

POWER *Line*



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CUSTOMER PROFILES • NEW TECHNOLOGY • PRODUCTIVITY • FLEXIBILITY



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Autumn's Events: Good Outcome and Positive Mood

By Ezio Basso, Prima Industrie Managing Director, Prima Power Division



Three important exhibitions have generated excitement in our sector during the past few months: EuroBLECH in Hannover from October 21 - 25, MWCS in Shanghai from November 4 - 8, and FABTECH in Atlanta from November 11 - 13.

These three sheet metal working events were particularly successful as reflected by the figures reported by the organizations (e.g. almost 60,000 visitors in Hannover; over 30,000 in Atlanta).

We are highly satisfied with our participation to these shows from different viewpoints.

First of all, they were very good meeting points, where we could share news and experiences with qualified trade show visitors in a very constructive mood. We could meet a large number of our customers and successfully establish new international business contacts.

Concerning order collection, our expectations were not only fulfilled, but were exceeded. In particular, EuroBLECH 2014 was for us the best ever considering the number of orders booked during a single exhibition.

We are also very proud that our products generated such great interest with the many visitors to our exhibits. This demonstrated that all our efforts towards a continuous innovation of our products to match market needs are well received and follow the right direction.

The exhibition in Shanghai was also an important occasion to introduce to the market the newly established Chinese manufacturing plant as well as the products that will be locally manufactured.

The outcome of this autumn's events and the positive mood shared by most of the visitors is encouraging and allow for a certain highly-welcomed optimism for the upcoming year.



In the Words of Our Customers

This issue of the Power Line features several customer profile articles that highlight how Prima Power flexibility and technological advantage have helped our customers increase their quality, productivity, and profits:

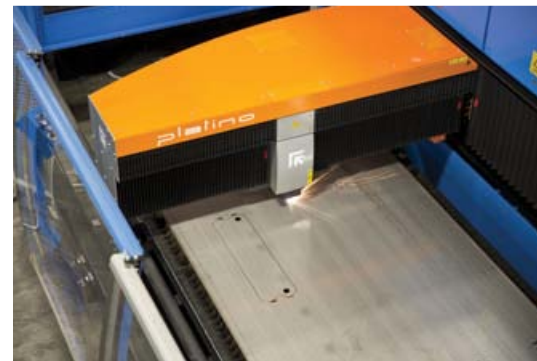
Grant Metal Products Ltd., Calgary, Alberta, Canada (see page 3) *"The EBe is an excellent machine. The accuracy is amazing. Some of our parts have up to 16 hits, and they come out perfectly aligned every time. The savings the EBe has provided us have been huge."*



Halton Marine Oy, Lahti, Finland (see page 18) *"The decision to invest in a Prima Power Combi laser has proved to be right, as the machine has already achieved the goal set for it. It reduces the production throughput time significantly, which is very important for ensuring smooth production operation."*



American Industrial Heat Transfer Inc., LaCrosse, VA, (see page 12) *"What do I like about the Platino lasers? What don't I like about them? We are taking something that would take 4 or 5 hours in the machine shop to machine and now producing the part in one or two minutes on the Platino. We get a lot of use out of the rotary axis option."*



C.L.A., San Giacomo di Tegliò, Sondrio, Italy (see page 16) *"Initially, we were attracted to having an integrated shearing unit in order to reduce waste and better manage use of the full sheet. The full benefit of the Prima Power line convinced us to purchase an additional Shear Genius cell for our Utek facility."*



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Growing Pains Eased with Automation



Grant Metal Products custom manufactures precision sheet metal products for the commercial glass, roofing, sign supply, and other industries in Western Canada. Through the years, the company has evolved to become the supplier of choice for a growing list of customers who require high quality, precision-made sheet metal components.

Three main rules for success in the real estate market are said to be: *location, location, location*. And that same maxim could also apply to the dramatic success of Grant Metal Products Ltd., Rocky View, Alberta, a custom manufacturer of sheet metal products for the construction, glazing, and signage industries, which found itself in the middle of the construction boom in Calgary, Alberta – the fastest growing city in Canada. But geography alone only begins to tell part of the story of the company's success.

