

Power Source Technology for the Future

Denyo

Denyo's Engine-Driven Welder: Speaking from Experience



 **Denyo Co.,Ltd.**

<https://www.denyo.co.jp>

Oh!
YOKO,
I JUST RECEIVED
MY INVITATION. LET'S
GO TOGETHER!



Dento
Rookie welder.

Dear customers!

**Thank you for your
continued use of Denyo's
Engine Welders.**

**We will be taking
part in a Welding Show.
We think this will be a
great opportunity for
a social gathering.
We will be thrilled
to have you there.**

Um...

I ACTUALLY HAVE
PLANS. SORRY.



Yoko
Expert in engine
welders.

WHAT?
REALLY?



Okay, I
understand.

She
seems
busy.



I WILL DEFINITELY SEE
YOU AT THE DENYO BOOTH.
SEE YOU THEN!



WELDING SHOW

Entrance

Buzz

BUZZ

WHOA! LOOK AT ALL THOSE
PEOPLE! IT'S CROWDED!

Excited

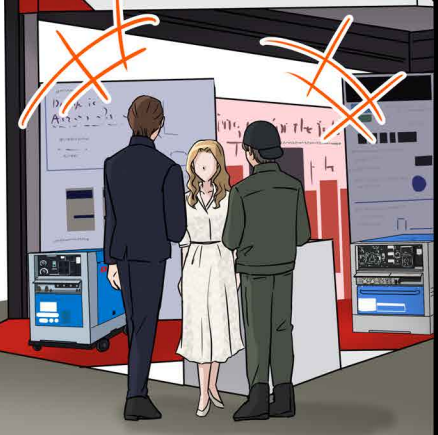
Excited



FOUND THE DENYO BOOTH!
DENYO BOOTH IS LIVELY, TOO!



Denyo



IN THE END, DENYO'S
ENGINE WELDER CAN
PROPERLY WELD! THAT
IS ALL IT TAKES FOR ME
TO BE A SATISFIED
CUSTOMER.

Ray (43)
Welder

I AGREE. I NEVER
FELT STRESSED OR
HAD TO STOP MY WORK
MIDWAY USING DENYO'S
ENGINE WELDER.

Stacy (31)
Welder

YOU CAN NEVER GO
WRONG WITH A DENYO
ENGINE WELDER.

Yusuke (27)
Welder

FEELING
STRESSED WHILE
WELDING...? WHY
WOULD THAT EVER
HAPPEN IF YOU
WERE WELDING
NORMALLY...?

Exactly.

yup.

Chatter

Chatter

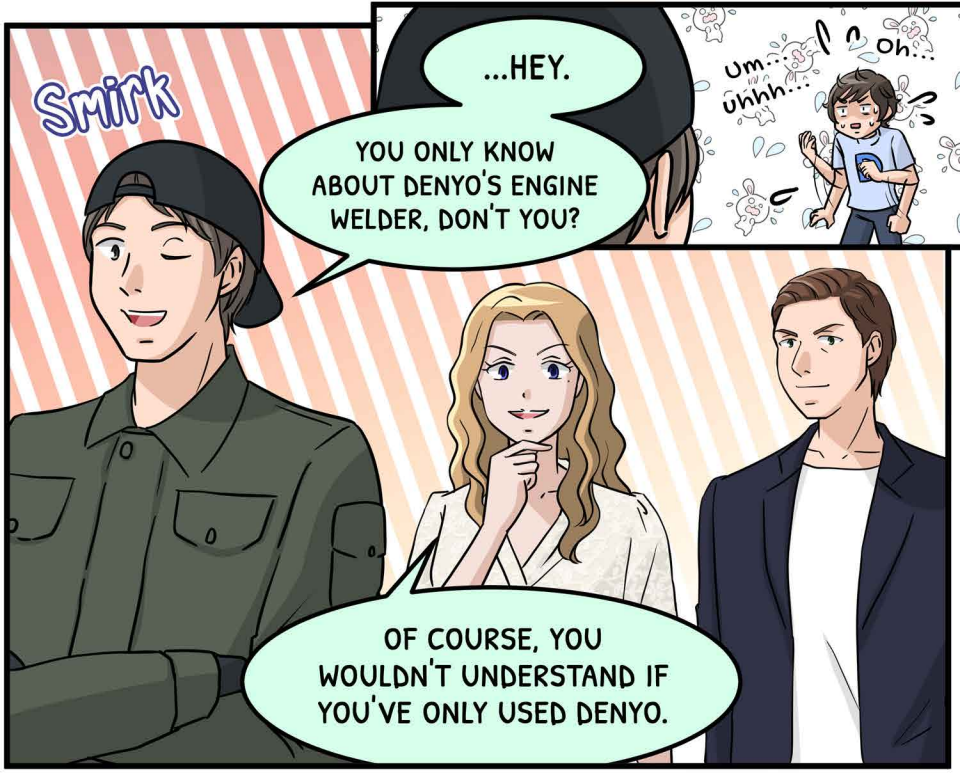
UM! DON'T ALL
WELDING MACHINES
MELT AND WELD
PROPERLY?

