

CAPABILITIES STATEMENT



CORE COMPETENCIES

Custom Rail, Truck, Marine, and Aircraft Loading Access and Fall Protection Equipment

- Loading, Portable and Elevating Access Platforms
- Safety Bridges with Fixed or Adjustable Reach
- Safety Stairs and Self Leveling Stairs, Portable or Anchored
- Fall Protection Safety Enclosures and Hoops
- Fixed and Portable Ladders
- Marine Gangways, Ramps, and Walkways
- Crossovers – Pipe and Dike Bridges
- Transloading

Custom ASME Process Piping

- Modular Process Pipe and Pipelines
- Modular Process Pipe Skids
- Pipe Bridges
- Pipe Spools

Custom AWS Steel and Aluminum Fabrication

Industrial Contracting and Installation Services

DUNS: 05-664-5179

CAGE: 6JZCO

NAICS Codes: 238120, 238210, 332996, 332312

UNSPSC: 30103600

SIN Codes: 542490S, ANCRA

Work Area: Nationwide

COMPANY DATA

Bullard Company is a group of fabricators, contractors and engineers who specialize in rail, truck, marine, and aircraft access equipment. We also manufacture ASME section IX process pipe spools and skids. We have 30 employees and gross over \$7 million in sales annually.

DIFFERENTIATORS

Bullard Company's years of industrial construction experience delivers ease-of-use designs to fabricated solutions that work for our clients.

- Bullard Company has over 38 years of experience and expertise in custom fabricated products and conventional construction.
- All of our access equipment is custom designed and custom built in-house to our customers' specifications.
- Our streamlined business model of "one-stop shop" offers our customers in-house design, build, delivery and installation that is both highly efficient and cost effective.

PAST PERFORMANCE

We have provided fabricated products and installation services to the following industries: aluminum, automotive parts, chemical, electronics, food, gas, machinery, mining, paper, petrochemical, petroleum, pharmaceutical, plastics, steel, and utilities.

SOME CLIENTS INCLUDE:

- | | | |
|-----------------|------------|---------------|
| • Marathon | • BP | • Phillips 66 |
| • Kinder Morgan | • HJ Heinz | • ADM |

A CERTIFIED MINORITY WOMEN OWNED SMALL BUSINESS



Bullard Company

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Personal Contact Information

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Fabricators, Contractors & Engineers

Bullard Company

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Combining innovative design, engineering, fabrication, and installation is our approach to solving your project bottle necks. This is what sets us apart from companies that specialize in fall prevention equipment and even the typical project contractors.

Loading racks, pipe bridges, safety stairs, safety bridges, and access equipment in general are available in thousands of designs and combinations. We specialize in the ability to come into your plant, review your application, discuss the specific needs that you are looking for, and then apply what we see as the most economical solution to your project scope.

Bullard can design your project in modular sections thus reducing the amount of in-field labor and limit the weather delays that typically plague many projects. This forward thinking and innovative approach has been tested and proven on many jobsites with the start-up being completed on-time.

Count on Bullard for service and support. We provide the technical assistance to work with you in selecting and designing a system for your application. Our project managers, engineers, and sales staff are experienced in the art of application engineering. This personalized professional service ensures your satisfaction. Support

personnel such as a distributor representative base is available to assist you for on-site evaluations to determine first-hand which system best fits your application.

We continually strive to maintain our innovative approach and expertise in the industry by responding to your needs and supplying the high quality products you require.

The following pages provide specific product and application information on a few of the products Bullard Company can bring to you.



Fabricators, Contractors & Engineers

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Keeping your operation running means having dependable equipment to handle your liquid or dry bulk transfer system. You can't afford down time for maintenance and repairs that cost you time and money. Reliable products and services from Bullard can allow your operation to continue running smoothly.

Whether your application involves tank trucks, rail cars, or product transfer piping we will work with you to develop a plan of action for your application.

