AMA
Atlantic Machinery Associates

AtlanticMachineryAssoc.com

SERVING: UPSTATE NY, MA, CT, NH, VT, RI & ME.

NEWSLETTER

FOR THE METAL FABRICATING INDUSTRY

The Atlantic Machinery Sales team is starting 2020 with a new name, new branding and new machinery lines! Atlantic Machinery Associates (AMA) is the result of a merger between Fox Machinery, in the Mid-Atlantic region, and Atlantic Machinery Sales. We are the same folks, in the same location, with the same phone number - just expanding to offer new resources and more value to our customer base.

For AMA customers who operate in the mid-atlantic region, the close relationship between AMA and FMA creates an opportunity for increased communication and faster service throughout the Northeastern United States. Where plants once had to reach out to various distributors, our partnership is offering unified sales, service and communication for the benefit of our customers.

AMA continues to support Ocean, HydMech, Messer, Lenox and Tranfluid. We are excited to expand to offer Accurpress, Accurshear, SafanDarley, Wila, Piranha, APEX, Euromac, FlexArm, Schroder Group, MG, EMI, EBBCO and more!

We hope you enjoy our first e-newsletter, your feedback is certainly welcomed and can be submitted to Marketing@AtlanticMachineryAssoc.com.

For those with Atlantic Machinery email addresses saved in your contacts, please update them to (first name)@atlanticmachineryassoc.com, as well as connect with us on our new Facebook, LinkedIn, Twitter and Instagram accounts.

Check out our new web forms for requesting a machine quote, parts, tooling and service.

Lastly, if this newsletter did not arrive directly into your inbox, sign up HERE. You can expect a newsletter in your inbox every other month.

We are excited to be a resource for growth as **Your Solutions Partner** for new/used machinery, tooling, parts and service.

- The team at AMA

In This Issue

IMPACT THE BOTTOM LINE FOR STRUCTURAL MARKET

Article Contributor:
David Taylor, Messer Cutting Systems

With a recent influx in the structural market in New England, small iron shops are turning to compact plasma machines to meet the increase in demand. With a goal of versatility and minimizing production time, shops turn to machines that minimize deburring, create weldable surfaces, have medium heat input and can handle a wide range of material thickness. "...many are 10…15...25 man shops that need a small machine for burning clips and standard simple parts. Structural shops are currently outsourcing to steel service centers," says David Taylor, North East Regional Manager of Messer Cutting Systems, Inc. "The Messer 2.0 is built to be rugged, robust and a solid long term solution for many structural shops, even in addition to their Peddinghaus machines," he continued.

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MONTI, INC. **CASE STUDY**

RADAN Software Achieves 30% in Laser Run Time

Having grown from a small, developing business to a tier-one supplier for the electrical industry, Monti, Inc., has learned a thing or two about sustainability over the course of nearly 50 years.

Today, the company is a supplier to such notable OEMs as Siemens, Schneider Electric™, and Eaton. From one-off prototype and repair jobs to high-volume production, Monti, Inc., makes everything from copper and aluminum conductors to electrical insulation, steel components, and more.

The company takes its core values seriously, including its mission to deliver on customer service in ways that its competition doesn't. "We value responsiveness to our customers' needs, and that's where we're better than most. In many cases, we can complete expedited projects faster than our competition can even quote the job."

Monti, Inc., tier-one supplier for the electrical industry, cut programming time by 60 percent, nesting time by 80 percent, and laser-cutting time by 30 percent with RADAN

Long-term sustainability is among the company's values, and that entails everything from lasting customer and employee relationships to ongoing process improvement.

"We're always looking to make our quality better, improve our safety, and improve our processes to become more efficient and more adaptable. We're continuously looking for new technology, and year over year we spend a large percentage of our profits on new equipment."

"RADAN has the ability to program for all the material types that we use on our laser, and it can program and create nests quickly, which is something that we really needed."

When Monti, Inc., purchased RADAN, it was running four CNC lasers at two of its plants. Today, it operates a total of three lasers and performs some lights-out laser cutting.

"It's a testament to how we've integrated our facilities, expanding and spending money on more technology," LaVigne says. "We do a lot more with less equipment, and with better quality and better speed."