Excuse
me!

Huh?

Silence

Uh...

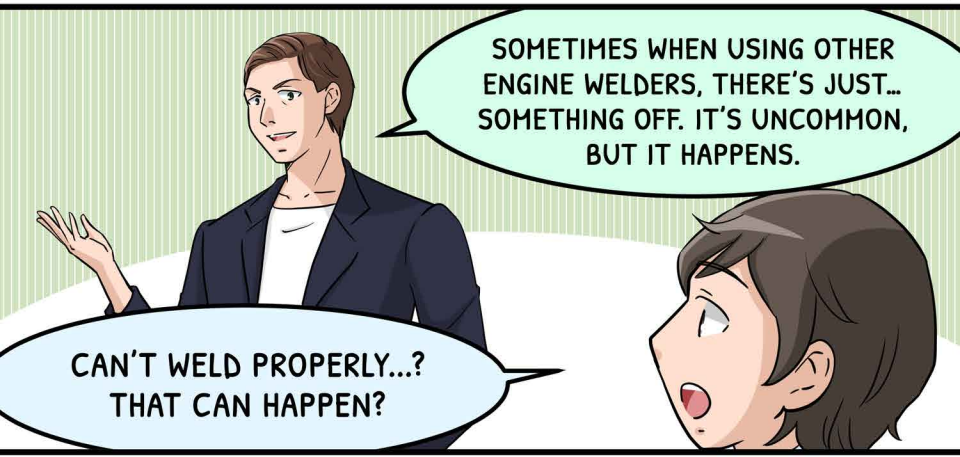


Smirk

...HEY.
YOU ONLY KNOW ABOUT DENYO'S ENGINE WELDER, DON'T YOU?

