



The People Running Your Job

Leaders from across the AIS companies spent a day in one room working on how we lead in the field.



Mechanical | Refractory | Fabrication | Electrical | Piping | Civil | Scaffolding

In industrial services, the person running your job is the product. Scopes look similar on paper from one company to the next. What separates one outage from another is whether the leader standing in front of the crew each morning can build a plan, clear obstacles, and hold the safety standard while the clock runs.

So our leaders came together for a day of leadership training. Superintendents, project managers, and operations leadership from [Elite Industrial](#), [Elite Refractory](#), [Southern Welding](#), and [AAA Fabrication](#), all in the same room. That grouping is deliberate. Four companies that share projects have to share a standard, and a standard only travels if the people carrying it were trained on the same thing.

Look at the case study in this issue, [or the last one](#). Both credit the same cause. Schedules held because leadership rebuilt the daily plan around what the site actually

needed that morning, and because field supervision handled problems before they reached the crews. Neither result came from equipment.

Investing in our people is how we keep raising the standard across every industry we serve.

What this means for your plant:

- The same trained field leadership on emergencies, planned outages, and capital projects
- One standard of planning and accountability across all four AIS companies
- Crews led by people who were developed, not just assigned

SEE HOW WE WORK →



Bobby Cason

**Senator
Corey Simon**

Bobby Cason III

North Florida Runs on Uptime

Project Manager Bobby Cason III met with Florida State Senator Corey Simon to discuss industry needs across the region.

North Florida's economy runs on biomass energy, sawmills, and wood processing. In those facilities uptime is not one metric among many. It is the entire business model. A mill that is down is a mill that is not earning.

Our Live Oak team is in those plants. Senator Simon's district covers Suwannee County and the rest of the Big Bend, which makes it the same ground our crews work every week.

Keeping leadership and industry talking to each other is part of how that base keeps growing. We are grateful for his time and for his commitment to the region.

Where we work in North Florida:

- Biomass energy plants, sawmills, and wood processing facilities
- Emergency repairs, planned outages, and capital projects
- Crews based in Live Oak, Florida, serving the Big Bend and beyond

► **AUGUST CASE STUDY**

Lhoist North America | Vertical Kiln Fabrication & Pre-Assembly

Four vertical kiln shafts and their supporting steel were fabricated and assembled in the shop, cutting more than a year off field installation with zero safety incidents.

1.4M

Total Steel Fabricate

1+ Year

Cut From Field Schedule

0

Safety Indicents



A lime producer set out to build four vertical kiln shafts at their Clifton, Texas plant. Each shaft weighed roughly 250,000 pounds, and the supporting structure added 400,000 more.

A build that size normally means months of assembly work in the field, at height, inside an operating plant, on whatever schedule the weather allows. They wanted that risk taken out.

They called AIS Group. [AAA Fabrication](#) led the project with American Industrial Services supporting. The decision that shaped the outcome was not how the steel got cut. It was where it got assembled.

The scope: Four vertical kiln shafts at approximately 250,000 pounds each, one million pounds of shaft plus 400,000 pounds of supporting structural steel, for 1.4 million pounds fabricated in total. Engineering, planning, fabrication, and assembly ran across three phases. The major kiln assemblies were completed on the shop floor and shipped

to site as large finished sections rather than loose components.

The result: More than one year removed from the anticipated field installation time.

February through December 2025, zero safety incidents, single point accountability from engineering through delivery.

TEAM HIGHLIGHT ABOVE AND BEYOND



Gerardo Eng
Engineering Planning



Garon Austin
Project Lead and COO

[READ THE FULL CASE STUDY](#) →

We Sell Time

A Sunday morning text, and why the answer has to land before the unit is cold.

7:15 on a Sunday morning. A repeat customer sent **Bobby Cason** a photo of a unit still glowing, with one question. Can you have a crew here tomorrow, I'm cooling it down now.

The answer was yes. Manpower, materials, and rentals on site before the unit finished cooling and went into lockout.

That sequence is the entire point. Once a unit is cold and locked out, every hour without crews and material already staged is an hour the mill is not producing. The clock does not start when the crew shows up. It starts when the unit starts coming down.

Today 7:15 AM



Think you can have
me crew here tomor-
row I'm cooling it
down now

PLANNING A PROJECT? LET'S TALK.

Whether you're facing a scheduled outage, a furnace rebuild, or a scope that requires multiple disciplines. AIS Group is ready. One call covers everything.

[CONTACT US](#)

[OUR COMPANIES](#)

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