

LEVERAGING AZTEC BOLTING SERVICES



Intro/Background

Olsen Beal Associates works primarily as an industrial construction and maintenance corporation. They specialize in the erection of wind turbines, steel highway bridges, and overpasses. Aztec encountered them through one of Olsen Beal's partners for tools in the wind power industry. The relationship quickly began to grow and the companies have now been in business together for 15+ years.

When wrenches were needed for tooling in wind power projects, Olsen originally would go through

a third party contact who would then contact Aztec to take care of their needs. After seeing positive results through Aztec's expertise and timeliness, Olsen Beal began working directly with Aztec for all tooling needs. They now buy the majority of their tools from Aztec and utilize their repair, calibration, and certification services when needed.

Problem

When it comes to their work in the windmill industry, Olsen Beal faces many turbulent challenges. This business is different from other energy sectors in that the

project timelines for wind farms are significantly shorter than other projects. These energy projects typically last six months and deadlines can be affected depending on the intensity of the winds. Timing is crucial on the job since there are some days where it is not acceptable working conditions, making reliable tools essential. While working on a project in Boulder, CO Olsen Beal was tasked with tightening M64 bolts requiring 19,000 NM of torque; however, they quickly realized their equipment was not big enough for that size bolts or torque range. When there are only short windows the



team can work in, Olsen Beal cannot afford to have tools that aren't up to par or that need constant repair. The more downtime they were spending on tool maintenance and repair, the shorter their open windows for production became.

Implementing a Solution

Olsen Beal called Aztec from the job site in CO to see if they could provide the tool needed to complete the job. Aztec not only had a tool with large enough torque, they had one on hand for rent. This took a lot of pressure off Olsen Beal since they wouldn't have to spend a small fortune on a new tool for the task, and Aztec was able to get the tool to them quickly and cost-efficiently. In order to get a jump on things Olsen Beal started having Aztec recalibrate all of their bolting tools before every project and certified them to make sure everything was in top working condition. Aztec not only performed these responsibilities with top quality, they would also offer their Onsite Bolting Services and send mobile unit technicians to recalibrate and perform maintenance at the job site. These services helped Olsen Beal reduce future downtime and advance their project.

"I have really enjoyed working with them for all our bolting needs/problems. It really doesn't matter the problem, they have the solution."

Olsen Beal began approaching Aztec with specific project needs and requirements, and would allow Aztec to provide suggestions for the most efficient bolting tools for the wind energy job. Aztec's advanced knowledge of wind power equipment and implementation of wind power energy solutions gave Olsen Beal confidence that they could provide the most dynamic products and services.

"Aztec knows the brands, they know their products and they also understand our needs so they make good recommendations."

Aztec was more than willing to look at challenges that arose and help Olsen Beal create a solution for products they needed; they even go as far to create custom improvements to tools for specific applications.

"We tell them what we're looking for such as, we need a tool that'll do X amount of foot pound on a torque, and then they'll recommend the best fitting and quality product for that."

Results

Aztec's Onsite Bolting Services save Olsen Beal man hours, reduce project downtime, and increase production on a time constrained job. Aztec has built relationships over time with manufacturers in

the wind power industry to increase their knowledge on specific bolting tools and applications. With this knowledge, they are able to provide Olsen Beal with corresponding tools and solutions, saving Olsen Beal precious time on research of various products to fit their specific applications.

"I highly endorse Aztec and I prefer them to competitors and other people we work with. A company I like and would even think about recommending to competitors."