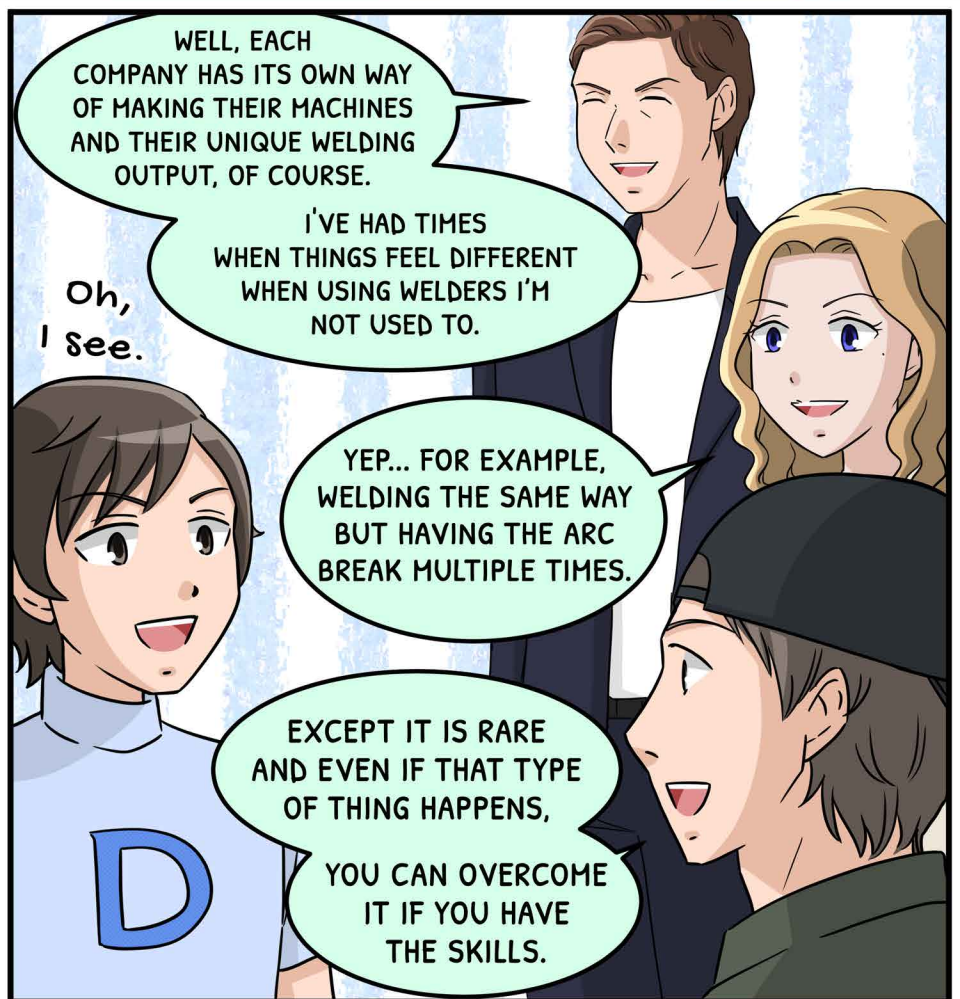
Um... uhhh... Oh...
?

OF COURSE, YOU WOULDN'T UNDERSTAND IF YOU'VE ONLY USED DENYO.



SOMETIMES WHEN USING OTHER ENGINE WELDERS, THERE'S JUST... SOMETHING OFF. IT'S UNCOMMON, BUT IT HAPPENS.

CAN'T WELD PROPERLY...? THAT CAN HAPPEN?



WELL, EACH COMPANY HAS ITS OWN WAY OF MAKING THEIR MACHINES AND THEIR UNIQUE WELDING OUTPUT, OF COURSE.

I'VE HAD TIMES WHEN THINGS FEEL DIFFERENT WHEN USING WELDERS I'M NOT USED TO.

Oh, I see.

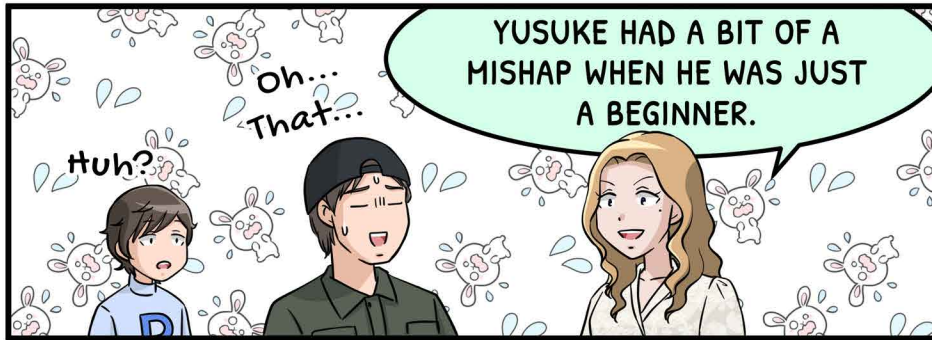
YEP... FOR EXAMPLE, WELDING THE SAME WAY BUT HAVING THE ARC BREAK MULTIPLE TIMES.