For over 25 years Bullard has provided many proven highly specialized -

innovative designs, engineering, fabrication, and installation to solve project bottle necks. This is what sets us apart from the companies that specialize in fall prevention equipment and the typical project contractor.

Versatility is a hallmark of our comprehensive product offerings. We design systems to meet your requirements for single truck or railcar loading stations to high volume loading or unloading requirements for facilities worldwide.

All of the products that Bullard Company offers have been tested and

proven to be designed to adhere to our strict quality standards. As with every component of our products, welding is an important quality factor. Our welders are certified to the American Welders Society, AWS D1.1 code.

Our manufacturing and testing procedures meet or exceed the industry standards. Material certifications are available from each of our key suppliers. As well as each loading rack, pipe bridge and walkway can be sealed by a registered professional engineer.



Contractor Services

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Bullard Company began business as an industrial mechanical contractor in 1981. Our contractor services now include electrical and civil construction capabilities. These capabilities make Bullard Company distinctly qualified to install all of our fabricated products including modular pipe bridges and railcar loading racks. With ASME Section 9 process pipe and AWS structural steel weld capabilities, we are a qualified resource for primary, secondary and auxiliary equipment system installations. We are adept at relocating equipment to new locations for reassembly.

Our national customer base includes chemicals, aggregates, steel, food, automotive and petroleum clients. We maintain a world class

contractor safety program monitored and approved by ISNetwork, PICS, PEC Premier, Browz and National Compliance Management Services.

Bullard Contractor Services include:

Pre-Construction Long Lead Purchases
Design/Build
Site Management/Project Management
Process and Pressure Piping
Equipment Setting and Rigging
Steel Erection
Field Fabrication
Insulation
Civil Engineering (foundation design, install)
Safety/Fall Prevention/OSHA Surveys
Steam Trap Surveys/Heat Loss Surveys

Multiple Rail Car Platform



Rack & Platform Systems

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Bullard Company designs, engineers, and fabricates rack systems to fit your loading, unloading, inspection, and sampling applications. Our rack systems provide your operators not only a design that makes the loading and unloading operation as convenient, safe, and durable as possible, it adds to the overall efficiency of the operation.

Designing and fabricating rack systems is just one of Bullard's strengths. Fabricating them to last is the easy part—Bullard takes a proactive approach in making sure that the structure meets all the applicable local, state, and

federal codes such as outlined by OSHA. Fall prevention is continually looked at to make sure the handrails, toe plates and grab rails not only meet these guidelines but consider your operator's safety.

Safety being the main concern, operator mobility is the second most important consideration. Work area and operator mobility should be unobstructed. Canopy heights provide ample clearance for loading/unloading arm positioning.

Bullard has several basic designs - with or without canopies. Racks without canopies are available with

single or multi-column designs. The half canopy protects the operation on one side of the platform where the full canopy protects the operations on both sides of the platform. The racks without canopies are available in the single center column design for limited space or four and up columns for greater load bearing.

All of our rack systems can be equipped with the safety bridges or stairs, complete safety systems or enclosures for access to the entire truck top.

Let Bullard engineer, fabricate, and install your next rack system.

Truck Loading Rack



Rack & Platform Advantages

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In addition to the various designs, our rack systems can include optional or non-standard equipment additions or features. Bullard Company has taken the design of rack systems to a new level. Given the application, our rack can be designed in modular sections that can be pre-piped, ready for installation.

Modular rack systems allow minimal site disruption, and limited onsite personnel which translates into limited exposure to accidents or lost time. Modular rack systems allow you to bring your operations online quicker than assembling the rack system in the field with the

piping cut and welded on site under uncontrollable conditions.

- **Fabrication** All rack systems are fabricated and pre-assembled by certified welders. Each welder is certified to the American Welders Society codes.
- **Durability** All rack systems are designed to the environmental conditions for each jobsite to allow for the proper material strengths.
- **Finishes and Coatings** Each rack system is available in a variety of finishes. Hot dip galva-

nized is the most durable. Red oxide primer and an epoxy two-part paint finish is also available.