The company has seen an up to 60% decrease in overall programming time with an 80% reduction in the time it takes to generate nests. It has also achieved a 30% reduction in laser run time due to higher-efficiency toolpaths.

Time is money in manufacturing, so the savings in man-hours and machine time quickly add up. One Monti plant has reduced programming time by 1,344 hours per year and laser run time by 6,454 hours per year, while the company's second plant has reduced programming time by 448 hours per year and laser time by 268 hours annually.

LaVigne credits RADAN's optimization tools, including automatic tooling and specialized cutting paths, for the dramatic improvements. "We set up all of the automatic technology in it so that it easily takes less than two minutes to program a part," he says.

LaVigne and his team also take advantage of the flexibility of the software, which enables users to edit automatically generated nests for greater control. "Most of the time, the automatic nesting is exactly what we want, but we are able to tweak it, add parts, or make other adjustments. For instance, if the customer comes back and adds parts, we can insert them into the nest very easily."

The company also uses RADAN to customize the way that it processes scrap parts. For instance, if a part has a rectangle cut from the middle of it, it can be picked up and thrown away, or RADAN can be programmed to cut it into 1" X 1" pieces so that it falls through the table. As many of the sheets at Monti, Inc., are 4' X 8', or 5' X 10', RADAN is often programmed to cut large and unwieldy pieces of scrap into 24-inch-wide sections to be more easily collected manually.

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Shops that have transitioned from having no burning equipment to plasma are enjoying shorter lead times and decreased outsourcing. "Eliminating the need to outsource is a saving on time and money," says Taylor, who understands the value in going from nothing to a completed part in a short amount of time.

Accommodating the influx doesn't stop after production. Resetting for the next job needs to be just as streamlined to keep on schedule. Value is added for a machine that is easy to load material and program for fast turnaround.

The trend sees small iron shops investing in plasma technology are currently relying on steel service centers to outsource a need which can easily be met in-house. There is a learning curve, investment and the need to make space, however, Taylor explains, these factors are diminished by a decrease in production time and an increase of in-house capability. "Today's machinery is significantly more accurate, has way faster processing and is vastly more reliable, " says Taylor, "these are the reasons you invest in newer technology."

In addition to keeping up with consumer demand, small shops are challenged to outperform - a task which may mean being versatile in manufacturing capability. An affordable plasma and oxyfuel cutting machine that provides outstanding productivity within a small footprint may be the answer.

Fulfilling manufacturers' demands, Messer Cutting Systems offers a low cost, compact, unitized cutting machine that precision cuts mild steel, stainless steel and aluminum plate. The MetalMaster 2.0 is 5' x 10' featuring vertical plasma and oxyfuel cutting up to 2". It it not intended for a hobbyist, but for an industrial environment with proven training, warranty and service programs to back up quality manufacturing. With quick and easy machine installation, let the MetalMaster 2.0 be your shops solution. For more information on this machine CLICK HERE.

Messer's Metal Master 2.0

CLICK the image above to watch a video on Messer's Metal Master 2.0.

surplus fabricating machinery

Used Machinery

Click on machine name below to read a full description, see photos & request a quote.

Note: you will be redirected to Fox Machinery's website.

Email your quote request to Sales@AtlanticMachineryAssoc.com for machine details and pricing.

MITSUBISHI WATER JET WITH KMT PUMP

Includes an EBBCO garnet removal system, dual independent head, EBBCO closed loop water filtration system, a chiller, bulk feeder and hopper tank, and Weir tank

Click the picture for more info & to request a quote:

Shears

AMADA SHEAR - 1/2" BY 13FT

Lasers/Plasma

HYPERTHERM POWERMAX 85 PLASMA TABLE

Punching Machines

EUROMAC MBX-6-1250/30-2250 TURRET PUNCH

Press Brakes

PACIFIC 1/4 X 10FT
ACCURPRESS HYBRID - 60TON, 4FT
TENNSMITH HB 121, 18-GAUGE HAND BRAKE
ROPER WHITNEY AUTOBRAKE FOLDING MACHINE
FASTI FM200 FOLDING MACHINE