EXCEPT IT IS RARE AND EVEN IF THAT TYPE OF THING HAPPENS, YOU CAN OVERCOME IT IF YOU HAVE THE SKILLS.



SPEAKING OF WHICH...

Smirk



YUSUKE HAD A BIT OF A MISHAP WHEN HE WAS JUST A BEGINNER.

Oh... That...

Huh?

I USED TO USE A FAMOUS BRAND ENGINE WELDER.

IT WAS SOMETHING MY FATHER PASSED DOWN TO ME. BUT IT WAS QUITE OLD, SO I DECIDED TO GET A NEW ONE FROM A DIFFERENT BRAND.

YOU COULDN'T GET IT TO STABLY WELD LIKE USUAL, RIGHT?

BACK THEN, I THOUGHT ENGINE WELDERS WERE ALL THE SAME, JUST LIKE YOU...

I TESTED IT A LITTLE BIT WITH NO ISSUES, SO I DECIDED TO USE IT ON-SITE...

I HAD A CONTRACT TO WELD HEAVY-WEIGHT STEEL. IT WAS ON MY USUAL SETTING...

BUT!

THE ARC BREAKING MORE THAN USUAL... IT CREATED IMPROPER WELDING...

I HAD TO REDO THEM AND BY THE TIME I REALIZED, I WAS BEHIND ON MY CONSTRUCTION SCHEDULE...

DOES THAT MEAN YOU MISSED THE DEADLINE...?

Oh, no, what should I dooo?

THAT'S NOT ALL.

yeah...

KNOWING THAT I SHOULD DO SOMETHING ABOUT THIS.

SO I HURRIEDLY WENT TO A RENTAL SHOP TO RENT AN ENGINE WELDER MADE BY A BRAND I WAS USED TO.

Shocked

Sorry

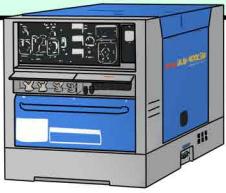
UNFORTUNATELY, WE ARE ALL OUT OF MACHINES THAT WE CAN RENT TO YOU.

Yes, I'll take that.

HOW ABOUT...

DENYO'S DLW-400LSW. THE ARC DOESN'T CUT AS EASILY, AND TWO PEOPLE CAN WORK ON IT SIMULTANEOUSLY. WHAT DO YOU THINK?

IT MIGHT TAKE SOME TIME TO GET USED TO SINCE IT'S NOT MY USUAL ENGINE WELDER... BUT I GUESS I HAVE NO CHOICE.



EVEN IF TWO PEOPLE CAN WORK ON IT... IT DIDN'T MAKE UP FOR LOST TIME, DID IT...?

It was hectic.

IT DID TAKE SOME TIME TO GET USED TO AT FIRST,

BUT IT WAS EASY TO GET USED TO SINCE THE WELDING CHARACTERISTICS, LIKE DIRECTIONAL ARC AND ARC STABILITY, WEREN'T DIFFERENT.



I CAN'T SPEAK FOR EVERYONE, BUT THE ARC SEEMED SMOOTH AND STABLE FOR ME.

Ahhh.

YEAH. I FELT THAT WAY, TOO. IT'S SOMETHING YOU ONLY UNDERSTAND UNLESS YOU HAVE EXPERIENCES WITH WELDING.



IF I REMEMBER CORRECTLY, I HEARD DENYO USES CAREFULLY SELECTED PARTS FOR THE CONTROL AND FRAMEWORK SO THAT IT CAN HAVE STABLE WELDING.



MORE THAN ANYTHING, SINCE IT WAS A DUAL ENGINE WELDER, I WAS ABLE TO MEET THE DEADLINE THANKS TO ITS EFFICIENCY!



Yeah, it saved me that time!

he
he
he.

THERE AREN'T MANY ENGINE WELDERS THAT ARE FOR TWO PEOPLE.

YOU ALL HAVE SUCH NICE THINGS TO SAY.