Grant Metal Products was founded by Bill Grant and his wife Jean in 1980. Through the years, the company has evolved to become the supplier of choice for a growing list of customers who require high-quality, precision-made sheet metal components in British Columbia, Alberta, Saskatchewan, Manitoba, and customers who supply products around the world. During this time, the company has grown from three to 34 employees and today is housed in a facility that provides 55,000 square feet for production, operations, storage, project management, and shipping. Grant Metal Products fabricates mainly light gauge material for its customers – everything from 26 gauge to ¼" steel, aluminum, copper, brass, and stainless steel.

The company attributes its continued growth to its ability to respond to new business opportunities and the willingness to try new things. "We have continually diversified our services," explains general manager John

Reitmeier. "At one time all we produced was metal building flashing. Then we began servicing the glazing industry and then the sign industry. We also supply sheet metal parts to a company that builds theater sets that have been used in performances such as *Phantom of the Opera*, *Showboat*, and others." Today, Grant Metals has expanded its services to provide contract manufacturing to other OEMs in the area.



The EBe servo-electric Express Bender is a bending solution that is designed specifically for each fabricator's production requirements to achieve maximum productivity, quality, and repeatability. The bending operation is fully automated, from the loading of flat punched parts to unloading of the finished product.

Continued on page 4

Growing Pains Eased with Automation

Continued from page 3

While slow, steady growth has been the foundation of Grant Metal Products' success, the realities of today's market are evident in the company's changing philosophy. "The entire building industry is a big part of our business," states Reitmeier. "With the explosive growth of the construction market in Western Canada, we've never been so busy." This dramatic increase in demand for higher productivity and quality, coupled with the increasingly difficult task of finding labor in Alberta, drove a search for automation in new equipment procurement.



John Reitmeier, general manager, purchased the company's first Prima Power Shear Genius flexible manufacturing cell in 2005. It was installed and operational in January, 2006. Since that time, he has purchased a second Shear Genius cell, a Night Train Material Management System, and an EBe automated bender.

More Punch for the Buck

A good example of this new emphasis on automation was the company's rapidly increasing need for faster and more cost-efficient punching. For many years, Grant Metal Products had used a strip punching system to handle its punching needs. "While this system was very slow and

labor intensive, punching was not a big part of our business," explains Reitmeier. "However, by 2005, the amount of punching increased so much that we had to find a more productive punching method."

After attending several trade shows in Canada and the U.S., the company looked at three types of machines, including a water jet, a laser, and punch centers. After much comparison and evaluation, Grant Metal Products purchased the Prima Power Shear Genius flexible manufacturing cell. It was installed and operational the last week of January, 2006. "We decided not to buy used or an entry level punch center," says Reitmeier. "We wanted to purchase the best equipment available."

Punch/Shear Combination

With the Shear Genius concept, the objective is to provide one machine capable of transforming a full-sized sheet into finished parts. These parts can be moved to final production stages for immediate integration directly into final product assembly. Shear Genius functions with sophisticated simplicity, able to perform the most demanding jobs with minimal set-up times and lights out operation. The Shear Genius increases material productivity through efficient and versatile nesting programs. The level of automation can be customized through Prima Power's flexible modular solutions for raw material storage, loading, unloading, sorting and stacking. These features can be added later as budgets allow and production demands increase.

The Shear Genius ease of operation does not compromise the cell's per minute part production, flexibility, or ability to fabricate complex parts.



The Shear Genius increases material productivity through efficient and versatile nesting programs. The level of automation can be customized through Prima Power's flexible modular solutions for raw material storage, loading, unloading, sorting and stacking. These features can be added later as budgets allow and production demands increase.

On average, Shear Genius reduces total manufacturing time by 60%.

The Shear Genius eliminates wasteful skeletons and costly secondary operations such as deburring. Nibble edges on the part exteriors were eliminated through the use of the integrated right angle shear. In fact, the same clamps that hold the sheet for punching also hold it for shearing. In essence, the Shear Genius allows the automated process to begin with a full-sized sheet of material and end with a finished part after automated loading, punching, forming, shearing, and unloading – all in one operation.

"We've used the SG in a lights out application where we've loaded it and gone home, and it is ready for us the next morning. We are now using it for repeat orders. We just pull the file and run the job. The Shear Genius has improved our production at least 20%."

