



Bestmade Docks Sets New Efficiency & Quality Standards with Cooper Cobot Solution

CUTTING-EDGE CAPABILITIES TURN PAIN POINTS INTO COMPETITIVE ADVANTAGES

INTRODUCTION

Bestmade Docks, a leader in residential boat dock manufacturing, has revolutionized its welding processes with the integration of the Cooper™ Cobot and Cooper App from Lincoln Electric.

This case study explores how the company has leveraged this advanced technology to overcome industry challenges and achieve remarkable success.

About Bestmade Docks

Founded in 2008 by Joe McHale, Bestmade Docks started as a small operation while Joe held a full-time engineering job.

The company quickly grew, generating \$14,000 in its first year and over \$80,000 in the second. Initially outsourcing manufacturing, the company built its own shop during the COVID-19 pandemic to better control production and quality.

Bestmade Docks is a forward-thinking company that adapts to the changing business landscape. Bestmade Docks operates efficiently and transparently. Owner Joe McHale, is deeply involved in the business, ensuring customers receive the best advice and service directly from the designer of the docks.

For more information, visit www.bmp-inc.com

THE CHALLENGE

- » As Bestmade Docks expanded, they faced significant challenges in scaling their manufacturing processes to meet growing demand.
- » The company recognized the need to invest in automation in order to enhance efficiency and productivity.
- » The company needed a solution that could be easily integrated and operated by staff with varying levels of welding experience.

Interview with Bestmade Docks conducted August 15, 2024

WHY BESTMADE DOCKS CHOSE LINCOLN ELECTRIC AUTOMATION

- » **User-Friendly Software:** The Cooper Cobot's software was intuitive and easy to program, making it accessible even for operators without extensive welding experience.
- » **Efficiency and Productivity:** The Cooper Cobot demonstrated the ability to produce thousands of parts within the first week, without the challenge of trying to find/hire skilled welders significantly improving manufacturing efficiency.
- » **Training and Support:** Lincoln Electric provided exceptional training and ongoing support, ensuring that the team at Bestmade Docks could operate the cobot effectively and address any issues promptly.
- » **Scalability:** The Cooper Cobot allowed Bestmade Docks to scale their operations and meet growing demand *without* relying heavily on skilled welders.
- » **Quality:** The consistent performance of the cobot ensured high-quality welds, which was crucial for maintaining the company's standards.

HOW THE COOPER COBOT PROVIDED A SOLUTION

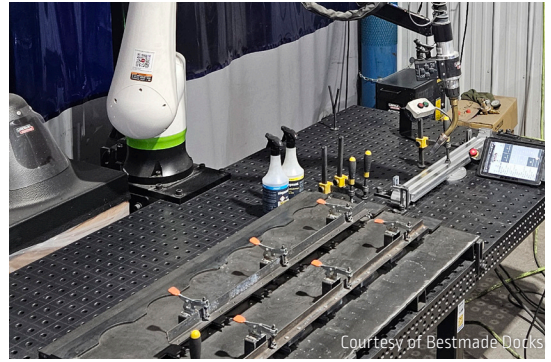
After evaluating various options, Bestmade Docks chose the Cooper Cobot for its user-friendly software and ease of programming. The decision was driven by the need to quickly train operators without extensive welding backgrounds. Within the first week of implementation, the cobot produced thousands of parts, demonstrating its efficiency and reliability.

The Cooper Cobot system, including a CRX 25iA, R450 Power Source, Cooper App, and a 4x8 welding table, was installed around Memorial Day 2024. Lincoln Electric provided training to ensure the team could operate the cobot effectively. The support extended beyond initial training, with quick responses to any questions, ensuring smooth operation.



THE RESULTS

- » **Efficiency and Productivity:** The cobot significantly improved welding efficiency, allowing Bestmade Docks to meet increasing demand without compromising quality.
- » **Quality:** The consistent performance of the cobot ensured high-quality welds, with the weave function of the Cooper App giving the welds a handmade look.
- » **Scalability:** The cobot made operations more scalable, helping fill the labour gaps for skilled welders and enabling the company to consider further automation.
- » **Cost Savings:** The automation reduced lead times and provided significant cost savings, alleviating concerns about keeping up with welding demands.



"Training was incredible, Lincoln Electric did an amazing job above and beyond. Brought the right representatives and training they needed to operate the cobot how we needed. The extended support has been great. I call and someone answers our questions right away."

Erik Prudhomme
Manufacturing Supervision
Bestmade Docks

 **150%**
COST SAVINGS VERSUS MANUAL WELDERS

FACING SIMILAR HIRING AND MANUFACTURING CHALLENGES?

With advanced manufacturing technology, some of the largest equipment in North America, comprehensive in-house capabilities, and over a century of expertise, Lincoln Electric Automation is well-equipped to tailor innovative, cost-effective solutions for your complex needs. [Contact us](#) today to learn more about our capabilities and how we can help you streamline supply chain operations and eliminate pain points, achieving exceptional results.



About Lincoln Electric

Lincoln Electric is the world leader in the engineering, design, and manufacturing of advanced arc welding solutions, automated joining, assembly and cutting systems, plasma and oxy-fuel cutting equipment, and has a leading global position in brazing and soldering alloys. Lincoln is recognized as the Welding Expert™ for its leading materials science, software development, automation engineering, and application expertise, which advance customers' fabrication capabilities to help them build a better world. Headquartered in Cleveland, Ohio, Lincoln has 71 manufacturing locations in 20 countries and a worldwide network of distributors and sales offices serving customers in over 160 countries. For more information about Lincoln Electric and its products and services, visit the Company's website at <https://www.lincolnelectric.com>.

CUSTOMER ASSISTANCE POLICY

The business of Lincoln Electric is manufacturing and selling high quality welding equipment, automated welding systems, consumables, cutting equipment and EV charging systems. Our challenge is to meet the needs of our customers, who are experts in their fields, and to exceed their expectations. On occasion, purchasers may ask Lincoln Electric for information or technical information about their use of our products. Our employees respond to inquiries to the best of their ability based on information and specifications provided to them by the customers and the knowledge they may have concerning the application. Our employees, however, are not in a position to verify the information provided or to evaluate the engineering requirements for the particular weldment, or to provide engineering advice in relation to a specific situation or application. Accordingly, Lincoln Electric does not warrant or guarantee or assume any liability with respect to such information or communications. Moreover, the provision of such information or technical information does not create, expand, or alter any warranty on our products. Any express or implied warranty that might arise from the information or technical information, including any implied warranty of merchantability or any warranty of fitness for any customers' particular purpose or any other equivalent or similar warranty is specifically disclaimed.

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Publication LEA-120224AK1-1 | Issue Date 12/24

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