BUT DID YOU KNOW? SOME OF THE WORLD-FAMOUS BRANDS

HAVE BEEN PUTTING DUAL ENGINE WELDERS IN THEIR LINE-UP, AS WELL AS ITS COMPACT BODY, WHICH WAS DENYO'S SPECIALTY, AS A SELLING POINT!

wow!

DOES THAT MEAN DENYO WAS AHEAD OF ITS TIME?

Oh!
Yoko.

THAT'S A LITTLE DRAMATIC, BUT I THINK IT'S SAFE TO SAY THAT DENYO WASN'T WRONG ABOUT THEIR SALES PITCH.

DENYO'S GOOD.

I TRUST DENYO'S MACHINES FOR **STABLE WELDING CAPABILITIES**,

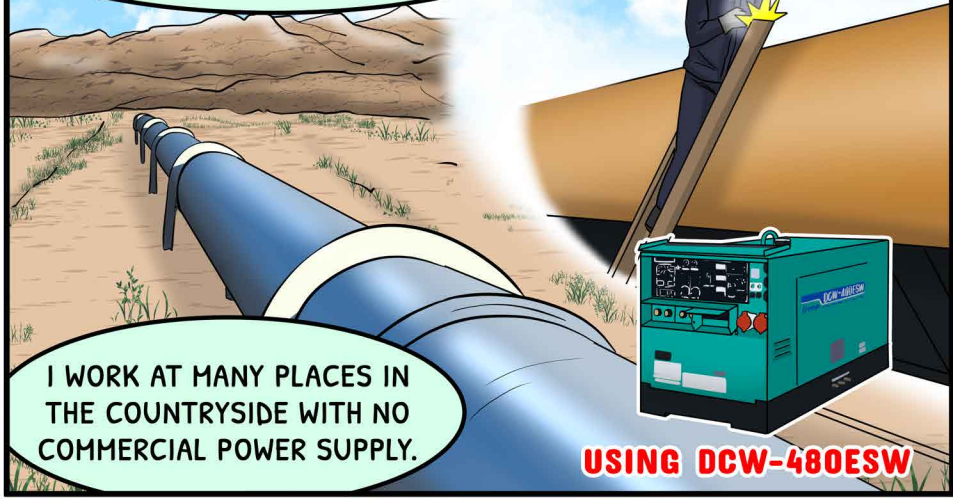
BUT I THINK THEIR **LASTING DURABILITY** IS THE VERY THING THAT MAKES THEM RELIABLE.

DID SOMETHING HAPPEN THAT MADE YOU REALIZE ITS DURABILITY?



I WELD PIPELINES FOR OIL AND GAS A LOT.

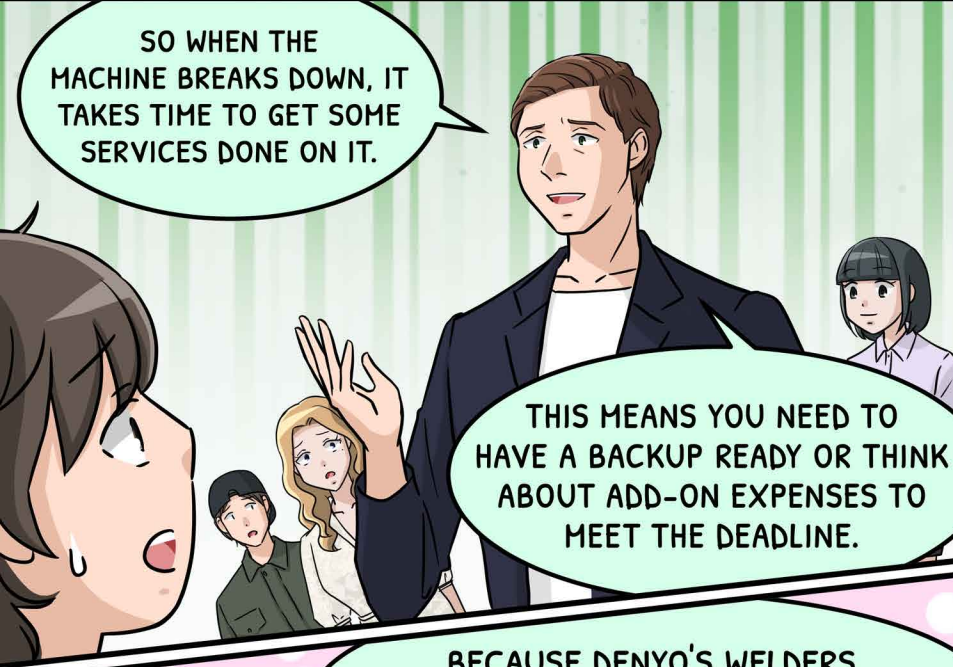
I WORK AT MANY PLACES IN THE COUNTRYSIDE WITH NO COMMERCIAL POWER SUPPLY.