According to Reitmeier, the benefits of the Shear Genius to Grant Metal Products include:

- increased speed
- increased accuracy
- increased product lines to more elaborate products
- possibility of new markets, such as small part brackets, heavier material products

"There is a definite labor savings as well, since we are no longer having to pre-shear or go through all the previous manual steps," says Reitmeier. "We've used the SG in a lights out application where we've loaded it and gone home, and it is ready for us the next morning. We are now using it for repeat orders. We just pull the file and run the job. The Shear Genius has improved our production at least 20%."

Additional Automation

In 2009, Grant Metal Products replaced the earlier Shear Genius with a later model, the SG8. The company also added the Night Train Material Management System to its arsenal of fabricating products. And in January of 2014, the EBe automated bender was purchased.

Night Train

The Night Train Material Management System which allows connection and operation of multiple Flexible Manufacturing Units (FMU) to a factory Flexible Manufacturing System (FMS). It provides a total solution for unmanned operation for sheet metal fabricators by automating system control, as well as material flow within the system. This includes supplying raw material and removing and storing work in process.



The Night Train Material Management System is an inventory and material transporting center. It provides a total solution for unmanned operation for sheet metal fabricators by automating system control, as well as material flow within the system. This includes supplying raw material and removing and storing work in process.

“The Night Train is a remarkable piece of equipment with 130 bays,” explains Reitmeier. “The more we use it, the more we understand everything that this system can do for us. The Night Train allows us to better control our inventory. It allows us to buy in bulk and store material because we have a wide variety of small jobs. For example, we might make one or two products for one company and 300 for another. So we stock a lot of that material in there. We use it for Work in Process (WIP) with the new bender. It allows us to store the SG parts for the automated bender with minimum space requirement. We used to store these parts on skids and racks and pulled them up as needed. The Night Train does the work of three employees and provides better control of our inventory and our entire process.”

“The Night Train allows us to better control our inventory. It does the work of three employees and provides better control of our inventory and our entire process.”

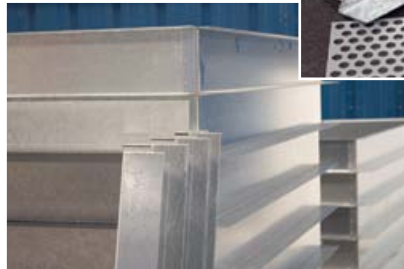
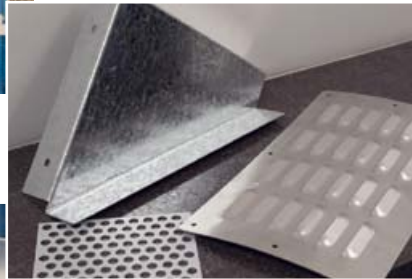
Automated Bender

The EBe servo electric Express Bender is a bending solution that is designed specifically for each fabricator’s production requirements to achieve maximum productivity, quality, and repeatability. The bending operation is fully automated, from the loading of flat punched parts to unloading of the finished product.

“The EBe is an excellent machine. The accuracy is amazing. Some of our parts have up to 16 hits, and they come out perfectly aligned every time.”

The EBe bender’s construction features actuations of the bending blade movements (vertical and horizontal) by NC servo axes instead of hydraulic cylinders. The upper tool movements are also made by another NC servo axis. Prima Power EBe provides the high bending quality required in demanding applications. The quality is achieved through precise control of bending axes, fast and smooth bending motion, programmability, and rigid construction that is immune to variation in thermal conditions.

“We purchased the EBe because we couldn’t keep up with just our four press brakes,” explains Reitmeier. The EBe is an excellent machine. The accuracy is amazing. Some of our parts have up to 16 hits, and they come out perfectly aligned every time. The savings the EBe has provided us have been huge. A number of our parts that were formed on the press brake required two men and took 6 minutes for each man to make the part. The EBe does it in 60 – 90 seconds...and it is more accurate.”



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New Markets...Improved Attitudes

“This is the busiest that we have ever been,” concludes Reitmeier. “The Prima Power equipment has allowed us to seek out new customers and seek out different markets. The equipment also has improved our accuracy, delivery times, the volume of our work throughput...and some attitudes too. Our guys are now working on better equipment. And they are happier to work with reduced manual labor and a different skill set that requires them to be computer savvy. Prima Power is a good company to work with.”

Turning Heads at EuroBLECH

EuroBLECH 2014 was the most successful exhibition in the history of Prima Power.