- **Cost effective** Our rack systems are fabricated in either modular section already pre-piped or in the largest shippable fabricated section to facilitate reduced set-up times. Smaller platforms can be shipped to the jobsite completely assembled.

Whatever your needs may be, let Bullard Company provide the solution for your project.

Multi-level Modular Pipe and Electric Rack



Modular Pipe Rack Systems

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Bullard Company designs, engineers, and fabricates pipe rack systems as modular sections to facilitate a more efficient means of installing a pre-piped integrated system.

Incorporating this innovative approach of designing, fabricating, and pre-loading of piping into the modular sections before shipping to the jobsite makes the installation convenient, safe, and durable, adding to the overall efficiency of the project.

Designing and fabricating modular pre-piped rack systems is just one of Bullard's strengths. Fabricating them to last is the easy part - Bullard takes

a proactive approach to making sure that the structure meets all the applicable local, state, and federal codes.

When designing and fabricating the modular sections, our team of engineers and designers carefully layout the piping throughout the structure to allow for Insulation clearance, efficient use of standard pipe lengths, thermal expansion loads, and the ability to easily make the field connections once the sections are installed.

Prior to loading the modular sections with piping they are set on a fixture duplicating the placement in the field. The pre-fabricated pipe

sections are then placed in the modular rack sections on slides or standoffs and tack welded in position.

If insulation is required for the project, our skilled insulators would begin applying any heat tracing or insulating covers on the pipe sections only inches off the floor.

Once complete the connections are photographed, if required, and staged for shipping to the jobsite with this process continuing until all sections are complete.

Modular Railcar Platform and Pipe Bridge with Walkway



Modular Pipe Bridge Advantages

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In addition to the various designs, each pipe rack system can include optional walkways or operator shelters for monitoring equipment. **Bullard Company** has taken the design of pipe rack systems to a new level. Given the application, our pipe racks can be designed in modular sections that can be pre-piped, ready for installation.

Modular pipe rack systems allow minimal site disruption, and limited onsite personnel which translates into limited exposure to accidents or lost time. Modular pipe rack systems allow you to bring your operations online quicker than assembling the pipe

rack system in the field with the piping cut and welded on site under uncontrollable conditions.

- Reduced field crews - reduces the chance for loss time accidents.
- Eliminate the difficulty of locating a skilled work force.
- All our systems are fabricated by certified welders. Each welder is certified to the American Welders Society codes.
- All pipe rack systems are designed with the number of pipes required, specific gravity of the products being

handled, environmental loads and finally any thermal expansion loads that are induced into the structure. Collection of this information assures that the proper designing of the material sizes and strengths is taken into consideration.

- Our rack systems are fabricated in either modular sections already pre-piped or in the largest shippable section to facilitate reduced set-up time.

Whatever your needs may be, let Bullard Company provide the solution for your project.

B405 Safety Stair shown with the optional SH4-6A-3R 3-Rail Aluminum Safety Hoop



Safety Stairs

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Bullard Company brings to various industries self-leveling stair designs that provide the versatility for many applications that require the top accessing of your mode of transportation for bulk loading and unloading of products. The safety stairs are designed with a working range of 40 degrees above or below the platform surface. With Bullard's design expertise we can provide safe access solutions for your operations.

Combining many years of experience in providing access equipment to the market and the need for repairable units, our engineering

group has incorporated the following design features into each model.

- Modular design for ease of parts replacement.
- Aluminum safety stairs have hot dip galvanized base mount with stainless steel tread and axle assembly.
- Integrated mounting for either top or flush mounting.
- Permanently lubed bearings on main axle.
- Permanently lubed bearings on the treads for steel units, oil impregnated bronze bushings on aluminum units.
- A variety of finishes are available: Standard safety yellow powder coating on all steel units. Hot dip galvanizing, uncoated aluminum, or anodized aluminum.
- Totally enclosed dual spring balancing for ease of positioning.
- Spring loaded stainless steel latch for vertical storage.
- Optional adjustable chain stops & hydraulic assist if required.
- Folding tubular handrails that meet OSHA standards.
- Self-leveling hoops can be attached for secondary fall prevention.