USING DCW-480ESW

SO WHEN THE MACHINE BREAKS DOWN, IT TAKES TIME TO GET SOME SERVICES DONE ON IT.

THIS MEANS YOU NEED TO HAVE A BACKUP READY OR THINK ABOUT ADD-ON EXPENSES TO MEET THE DEADLINE.

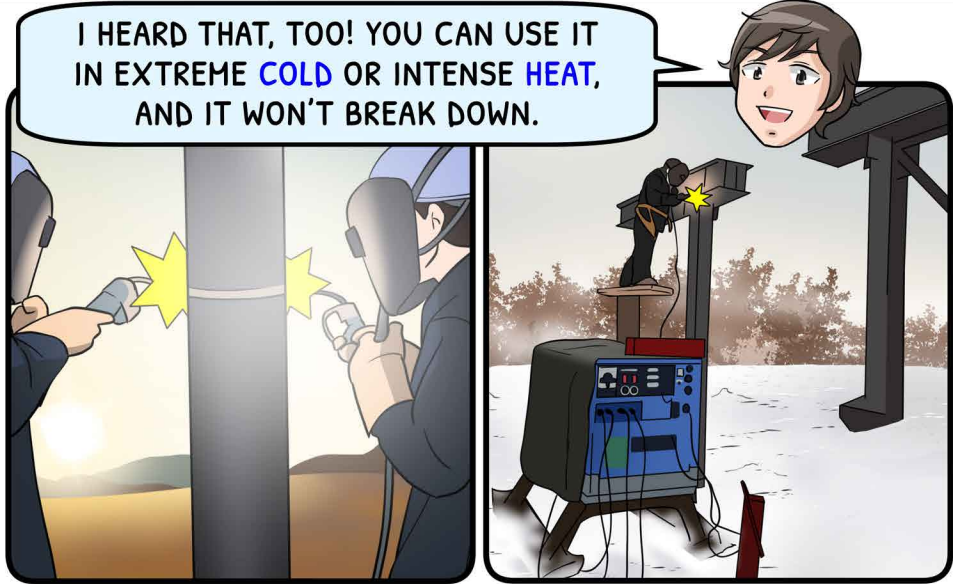


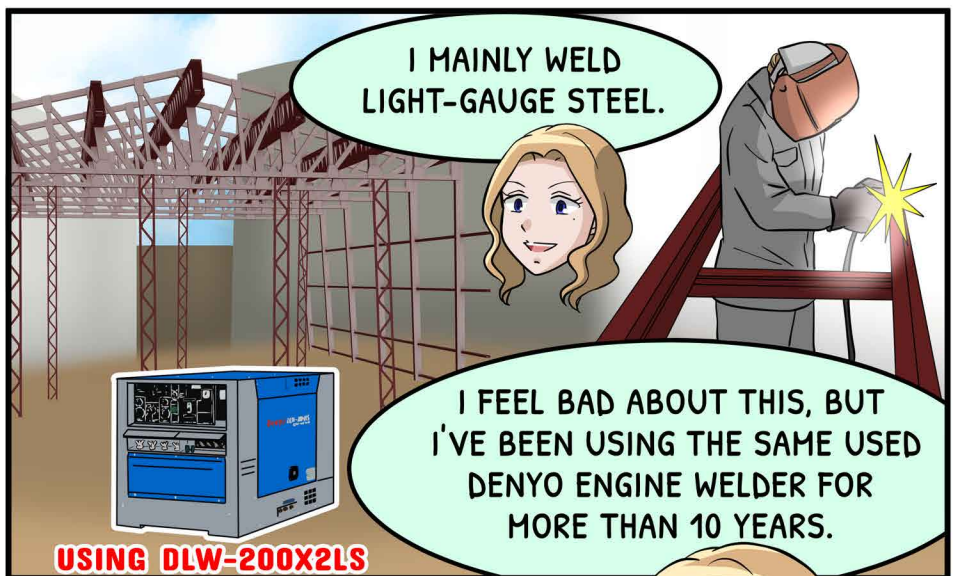
BECAUSE DENYO'S WELDERS ARE DURABLE, YOU DON'T HAVE TO WORRY ABOUT THESE THINGS.