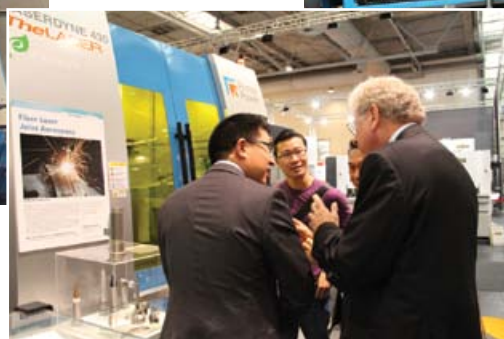
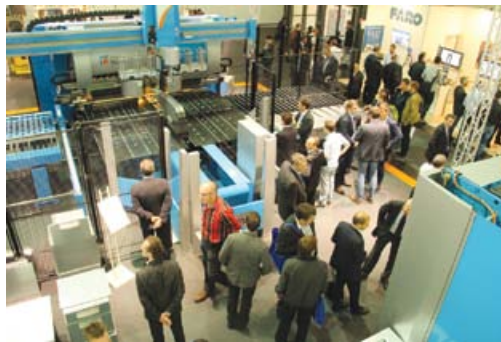
“Compared with major exhibitions during the past few years, there was a noticeable difference in the profile of the audience,” explains Aki Ojanen, vice president, marketing and sales. “There has always been a keen interest in new solutions, but this year’s numerous visitors had brought along well-defined, concrete investment plans.”

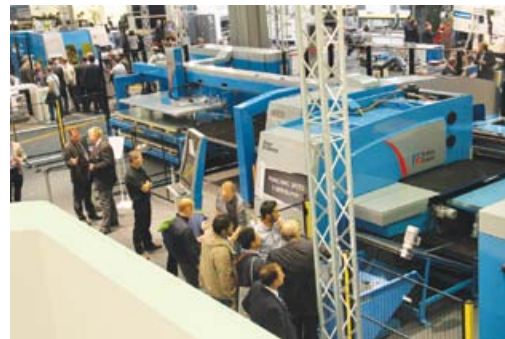
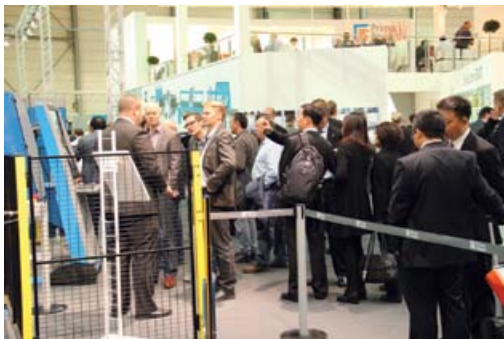
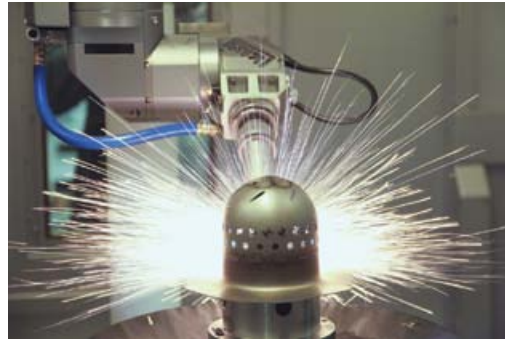
In terms of orders booked at a single exhibition, EuroBLECH set a new Prima Power record.

“We displayed a new-generation FMS with integrated punching, shearing and bending,” says Ojanen. “The decision to bring a manufacturing system to Hanover proved sound, as there is generally a high and increasing interest in systems, automation and software... areas where we are really strong.”

Among the new products introduced, the integrated punching / shearing cell, Shear Brilliance, was very well received due to its very high performance values, in part made possible by applying the latest in composite material technology.

