



Rental and industrial offerings enhance affordability

In order to better help SMEs, farmers, industrial workshops and fabricators from large to small to succeed in the leaner economy, Afrox has added several new cost-effective products to its Afrox Industrial range and launched a new rental service for its premium Miller brand. *African Fusion* talks to Dewald Bodenstein, the product manager for arc equipment at Afrox.

The expanded Afrox Industrial range of affordable welding equipment was launched at the 2017 NAMPO Harvest Day Agricultural show in Bothaville in mid-May. “Our industrial range is a second-tier equipment range that better suits the cost pressures that everyone in our industry is currently experiencing,” says Bodenstein.

“Available through the Afrox on-line shop (www.afroxshop.co.za), co-ops, local distributors and Afrox retail outlets throughout South and southern Africa, the Industrial range has cost-effectiveness at its starting point. “Arox Industrial equipment targets smaller fabrication and maintenance workshops and jobbing shops that typically have to cope with a variety of work in different materials. Common features of the range include their portability, ease of use and the complete packaged offering,” he tells *African Fusion*.

“At the Afrox stand at NAMPO this year, we launched several Afrox Industrial welding systems: two new MMA models; three new MIG models with multi-process capabilities as standard; and two TIG welding systems,” Bodenstein adds.

The newly launched Afrox industrial MMA 221S welding machine, an inverter-based 200 A, single-phase stick welder with an all-digital display, was seen as ideal for repair workshops and general industrial applications.

“These machines also include a lift TIG capability and, for stick welding, a hot-start function to make striking easier. “For enhanced safety, they also have a Volt stop feature. Until the arc ignites, this reduces the open-circuit voltage (OCV) from 60-65 V, which is dangerous, to between 10 and 14 V,” he explains.

The second MMA machine to be launched was the Afrox Industrial MMA 323 S, a 300 A, three-phase machine with a dual input voltage capability of either 380 or 525 Vac.



The newly launched 200 A, single-phase Afrox industrial MMA 221S welding machine, and the three-phase Afrox Industrial MMA 323 S.

“Initially, we are introducing two new TIG machines, the TIG 201 P (pulsed) and the TIG 303 PU (pulsed USB), which are 200 A single-phase and 300 A three-phase machines, respectively. Both of these inverters have square-wave pulsed capabilities, while the 303 PU also has USB logging to enable welding data to be recorded and downloaded for analysis. These are high specification machines that also include digital displays and high-frequency (HF) start.

“Depending on demand, we also intend to offer the TIG 343 ac/dc PU, which, in addition to the above, offers the ac capability for TIG welding aluminium and incorporates a built-in TIG spot welding function,” Bodenstein adds.

Three new Afrox Industrial MIG C (compact) systems are also now being made available: the MIG 251 C; the MIG 313 C and the MIG 403 C. “All three options are highly portable with built-in feeders. The 313 and 403 versions offer full closed-loop control and the compact range boasts multi-process capabilities, including lift TIG and MMA,” he tells *African Fusion*.

“We are striving to be the preferred supplier across our equipment ranges and the improved Afrox Industrial range is an easy plug-and-play offering that is also easier on the pocket. These are cost-effective options for small and big welding tasks that can deliver quality results without the high capital costs,” he believes.

The premium Miller brand rental offering

To further assist those offering high-level welding services, Afrox is now making high-end Miller equipment available for rental. This rental offering from Afrox incorporates four models from the Miller range of premium quality welding machines for large industrial applications.

“We have been the exclusive distributor of Miller welding equipment in South Africa for over 50 years. Miller welding machines are widely regarded as a superior choice for welding and provide an ideal combination of strength and refinement to get the job done,” Bodenstein suggests.

Bespoke rental agreements will give Afrox customers the choice of short or longer term rentals, delivery and collection options, maintenance packages, on-site service, and complete customer support through Afrox’s national Service Engineering offering.

“Benefits of the Miller equipment rental option include: reductions in costs of ownership, availability of additional and/or suitable equipment to meet changing requirements, and the machines are maintenance-free to the customer, because Afrox can take care of the servicing through the rental agreement,” Bodenstein relates.

“The new rental offering is ideal for short-term projects, giving customers the opportunity to lease additional welding machinery that they may not



Arox Industrial's MIG 251 C.

necessarily want or need in the long term. “The offering is aimed at the project-based market segment where equipment needs vary considerably. Rental gives our customers flexible and cost-effective alternatives to purchasing new machines,” he says.

He adds that the rental packages will particularly benefit the fabrication, transport, petrochemical and mining industries and will be tailor-made and customer specific, offered on a nationwide basis in urban hubs.

The range available on rental agreement

The workhorse machine chosen for the Afrox rental offering is the Miller XMT 350. “These are multi-process power sources designed for welding using the MMA, dc-TIG and MIG (FCAW, MCAW) processes. The XMT 350 is known for its flexibility and simplicity and features auto-line technology that allows input voltage selection from single- to three-phase power supplies and comes standard with wind tunnel technology, adaptive hot start and line voltage compensation,” reveals Bodenstein.

A process selector switch reduces the number of control set-up combinations and large dual digital meters are easy to view and pre-settable to make welding parameter set-up easier. Applications include petrochemical, construction, shipbuilding, manufacturing, fabrication and power generation work.

The rugged 650 A Miller Dimension 812 multi-process power source has been chosen for heavier work. These are capable of producing welds with the

The Miller Big Blue 500DX Engine drive, now available for rental from Afrox.



MIG, FCAW, MCAW, lift-start TIG, MMA and air carbon arc gouging processes. The Power sources come standard with hot start and an electrode compensation circuit to ensure consistent arc control performance regardless of the electrode size. Applications include fabrication and construction, heavy manufacturing, maintenance, repair, pressure vessel fabrication, pipe welding, shipbuilding and earth-moving equipment manufacturing and cladding.

For MIG-only use, the Miller XPS 450 is a robust constant voltage package that delivers phenomenal output characteristics from a three-phase 380 V power source. It comes standard with a four-drive-roll wire feeder that presents an adjustable run-in control enabling optimal arc starting. Additional features include trigger latch option, gas purging and burn back control and multiple inductance selection ports. Applications include medium to heavy engineering, fabrication and manufacturing of mining and construction equipment.

And for off-grid construction work, the Miller Big Blue 500DX Diesel is available. The Big Blue is a rugged diesel-driven welding power source capable of producing welds with the MMA, TIG and FCAW processes and can also be used for air carbon arc gouging. The electronic engine display simultaneously displays fuel level, engine hours, coolant temperature, oil pressure, battery volts, and engine RPM. It also tracks oil change intervals and displays engine diagnostics for quick and easy servicing.

Arox is sub-Saharan Africa’s market leader in shielding gases and welding



Now available for rental for MIG and FCAW, the Miller XPS delivers phenomenal output characteristics from a three-phase 380 V power source.

products. “We are constantly striving to meet the needs of our customers and develop solutions that add value to customer applications. We offer the most comprehensive range of gases, arc welding consumables and equipment, gas welding and cutting equipment, and welding and cutting accessories available in southern Africa.

“With the new cost-effective additions to our Afrox Industrial offering along with rental access to the Miller machines, we are further able to help southern African companies to be more competitive and productive,” he concludes. ■