

FORMTEK-MAINE



News Feed

We've updated the CWP website and we're live. Please give it a look and let us know if you find anything that needs to be corrected, things we could add, or what you like about it. <https://www.cwpcoil.com/>

I sent out an email last month about updating your website information on our dealer page. Please get back to me on that so we can correct the information on our websites. The reciprocal links will improve traffic for everyone giving us all better results from search engine algorithms.

-Craig Derosby
Senior Sales Engineer / Marketing Manager

Our Newsletters can be found at:
<https://www.formtek-maine.com/newsletters.html>

Fabtech Mexico: Guest Contributor Alex Trevino

Back in Mexico City for the 2023 Edition of Fabtech. This year Formtek's presence was felt by having two sites, a booth at the forming section of the exhibit and a press feed line sharing some space at the Komatsu Presses stand. With this press manufacturer, Formtek had a 12" press feed line with a capacity of handling material up to 0.075" thick stock. This press feed line is a popular product among the Mexican market with more than 60 installations done through the introduction of the product line.

The show lasted three days seeing their busiest day on Wednesday. The company received 50+ inquiries where the expertise of the group would be proven once again by offering custom-made solutions for each request.



Assisting at Formtek both our VP of International Sales, Alex Trevino, and the regional representative Consorcio Industrial, Andres Trevino. Alex Trevino started at Formtek Maine back in the late 90s promoting and selling the products for the press room environment and the service centers for Coil processing.

Formtek International's next show is at RefriAmericas in Puerto Rico at the end of July. This show is to promote the line of machines for the HVAC industry for the construction of round and square ducts. Then they go back to Mexico City at the same venues as Fabtech, for the AHR Show Latin America Chapter. We will keep exploring what other events are in the marketplace to keep offering solutions for our industry with our large portfolio of coil handling solutions. We thank the FMA for another successful event and we will see you next year in Monterrey Mexico for the 2024 edition.

-Alex Trevino
Vice President, International Sales

June 2023

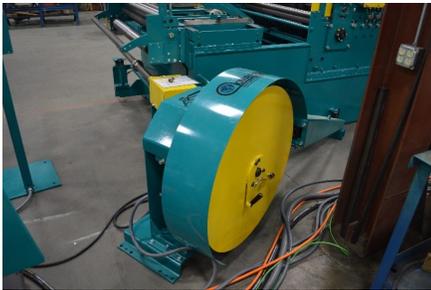
Flexible Fabrication System for Imperial Brown

We recently installed a new flexible fabrication system for Imperial Brown for their Tuscon, Arizona facility to manufacture walk-in coolers and freezers. The system can handle 10,000 lb. coils of CRS, bottom side surface-critical up to 48" wide and ranging in thickness from 0.012" to 0.060".

The system includes a 10,000 lb. motorized stock reel and combination upender / coil car to load eye-to-the sky coils and reposition them to load onto the mandrel of the uncoiler.



A vinyl applicator is mounted to the entry side of the CTL unit to apply vinyl to the bottom surface of the material before it is run through the straightener and edge trimmers. The 4-roll straightener removes coilset from the strip and has individually adjusted upper straightener rolls. The unit includes 2 edge trimmer blades that can be manually adjusted on the arbor to the desired distance. An edge trim rewriter is included on the back side of the CTL to collect and remove the edge trim scrap.



The beading roll embosses ridges into the sheet after straightening for rigidity of the finished product. A Dual Head Notcher includes 2 manually-adjusted "C" frame heads, each with a turret die to add a notch to each edge of the material. The notch is used to remove enough material to allow folding or forming of the part without the material buckling.

The roll former is used to form side flanges of the part, bending each side of the strip upward in a 90° bend. The roll former tooling is manually adjusted via a hand crank and ball screw assembly to be able to process material widths from 12" to 50". A hydraulic cutoff shear is positioned at the exit of the roll former.



The line was installed by our Formtek-Maine Service Department and is now running. This is the second system Imperial Brown has purchased from us with a third system in process to be purchased in the coming weeks.

Dealer Spotlight: Manufacturing Technology, LLC



In 1999 after graduating from the University of Massachusetts, Amherst, Steve Bayne got a job working at Link Systems in Nashville on the install crew. He worked in their shop building controls and deployed in the field installing the press controls. This hands-on job knowledge laid the groundwork for when he went to work for Production Machine Equipment, one of CWP's dealers a year later. His job was to add the states of Mississippi and Alabama to Production Machine's existing territories of Florida and Georgia. Steve learned all the product lines quickly and his working knowledge of the equipment appealed to our existing customer bases from both CWP and ROWE.