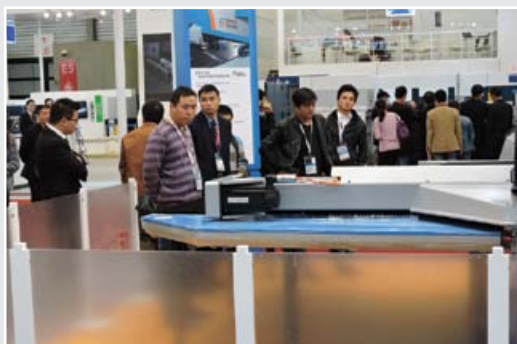
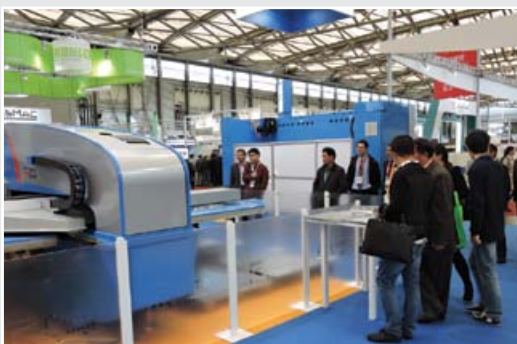
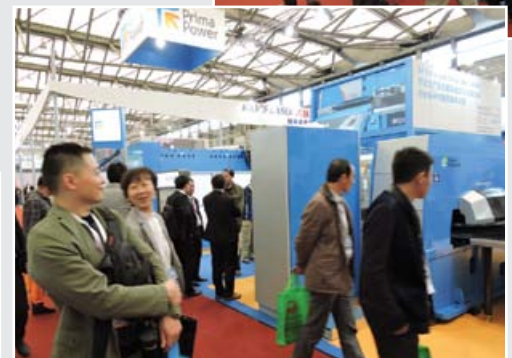
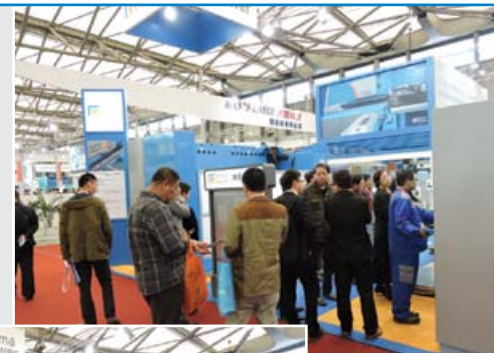
In Prima Power’s TheLASER range, all new solutions on exhibit attracted wide attention: Laser Next, the new 3D laser system for the automotive industry, the new version of PLATINO® Fiber laser cutting machine with improved performance, and Laserdyne 430BD for precision laser cutting, welding and drilling of 2D and 3D parts.





MWCS Exhibition in Shanghai

MWCS exhibition in Shanghai from November 4th to 8th was an important occasion to introduce to the market the newly established Prima Power manufacturing plant in China as well as the products that are going to be produced there. The manufacturing plant is located in Wujiang, in JangSu province, and it has started manufacturing the well known E5x turret punch, Platino laser cutting machine and eP electrical press brakes. The same products were exhibited at MWCS where live demonstrations of the products capabilities were held in a frame of pictures and videos showing the new Chinese plant activity. The visitors of Prima Power booth were numerous and they participated with interest in live demos and presentations.



EuroBLECH 2014 – Strongest Software Presence Than Ever Before

The important role of efficient and easy-to-use software products is dramatically growing each year. Software solutions have a huge impact on production and machine performance. For that reason, the Prima Power EuroBLECH exhibition this year had a stronger software presence than ever before. Many excellent technologies and software solutions were presented, such as: 2D and 3D CAM software, production control software, a new control desk with multi-monitor support and tablet application, and The Operator, which is the new service solution. All of these software solutions share a common goal: to show our customers that Prima Power can greatly support them to improve their production.

The Software Center

had four stations for demonstrating the different software features, and the Solution bar provided tasty and healthy vitamin drinks to nurture the body and mind. This innovative software marketing concept was developed jointly with Vaasa University (Finland) students and it was very spacious and pleasing to the eye.



Prima Power guests enjoy healthy drinks at the Solution bar, while Pasi Kiviluoto is demonstrating Tulus® Power Processing, a comprehensive production control software.

The Prima Power production control software – **Tulus® Power Processing** – attracted a wide, and well-earned, interest among guests. Tulus® Power Processing is a manufacturing execution system (MES) and it controls the entire production process from order management, programming and machine time scheduling all the way to the finished product and reporting. Tulus® Power Processing makes the production process transparent and easy to manage; you always know the production status and flow of each part.

Demo Area for the New Control Desk

Prima Power presented a new control desk with multi-monitor support and tablet application to assist in tool setup. In this demonstration area, the guests were able to operate the Tulus® user interface and tool setup and get an authentic Tulus® experience in a simulated environment.