Yup. It really becomes obvious on the field!




I HEARD THAT, TOO! YOU CAN USE IT IN EXTREME COLD OR INTENSE HEAT, AND IT WON'T BREAK DOWN.



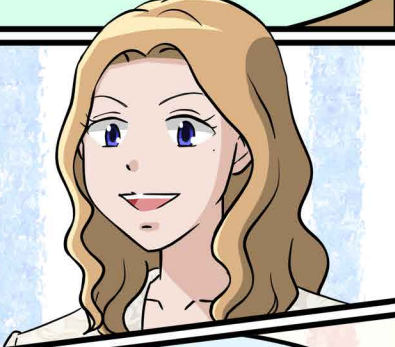


I MAINLY WELD
LIGHT-GAUGE STEEL.




I FEEL BAD ABOUT THIS, BUT
I'VE BEEN USING THE SAME USED
DENYO ENGINE WELDER FOR
MORE THAN 10 YEARS.

USING DLW-200X2LS


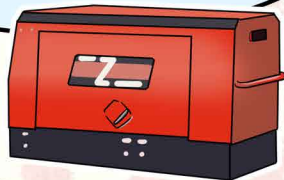


I THINK IT WAS MADE
ALMOST 15 YEARS AGO...

BUT I CAN STILL USE IT
WITHOUT ANY ISSUES, AND IT
DOESN'T BREAK DOWN.




Oh! YOKO TOLD ME BEFORE THAT
SOME PEOPLE EVEN USE BLW-280
TO THIS DAY, A MACHINE THAT
WAS MADE 30 YEARS AGO!



THANK YOU FOR ALL
THE HIGH PRAISES,
BUT IT DOESN'T MEAN
DENYO ENGINE WELDERS WILL
NEVER MALFUNCTION.

IT IS TRUE THAT WE
HARDLY GET ANY COMPLAINANTS,
EVEN THOUGH WE SELL A LOT OF
THE MACHINES, AND WE'VE HAD
CUSTOMERS LIKE YOU, WHO HAVE
TOLD US THAT IT IS DURABLE.

BUT THAT IS
ALL BECAUSE IT'S BEEN
MAINTENANCED PROPERLY!



I LIKE THAT DENYO WOULD NEVER
SAY THAT IT NEVER BREAKS EVEN WITH
ALL THE PRAISES.

ON TOP OF THE PRODUCTS BEING OF
GREAT QUALITY, THE PEOPLE AT THE DEALERS
AND THE SALES REP. ARE ALL HONEST. THEY
WILL LET YOU KNOW WHAT THEY CAN
AND CAN'T DO.

WHEN I ASKED THEM IF IT
COULD BE USED OUTSIDE OF THE
GUARANTEED TEMPERATURE, THEY GAVE
ME A VERY HONEST REPLY.



THAT'S WHY
WE CAN TRUST
THE WELDER.

Uh...



Um...

ABOUT WHAT YOU WERE SAYING BEFORE. WHY DIDN'T YOU BUY THE SAME MACHINE THAT YOU WERE USED TO WHEN IT WAS TIME TO BUY A NEW ONE?

I WAS BLINDED BY ITS LOW PRICE.