Finishing

TIMESAVERS STEEL 137-1HPM
TIMESAVERS ALUMINUM 137-1HPM

Cutting Machines

MITSUBISHI WATER JET WITH KMT PUMP
FLOW WATER JET - 6' X 12'

Miscellaneous

ROUNDO ANGLE BENDING ROLL
PEDDINGHAUS OCEAN SINGLE SPINDLE DRILL
MESSER TITAN DELTA BEVELER
TRUMP CNC VERTICAL MILL
VECTRAX VERTICAL MILL
DEMO ERCOLINA SUPER BENDER SB48
LORS SPOT WELDER
FICEP ENDEAVOUR DRILL LINE

Saws

DAKE AUTOMATIC COLD SAW
KALAMAZOO SAW
W.F. WELLS AND SONS BAND SAW
SMID ALUMINUM PLATE SAW

Interested in listing your used machinery?
Email machine description, specs and pictures to
Marketing@AtlanticMachineryAssoc.com

Ordering CUSTOM Tooling

Go beyond stock - achieve unique objectives and increase accuracy through one piece of tooling.

When considering custom tooling, either for your press brake or another machine, standard tooling is practical and cost effective. You may, however, have considered custom tooling with the thought to decrease production time, improve part accuracy or manufacturer outside your standard capabilities.

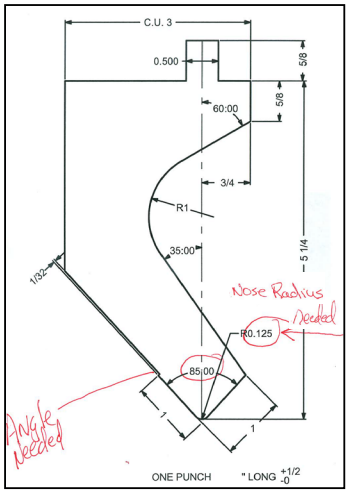
Determining the Need for Custom Tooling

In truth – custom tooling will often cost more and require longer lead-time than standard tooling. However, with a bit of planning, it can be the solution for challenging applications. Understanding the capability of custom tooling opens new doors in the engineering and project planning phase, often combining multiple tool changes into one or punching unique dimensions, notches and angles.

Through Custom Tooling You Can Achieve

- Achieve unique or numerous objectives through one piece of tooling
- Increased accuracy
- Satisfy tolerances not obtainable with stock tooling
- Enhance surface finished
- Reduce the number of tool changes
- Lengthen the life of the tooling

The Process



MEASUREMENTS GIVEN CONSIDERATION WHEN CREATING CUSTOM OR REPLICA TOOLING

 # 1 thing to note regarding custom tooling: know your timeline!

The tooling manufacturer designs based on your drawings and end goal. With each custom tooling request you will be asked to approve a drawing and are often asked to send test material to insure your custom tooling performs as intended.

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MACHINERY SERVICE TIPS & TRICKS

MECHANICS & MOTION

Critical Checkpoints on Your Band Saw

Quick Reference List

To avoid downtime it is helpful to know your band saw's specific checkpoints. Refer to your machine's manual for factory recommendations and use the list below as a guideline to develop a PM schedule .

DAILY

- Clean chips from vise jaws, band wheels, blade guides and wipers, chip brush and pans, and machine surfaces
- Inspect the blade, blade wipers, blade guides, and chip brush for wear
- Check sawing fluid and lubricants
- Look over hydraulic system
- Check guide alignment
- Inspect chip removal system

WEEKLY

- Check blade speed

EVERY THREE MONTHS

- Clean sawing fluid/lubricant reservoir and screen

EVERY SIX MONTHS

- Change hydraulic fluid filters
- Clean hydraulic fluid reservoir magnetic plug
- Lubricate saw column pivot point
- Inspect and adjust blade guides
- Inspect:
  - Band wheel bearings
  - Band guides
  - Drives
  - Belts
  - Vises

ONCE A YEAR

- Drain hydraulic fluid tank and change fluid
- Clean hydraulic fluid strainer and fluid filter
- Change transmission oil

AT EVERY BLADE CHANGE

- Band Wheels
- Blade Tension

shears
press brakes
punch presses
drills
turret punches
iron workers
wet & dry sanders

CNC saws
plate rolls
pumps & motors
plasma cutters
water jets
tube benders
and more

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To maximize your custom tooling RFQ/order timeline, follow these steps:

1. Submit the following with your initial request:

- Machine the tooling is for –
  Make, Model, Serial Number
- American or New Standard style tooling
- General type of material and thickness
- For a punch: type needed? size of segment?
- For a Die: type/opening? size of segment?
- As many drawings as you can submit to clarify exactly what you are looking for will only ensure it is quoted correctly the first time.