Tulus® simulation area with the new control desk and tablet ready for guests.

Service Engineers of the Future

Periodically, Prima Power service engineers of the future, using the latest technology smart glasses, appeared in the Prima Power stand. These engineers were demonstrating a new service solution, The Operator. The purpose of this tour was to demonstrate how modern information technology can bring online expertise to the customer location. The Operator in the service headquarters sees exactly the same data and information as the service engineer sees at the customer's location. The Operator also collects data from many sources, gathering it into The Operator data center, where it can be used for obtaining comprehensive knowledge of the machine. With this information, The Operator can provide the best possible service for the customer.



Software Solution hosts, Valeriia Boldosova, Mariia Kreposna, and Nele Goemaere were always ready for a friendly chat with the visitors to the booth.



The Operator – view from the service headquarters.

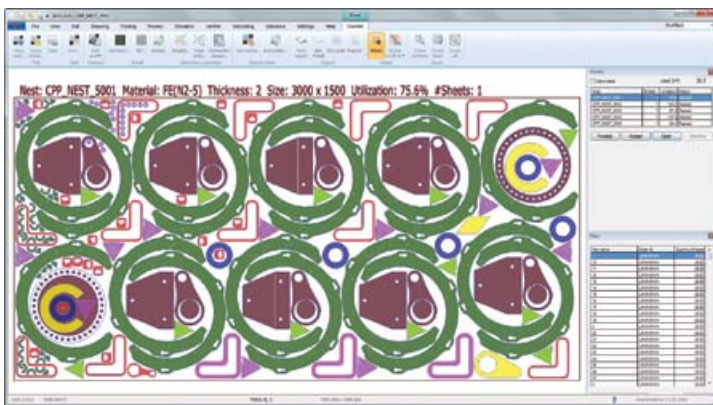


Service engineers of the future.



What's New In CAM Programming?

In the EuroBLECH exhibition, Prima Power presented **NC Express e³**, a new Prima Power CAM with many new features, such as: 3D Import, 3D unfolding, new fast and optimized nesting algorithms, both for square and free-form shape nesting, and real program simulation. NC Express e³ is part of the Prima Power software family designed to work together seamlessly with Prima Power machines and Tulus[®] Office software.



NC Express e³ with a new nesting engine.

Nesting Game

At the Prima Power stand, the guests and staff could entertain themselves by playing the Nesting game, which is based on NC Express e³'s new nesting engine. The idea was to try to beat the computer by nesting the parts to the sheet as efficiently as possible.



Prima Power guests playing the Nesting game.

Tube Cutting Software

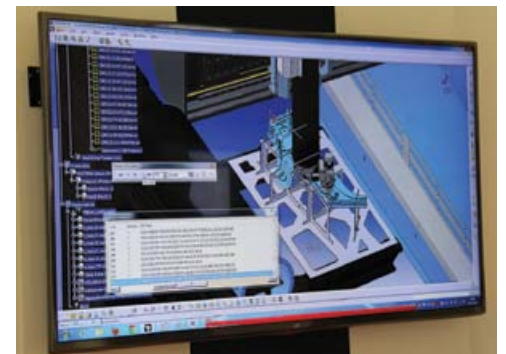
New interesting features were presented by **Maestro Tube Libellula[®]**. It offers 3D environments for CAD and CAM, and also simulation to manage drawings, cuttings, and simulation of round, square, rectangle, and slot tubes.



Ivana Montelli is demonstrating Maestro Tube Libellula[®].

CAM Programming for 3D Laser Machines

The new version of **CENIT-FastTrim** allows optimization of tool path creation and postprocessor to reduce cycle time at machines. The new Laser Next 3d laser machine is successfully programmed by FastTrim.



The demo of FastTrim managing the part cut by Laser Next machine.