In 2009 with the economy at arguably the lowest point in recent history, Steve and his wife Jenn made the difficult decision to go out on their own, made all the more difficult now raising 2 young children (son Aiden and daughter Addison). Manufacturing Technology was born, with Steve on the road and Jenn managing the office. We were one of the first calls he made as there was no question as to whose press feed equipment he wanted to represent. In his words, "There isn't another brand in the world that can do what we do! Service, Engineering, and Sales support is second to none. M-Tech is very proud to represent Formtek."

Their hard work and dedication have paid off as M-Tech is currently camping out as a top five dealer. They've maintained some of our biggest accounts and added a number of new ones to the list. In 2012 Steve and Jenn decided it was time to expand and moved into their current office space. They also hired their first employee. Like so many other companies, they found it difficult to find good people, but after a few unsuccessful hires, M-Tech got lucky. In 2015 fresh out of Auburn University, Cody Rice was looking to get into medical or pharmaceutical sales when a friend recommended that he call M-Tech. He interviewed for a sales position with the intention of staying on until he found something more to his liking, but realized the potential that M-Tech could offer. He enjoyed working for the company and the people he worked with and decided to stay for the long term. Cody started in the office but is now currently covering sales for parts of Mississippi and Alabama.



Steve saw the need for providing proper training for press room equipment as long-time employees retired or left and new untrained operators were being tasked with running the equipment. M-tech decided to install a metal stamping press and feed line in their facility, which allowed them to offer classes to train operators, maintenance personnel, and engineers on how to safely operate, setup, and maintain press room equipment. This has improved morale and decreased downtime for customers in their area. In 2020 Steve hired Grant Tolbert to head M-Tech's training courses and assist with inside and outside sales. Grant was a former long-time employee of one of Steve's customers, New Process Steel and brings with him over 20 years of manufacturing experience in operation and supervision of stamping, slitting, cut-to-length, and blanking systems.

Today M-Tech carries a wide variety of products for his customers in Alabama, Mississippi, and Georgia. In addition to the entire Formtek-Maine product line, they also represent Stamtec presses, Link Systems press controls, Dayton die components, Dorner conveyors, Irmco lubricants, Unist lubrication systems, and many more.

You can find Manufacturing Technology on the web at <https://www.mtechse.com>.

Factory News: New Equipment

Formtek Maine continues to invest in capital projects to improve efficiency and on time deliveries by investing in new machinery with enhanced operator controls, increased accuracies and performance.

We have recently ordered a new **Chevalier precision cylindrical grinder** which can handle 12" diameter by 40" length rolls. This machine will complete our roll cell as it will work in conjunction with our Okuma turn mills, our Ultraflex induction heater, and our Ecotech large roll grinder. This cell will allow us to fabricate and harden our own rolls on larger equipment, which should result in better prices and lead times extended to our customers.

We plan to take delivery of this new grinder in September.



From The Desk of: Kelli Lang, Inside Sales Manager

A repeat customer who's made some big investments in the last year with Formtek Maine, just committed to purchasing our CWP 72" x 0.187" x 30,000 lb. High Capacity Press Feed Line. The line will include our SMXIV72H8 ServoMax Extra-High Capacity Roll Feed, our standard 72" Double-Sided Threading Table, the C10-72 Powered Stock Straightener with Consolidated Controls and High Rise head with our Hold down peeler system, and our 8R-72 30,000 lb. Stock Reel and Coil Car. We look forward to showing this line in full detail in the first months of next year's newsletter.

Looking deep into 2024/early 2025, we will prepare to ship our most recent sales feat, a 60" x 14 ga. x 480" IPI Wall Panel Line. This line will be all hands on deck in engineering and manufacturing, as it was with sales up front. We are excited to see this line come together.

These two lines, along with other solid business this month, are truly deserving of some shoutouts. Formtek-Maine and its representatives work hard for a job well done.

In our last sales meeting, we discussed the topic of lead times. Smaller press feed lines were where we felt the biggest area of opportunity existed. It was a healthy conversation about where we are today, often quoting 30+ weeks for smaller equipment. To date in 2023, we have roughly 25% more orders than we did in the same timeframe for both 2021 and 2022. Again, kudos to all for these sales numbers. We know the effects of strong sales are extended lead times. The topic is an important one, and one that we will continue to have with production planning. We worked hard to ensure servo feed availability. These same efforts will continue for improved lead times in our daily practices. Something new on the horizon is EPICOR, our new ERP system set to go live in January of 2024. We have been working with our current system for 20 years, and it has served us well. EPICOR has promising features that will allow us a better view of production planning and product availability. This new system will improve the manual processing we currently have and can improve lead times with a well implemented system.

We welcome your feedback and look forward to continuing to grow with you. If you have any questions, please reach out.

-Kelli A. Lang
Inside Sales Manager, Formtek-Maine