2. You will receive a drawing of requested tooling, including details specs, pricing and lead time. Promptly review the specs. At this time the manufacturer is happy to tweak the design to ensure the end result meets your expectations.

3. Order and send test material. The most common delay in receiving custom tooling is a delay in test material. Your quote will mention if 8 to 10 pieces of test material are requested. If they are, sending this material promptly will decrease the lead time.

4. Atlantic Machinery will let you know when your tooling is ready to ship.

Replicate Tooling You Already Have

You may have useful tooling in your shop that is ready to be replaced. You don't know where it came from, maybe its been there forever, but you know it works perfectly for your needs. We can replicate the tooling based on PDF scans of your current tooling.

To insure accuracy it's imperative that PDF scans and not pictures (JPEG, PNG, etc.) are taken of the tooling. The pictures will distort the measurements of your tooling and produce an obscured result. The team at Fox Machinery can assist to insure your imagining is accurate.

The best part – chat with an expert! The folks at Atlantic Machinery are happy to give you a call about your tooling needs. They are the experts and can answer any and all application questions.

Reach out today for a quote:
fill out this FORM.
email us:
Sales@AtlanticMachineryAssoc.com
or give us a call 603.382.1476.

AMA REQUEST A QUOTE

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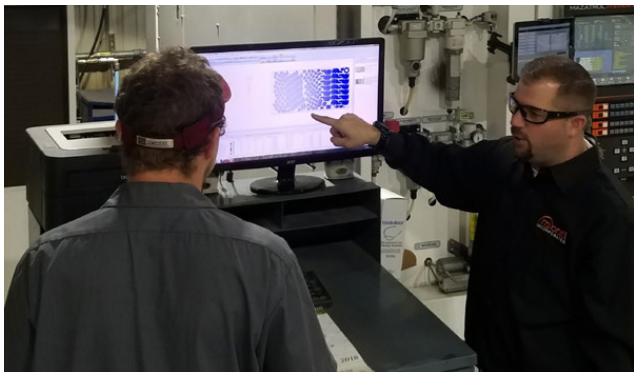

THE TEAM AT MONTI, INC. DEMONSTRATING A PROGRAM

"RADAN has very good, quick settings for how you create your scrap and how you cut your sheets into scrap sections at the end of the program, so you can customize your drops," LaVigne says. "In some cases, we'll have RADAN cut everything on half of the sheet and then cut the other half into 24-inch sections to be put into a pile of partials. RADAN can also track how many pieces you have on the shelf."

RADAN helps LaVigne and his team track the shapes cut from scrap material and drops by assigning lot numbers or sheet numbers to the leftover materials. "We're getting much better material yield and we're able to stock our drops in a much more organized way. We used to spend 10 minutes programming how to cut pieces just to throw them away, but RADAN does that perfectly when it's nesting. Our nesting is also optimized by automatically nesting parts in the scrap areas of larger parts."

The team at Monti, Inc., utilizes a RADAN network key so that each programmer can seamlessly access jobs and work collaboratively without communication lag time. LaVigne notes that the solution's ease of use has paved the way for new users to quickly become proficient at programming without having to overcome too challenging a learning curve.

"It's truly a testament to the software that, when it's set up, it really is simple to use," he says. "The software is amazing, and we have no plans to review new software any time in the near future."

KEY BENEFITS ACHIEVED

- **60% decrease in overall programming time**
- **80% reduction in time needed to generate nest**
- **30%reduction in laser run time due to higher-efficiency toolpaths reduces error**

HEXAGON MANUFACTURING INTELLIGENCE | RADAN