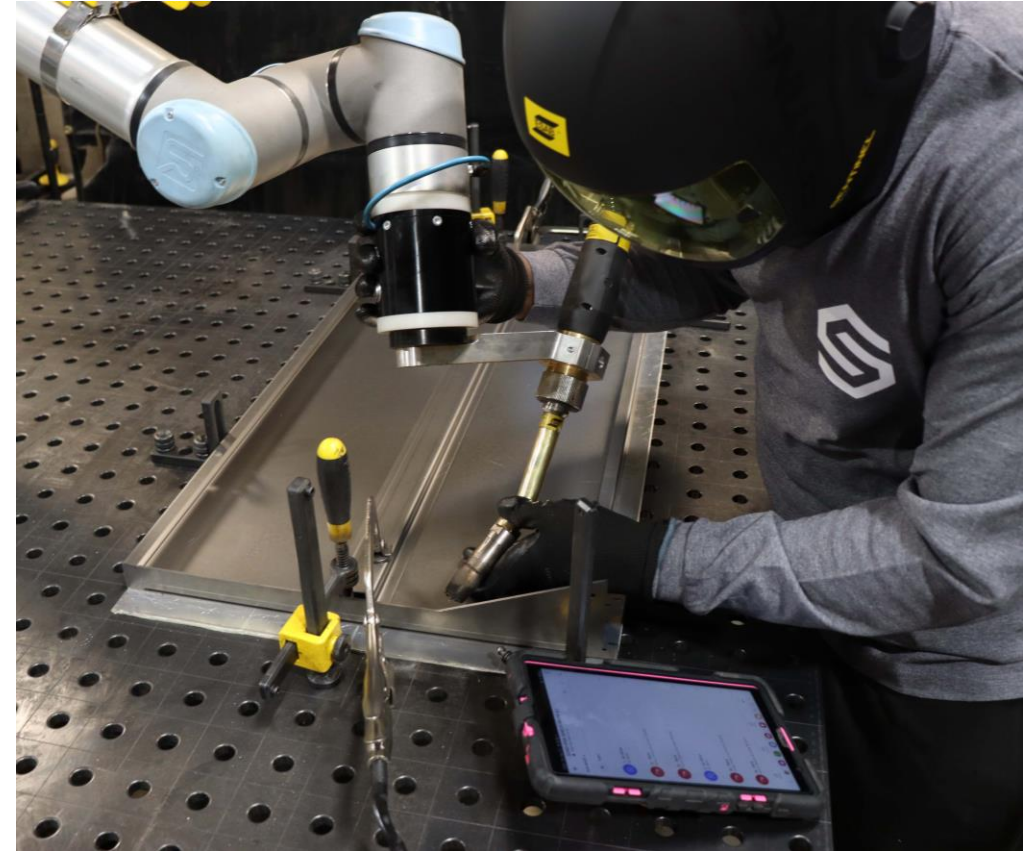
In the first month of operation, the cobot made 25,000 welds.



**True Intelligence Comes from Humans
Collaborating with Machines, Not Replacing Them**

“A Versatile, Powerful Tool”

“The quick programming ability is a huge plus because we’re a custom shop. We could **run six or eight jobs in one day** depending on size and number of parts. It’s incredibly intuitive.”
- Brett Skyvington



Your Automation Journey

One Robot, Two Stations

Skyvington uses a large Siegmund table:

- Cobot arm can reach both sides
- The operator unloads/loads parts on one side while cobot welds on the other.



Predictable Production

- **Robots don't get sick.** If a welding operator is sick or misses a shift, the company could lose 20% of its manual welding capacity that day.
- **User-Friendly Technology.** “As long as I have a job programmed on the cobot, I can put anyone on it.”
- **Training and Education.** “If anyone wants to learn new processes in the shop, we are happy to start training them.”



Robots solve productivity problems.

Increased Productivity



- **The cure for longer lead times or turning away work.** Cobots rapidly increase production volume.

“The cobot has averaged 30-45 seconds a weld. Over the course of the first month, the metrics available through the software app confirmed we made 25,000 welds.” – Brett Skyvinton

Welding cycle times up to 4X - 6X faster in many applications.

Precision Welding, Process Optimization

“The precision of the cobot is amazing.”