OH, I DIDN'T MEAN THAT OTHER ENGINE WELDERS ARE NOT CAPABLE OF STEADY WELDING.

There's nothing wrong with this one.

What?

Shocked

WHEN MY FATHER TESTED OUT THE MACHINE, HE WAS ABLE TO WELD WITH IT PROPERLY AFTER MAKING SOME ADJUSTMENTS. HE THEN HAD TO RETRAIN ME...

Giggle
Giggle

I learned my lesson.

YOU CAN'T BE BLINDED BY A LOW PRICE TAG.

I THOUGHT I UNDERSTOOD EVERYTHING AFTER LISTENING TO YOKO'S EXPLANATION, BUT NOW THAT I'VE LISTENED TO ACTUAL EXPERIENCES, I HAVE A DEEPER UNDERSTANDING OF THE EASE DENYO'S WELDERS BRING AS WELL AS THEIR DURABILITY AND RELIABILITY!

I'M SO GLAD THAT I CHOSE DENYO'S ENGINE WELDER! FROM THE BOTTOM OF MY HEART!

THANK YOU FOR LETTING ME JOIN YOUR CONVERSATION.

SO, DID YOU TELL ME YOU COULDN'T COME WITH ME BECAUSE YOU NEEDED TO SEE THE DENYO PEOPLE AND THE OTHER WELDERS?

YOU DON'T KNOW? YOKO IS A WORLD-RENOWNED SUPER SALES REP FOR DENYO!



BOOM
SUPER SALES REP

YOKO



WHAT! I HAD NO IDEA. SHE'S AN OLD FRIEND OF MINE AND WE ONLY TALK ABOUT THE HOBBIES THAT WE HAVE IN COMMON...



WHY DIDN'T YOU TELL ME WHEN YOU TOLD ME ALL ABOUT DENYO'S PRODUCTS?



I WAS AFRAID THAT IF I TOLD YOU, YOU WOULDN'T BE ABLE TO MAKE AN UNBIASED DECISION, THINKING I WAS SAYING ALL OF THOSE THINGS BECAUSE I WORK FOR DENYO.



LET'S GO LOOK AT THE BATTERY-POWERED PROTOTYPE WELDERS THAT ARE BEING EXHIBITED.

one after the other



So busy...

Oh! Me, too!

Dash

Chatter

Wow!

Chatter

YOU MIGHT NOT BE ABLE TO BELIEVE EVERYTHING THE COMPANY SAYS...



WE LIKE TO BRING UP DENYO AS AN OPTION, NOT BECAUSE WE BELIEVE DENYO IS THE ONLY CHOICE, BUT BECAUSE WE WANT EVERYONE TO HAVE A PLEASANT WELDING EXPERIENCE.

WE WILL CONTINUE TO BRING MORE ACTUAL WELDER'S VOICES, SO PLEASE STAY TUNED!

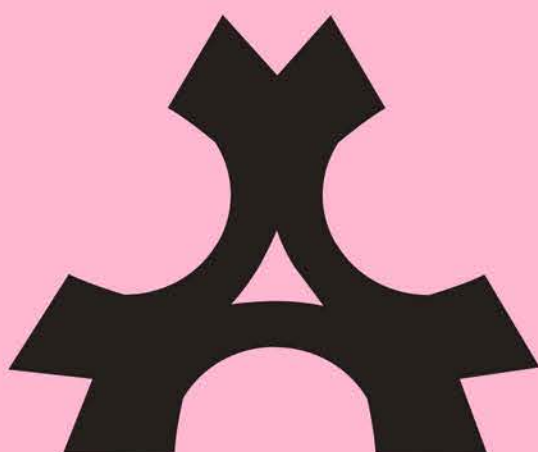
For more information, please visit this website!



Please don't hesitate to contact us!

<https://promowelder.denyo.co.jp/>





This Denyo emblem expresses

“Benefits for Three Parties”

Prosper together with

“the user”, “the seller” and “the manufacturer”

through our products.

 ***Denyo Co.,Ltd.***

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