B506-3RT Safety Bridge shown with the optional SH6.5-5A 2-Rail Aluminum Safety Hoop



Safety Bridges

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Bullard Company brings to various industries bridge designs that provide the versatility for many applications that require the top accessing of your mode of transportation for bulk loading or unloading of products. The safety bridges are designed with a working range of 15 degrees above or below the platform surface. With Bullard's design expertise we can provide safe access solutions for your operations.

Combining many years of experience in providing access equipment to the market and the need for repairable units, our engi-

neering group has incorporated the following design features into each model.

- Modular design for ease of parts replacement.
- Aluminum bridges have hot dip galvanized base mount with stainless steel tread and axle assembly.
- Integrated mounting option for either top or flush mounting.
- Permanently lubed bearings on main axle.
- A variety of finishes are available: Standard safety yellow powder coating on all steel units. Hot dip galvanizing, uncoated aluminum, or anodized aluminum.
- Totally enclosed dual spring balancing for ease of positioning.
- Spring loaded stainless steel latch for vertical storage.
- Bridges are available in fixed or adjustable reach models.
- Welded stops to prevent the bridge from lowering below 15 degrees.
- Optional adjustable chain stops & hydraulic assist if required.
- Folding tubular handrails that meet OSHA standards.
- Self-leveling hoops can be attached for secondary fall prevention.

Multi-Compartment Enclosure



Multi-Compartment Enclosure

Bullard Company

Bullard Company designs, and fabricates many enclosures that can access multiple compartment trucks in one operation without repositioning. Whether your application is for inspection, sampling, loading or unloading product we have an enclosure to meet your needs.

Our enclosures are designed to move vertically or pivot into position. Depending on your circumstances the pivoting system uses pivot arms that allow the enclosure to be rotated into position for access or the opposite for storage. If space or existing structures are a problem vertical movement may be a better

selection positioning above the truck.

The uniqueness of our designs allow the arrangement of systems 6' to 30' wide or a combination to obtain expanded capabilities.

Raising & lowering the enclosures can be performed in a variety of ways.

The smaller systems can be spring balanced or counter weighted while the large more complex systems are hydraulic or pneumatic. An integral component of the system is locking devices that can lock the enclosures in a stored position.

Our pro-active approach is making sure that the system

and structure meet all the applicable local, state, and federal codes such as outlined by OSHA. Fall prevention is continually looked at to make sure the handrails, toe plates and grab rails not only meet these guidelines but consider your operator's safety.

Safety being the main concern, operator mobility is the second most important consideration. Work area and operator mobility should be unobstructed and provide ample clearance for the loading/ unloading arm positioning. Our enclosures provide those important features.

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Lifeline System for Hopper Cars



Lanyard / Lifeline Systems

Bullard Company

In addition to our many product offerings **Lanyard / Lifeline Systems** are one more way to protect your operators from fall hazards. Our experience and fore thought provides you and your application with the ideal safe solution to help prevent potential fall.

Bullard offers multiple horizontal lifeline systems that include synthetic Permacable Systems which can span up to 200 feet without an intermediate support gallow. Fixed Beam & Trolley Systems have limited clearances. In addition to these systems we also offer single connect retractable lifelines,

harnesses, and ladder climb devices.

Designing a system starts with an in-depth interview of your safety concerns and applications and then a discussion of the equipment options that we would recommend. Once our interview is complete we can formulate a detailed plan with the equipment description, cost, and installation, if required, for your review and approval.

Our engineering staff is very knowledgeable on designing the correct system to meet the loads required under the OSHA guidelines for lanyard systems.

We know that you have many choices when it comes to specifying and ultimately purchasing this type of specialized equipment. When you work with **Bullard** you don't get the "Off the Shelf" or "Catalog—Pick by Numbers" treatment. What you will get is a tailored system that has been engineered, fabricated and installed for your specific application.