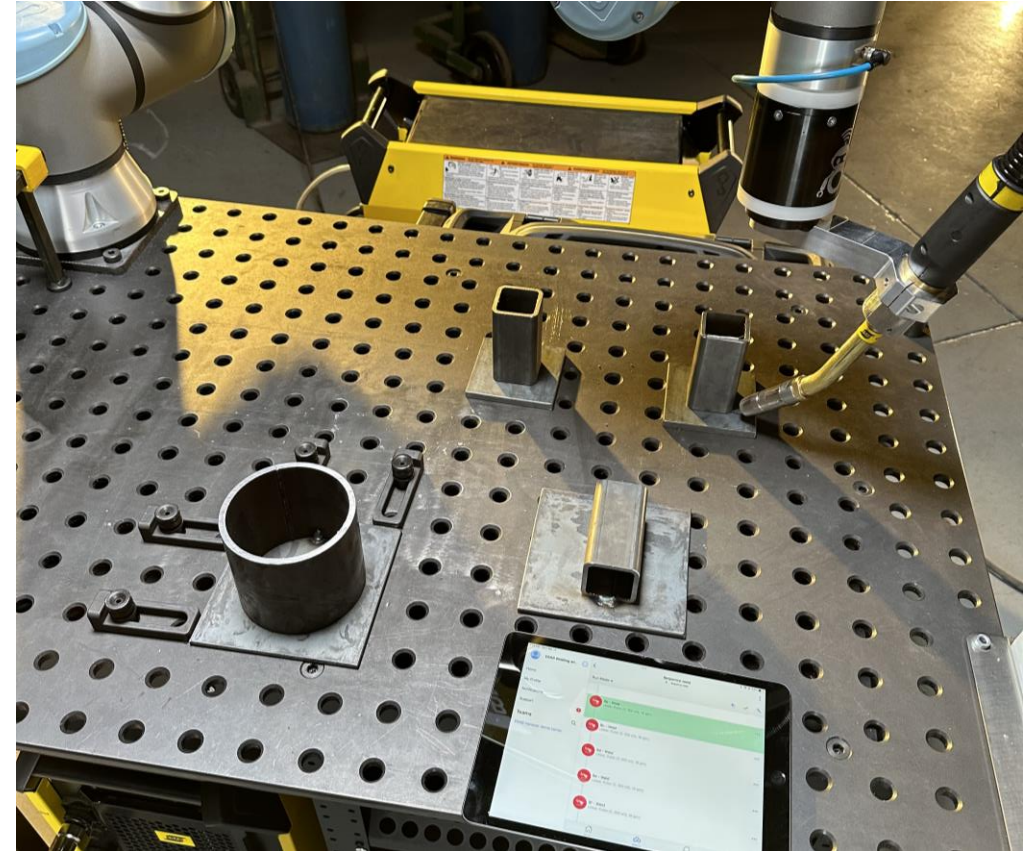
- **Process Optimization.** Use Pulsed MIG to dial in the weld size and heat input.
- Address warping and overheating, reduce HAZ.



Pulsed MIG provides more tools to adjust welding variables.

Profitably Automate Production Runs

- “We are an ERP-driven shop. To have that kind of production data from the Beacon software app, especially across different types of components, allows you to dynamically adjust how you run jobs through the shop.” Brett Skyvington



Dynamically adjust production by making data-based decisions

Empower Your Workforce



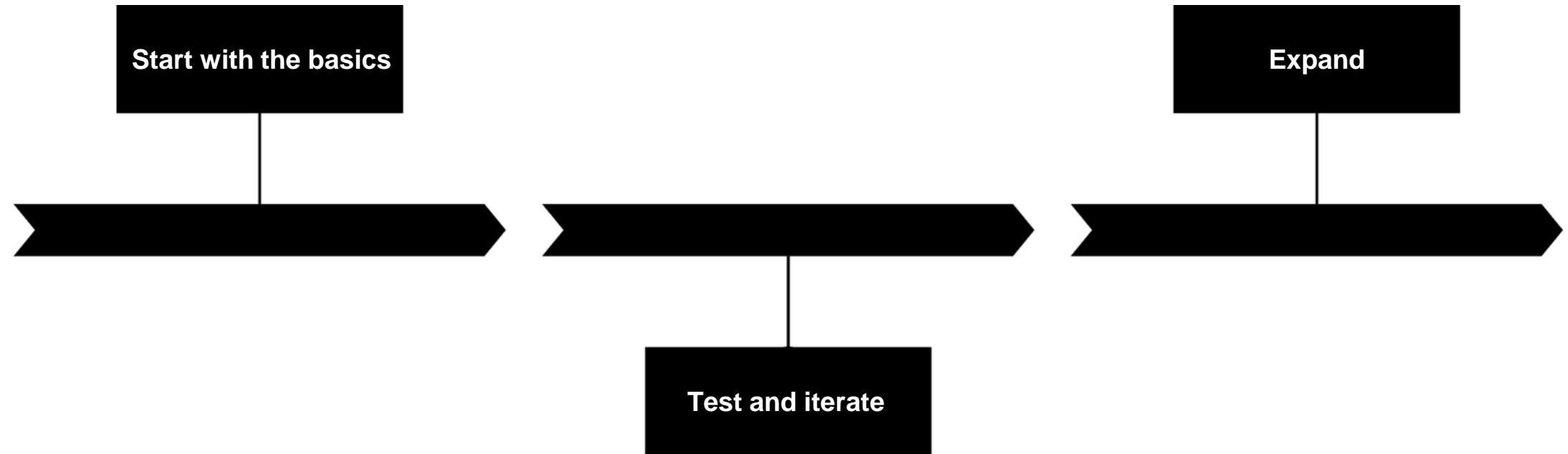
Roadmap for success

- **Involve Workers Early:** Get buy-in by explaining how automation will enhance their jobs.
- **Provide Training:** Equip workers with skills to manage and collaborate with cobots.
- **Highlight Safety Benefits:** Show how automation reduces dangerous or repetitive tasks.

Automation requires thorough planning and follow through.

Overcome Complexity and Disruption

Take Simple Steps to Ease into Automation



Start with small, cost-effective solutions that offer quick returns.



Thank You!

Dan Colvin

ESAB

Vice President Robotics and Digital Solutions