

## CASE STUDY



# How AXIOS Increased Efficiencies on a Coatings Project

In early 2019, AXIOS Industrial was invited by one of the nation's largest producers and transporters of energy to participate in a vendor selection summit. This summit was designed to identify a specialty contractor who could provide multiple best-in-class services to their newly acquired facilities across the Carolinas. After the completion of a thorough evaluation process, AXIOS was identified as the obvious choice to partner with into the future.



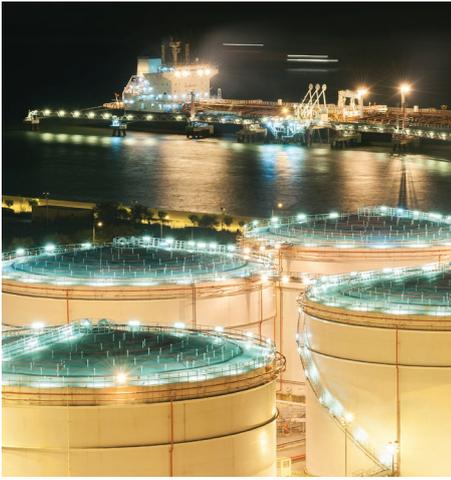
## The Challenge

Understanding that the project locations were remote in nature with limited access to the resources essential to fulfilling the project requirements, AXIOS was challenged with designing and delivering comprehensive plans to blast and paint multiple LNG tanks across various locations in the Carolinas. Relying on our long history of delivering critical path solutions to our customers, AXIOS was able to craft an advanced approach to planning each tank in a manner that would promote our safe and efficient delivery of services.

## The Solution

The customer's initial instincts were to staff each project simultaneously. However, the AXIOS solution was to provide a systematic staffing and execution plan that would promote efficiency gains throughout the life cycle of the project.

Our staffing and execution plan approach was to attack each tank individually, rather than all at the same time. We anticipated that this would be beneficial to the overall execution due to the crews gaining institutional knowledge of the owners' work process and realizing productivity gains, tank after tank. Our total installed cost approach would prove fruitful for the owner as we were able to provide them with significant cost savings in comparison to their original estimations.



## Results & Benefits

After agreeing to our systematic approach, the owner immediately recognized that the comprehensive plan presented by AXIOS was the correct plan. Our ability to preserve the intact systems as intended not only sped up the project's timeline but saved the owner an enormous amount of billable work hours and the significant costs typically associated with site cleanup and removal of waste.

Upon completion of the projects, AXIOS had fulfilled their commitment to craft a solution that would benefit the owner from both a cost and an asset integrity perspective.

## Our Company

With more than 53 years of experience, AXIOS is the dynamic industrial services partner for customers who value safety, productivity, predictability and unparalleled expertise while utilizing the most technologically advanced systems in the industry today.

Headquartered in The Woodlands, Texas, AXIOS has operating locations strategically located across the Gulf Coast and throughout the US, which enables our teams of accomplished professionals to be a single source provider of multiple specialty crafts to our customers.

### Operating Locations

- / Augusta, GA
- / Barnwell, SC
- / Pasadena, TX
- / Houston, TX
- / Cushing, OK
- / Orlando, FL
- / Mulberry, FL
- / Baton Rouge, LA
- / Sulphur, LA
- / Spring Grove, PA



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