Our objective is for you to have the confidence in knowing you selected the right fall protection company and equipment that protects your most valuable asset—your employees.

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Portable Truck Access Platform



Portable Truck Access Platform

Bullard Company

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Bullard Company now offers several portable access platforms. Pictured above is our PTA series unit for loading, unloading, inspection, and sampling applications. The unique feature of these units is to offer the mobility that you can enjoy over stationary platforms. The design offers several features as listed below.

- The exceptionally tight turning radius allows for positioning in limited space.
- Tires are foam filled to eliminate the concern of low air pressure and to provide a firm base when positioning the unit.
- Integrated safety device for locking into position prior to ascending the stairway.
- Adjustable in height from 9'6" to 13'6" with manual break winch.
- Positioning is done with the handle attached to the front caster. The PTA can be rolled into position with minimal effort.
- For added stability once the unit is rolled into position, leveling jacks on the front and rear are lowered to provide a firm and stable base.
- Load capacity 600 lb.
- Virtually maintenance free.
- Durable carbon steel base for stability and strength is hot dip galvanized.
- Model with the base positioned parallel to the stairway are available for tighter spotting or limited space.

As with any of our equipment **Bullard Company** can modify or design a system around your specific needs.

Portable Access Ladder



Portable Truck Access Ladder

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In conjunction with the PTA series, **Bullard Company** also offers the PL series which is a cantilevered adjustable platform for rolling up tight to the truck or railcar body, yet having the ability to reach over to the man-way area. The PL series platform has the ability to access vehicles as low as 9'0" to the highest point of 13'0".

Pictured above is our PL-1G unit for loading, unloading, inspection, and sampling applications. The unique feature of these units is to offer the mobility that you can enjoy over stationary platforms. The design offers several features as listed below.

- With a wheel base of 2'9" wide x 6'11" the unit can be used in the tightest of spaces.
- The stationary base unit is designed with eight grip strut treads positioned on a 70 degree angle. The top of the base unit has a 16 1/2" x 24" work platform.
- The upper adjustable platform section is designed with an expanded 48" x 24" grip strut surface allowing for spacious work area.
- Access to the upper platform after being positioned is with a four (4) rung vertical ladder that telescopes within the base unit.
- Tires are 8" semi-pneumatic swivel casters on the front and rigid on the rear. If needed due to surface conditions, larger wheels are available.
- For added stability once the unit is rolled into position, leveling jacks are standard equipment for a stable work base.
- Load capacity is 300 lb.
- The vertical adjustment is with a manual break winch. As an option, a hydraulic cylinder and manual rotary pump can be supplied with the unit.

Let Bullard help solve your access needs.

Typical Pipe and Dike Bridge



Pipe and Dike Bridges

Bullard Company

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Pipe and Dike Bridges designed by **Bullard Company** provide a safe and efficient means of crossover for workers who must cross piping, dikes, various containment walls, conveyors, production lines, or any other areas that must be crossed over.

Our standard pipe and dike design can be modified to fit any application. Materials of construction include carbon steel and aluminum. Fiber-glass grating can also be incorporated into the design when needed. Bullard Company would welcome the opportunity to design a pipe and dike bridge to solve any crossover problem you may come up against.

Listed below are several key features designed into each Bullard Pipe and Dike Bridge.

- Designed to comply with the governing OSHA standards as we interpret them. Serrated bar grating is used on decks and grip strut on stair treads for non-slip surfaces. Handrails with mid-rails and toe plates add to the fall protection qualities of our pipe and dike bridges.
- All assemblies are manufactured and assembled by our certified welders. Each welder is certified to the American Welders Society, AWS D1.1 code.
- Optional finish coats include: standard red

oxide primer, powder coat finish or hot dip galvanizing.

- Each bridge is constructed in three major components to reduce set-up time. Some smaller bridges can be shipped to the job site fully assembled. Because of this forethought in the designing stage, the in-field assembly is very cost effective.
- Bullard pipe and dike systems can be assembled by your plant maintenance personnel with the aid of assembly drawings in approximately four man hours after installation of the foundation.

30' Ladder w/Stand-off Platform & Cages



Industrial Ladders & Ladder Cages

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Industrial ladders and ladder cages designed by **Bullard Company** are an excellent solution to areas where safety is needed during vertical climbing. These areas may be many—such as loading platforms, storage tanks, loading docks, and various other applications where a standard access stairway is not an option.

A standard fixed ladder can be used up to 20' without safety cages. OSHA regulations require the use of safety cages on ladder heights exceeding 20'.

Our standard ladders and ladder cages are manufac-

tured from carbon steel. We can design any style of ladders to fit your application needs.

Below are several features designed into our Industrial Ladders and Ladder Cages.

- Structural side members provide the maximum load requirement.
- Ladder rungs are designed for the maximum load bearing capabilities under the OSHA standards, as we interpret them.
- Stand-off brackets insure that operators have adequate room for a good foot hold when accessing a structure.

- 1" diameter rungs for ease of ascending or descending our ladder systems.
- A variety of finishes are available from the standard red oxide primer to hot dipped galvanizing.
- Optional security ladder guards as well as ladder gates to prevent unauthorized use of caged ladder systems.
- Safety cages are designed to OSHA specifications as we interpret them with flared bottom opening for ease of entry.

Call Bullard Company today



Pipe Fabrication

Bullard Company

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Bullard Company is proficient at fabricating many types of pipe including carbon steel, stainless, chrome alloys, hastelloy, sanitary, aluminum, copper and tube.

Our Pipe Fabrication Services are a key component of our in-house fabrication and installation turnkey capabilities. Bullard Company projects are designed, built and installed by Bullard Company employees from start-to-finish. For example: With our engineering capabilities, we can design and fabricate pipe spools and modular skids.

One of Bullard Company's greatest strengths is our ability to find better ways to erect pipe and steel systems. As an ASME Section 9 pressure pipe fabricator, we save our clients time and money by cutting, welding and assembling pipe segments in our shop to

minimize field fitting and welding. Taken a step further, Bullard Company designs modular pipe systems which utilize this strategy of doing as much shop fabrication as possible in order to minimize field labor.

Our Modular Pipe Systems consist of multiple levels of piping segments pre-installed in structural steel frames that can be placed end-to-end completing the process line. Pipe racks, loading racks, pipe bridges and trusses are fabricated as modules in our shop and shipped to the job site. Installation is simple: pick, place and connect. This allows Bullard Company to reduce both project cost and exposure to accidents in the field.

Our Modular Pipe Design Capability is just a small example of the solutions we can develop utilizing our 30 years of experience.



Pipe Skid



Phenol
Recovery
Process Skid

Modular Skids

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Engineered Solutions

We can build according to your designs or provide a layout according to your P&ID's. Our layouts are based upon 30 years experience building and installing process systems.

In-House Fabrication and Assembly

Your skids will be fabricated by certified welders in accordance with AWS and ASME section 9 pressure pipe specifications. Our pipe welding capabilities include carbon steel, stainless steel, various steel alloys, copper and aluminum. Bullard Company also provides experienced millwrights for assembly and licensed electricians for power, controls and instrumentation.

Installation

Bullard Company provides merit shop tradesmen for tie-ins.

Bullard Advantages

Bullard Company's engineering and construction services provide alternative revenue streams which allow us to offer reduced costs on our skids without sacrificing quality. In addition, we perform all labor in-house.

Photos

Bullard Company designed a **process skid** based upon Durez Corporation's phenol recovery P&ID. Construction of the skid consisted of mounting two (2) stainless steel tanks, pumps, heat exchangers, instrumentation, piping, & valves.

Bullard Company manufactured twelve explosion-proof **pipe skids** for Sunoco Inc. The skids measure and transfer petroleum products from truck to pipeline.