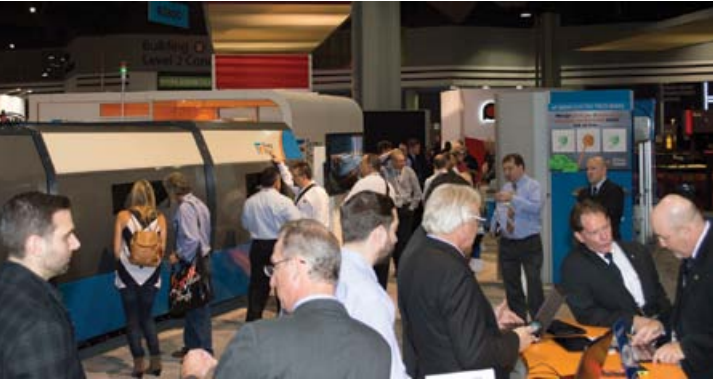
CAM Programming for Panel Bender Machines

The new **MasterBend** software is a user-friendly integrated tool to manage the new Prima Power panel bender machines. It allows automatic and safe machine programs generation in a 3D environment. In addition, tool setup reports and check of tools collision are present. Complete 3D simulation of the bending process allows better optimization of the operations and quick correction of possible mistakes during off-line programming, avoiding waste of time during working, automatic detection of a possible collision between mechanical parts of the machine, and warning the operator with a visible and clear alarm. MasterBend works together with the new HMI **TulusBend** for the new panel bender machine EBe.



Prima Power guests participate in a demonstration of the MasterBend.

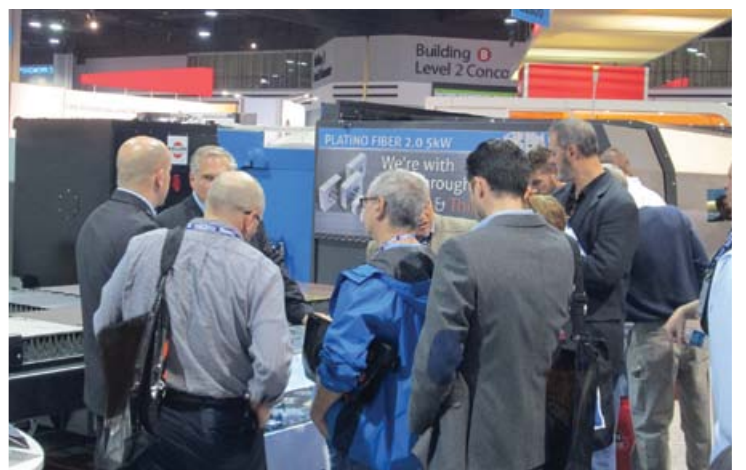
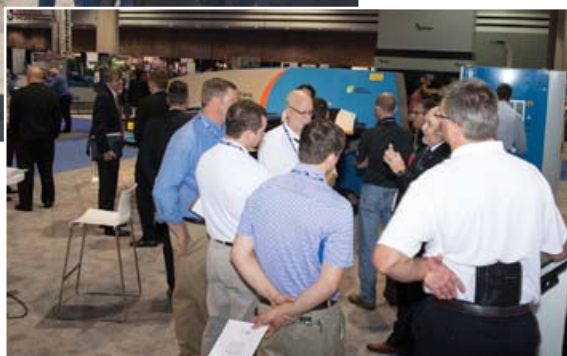
FABTECH 2014



FABTECH 2014, held November 11-13 at the Georgia World Congress Center in Atlanta, is the largest annual metal forming, fabricating, welding, and finishing event in North America. This exhibition set records for the numbers of attendees, exhibitors, and floor space at a FABTECH Atlanta show. More than 30,250 attendees from over 70 countries attended FABTECH 2014.

Each day of the show, enthusiastic visitors to the Prima Power booth were able to see the new 5kW Platino Fiber Laser; the E5x servo-electric turret punch press, and the eP servo-electric press brake in action. The Prima Power booth also features several new elements, including a conference room and a large screen Solutions Center.

"Prima Power has one of the largest product lines in the industry," explains Mike Stock, vice president, sales. "As a result, it is always a challenge for us to physically display the breadth of our solutions at a trade show. Our new Customer Solution Center is a large touch screen display that places all of Prima Power's capability at our customers' finger tips."



Mate Precision Tooling's New Press Brake Line

By John Galich, Marketing Manager, Mate Precision Tooling



Earlier this year, Mate Precision Tooling, launched a new line of press brake tooling punches and dies. Available for press brakes configured with European Precision Style and Wila Trumpf Style tooling, Mate press brake tooling is manufactured with the company's renowned exacting performance standards and backed by its legendary 100 percent satisfaction guarantee.

Setting the Standard

Mate has set the standard in CNC punch press tooling and laser consumables needs for more than 50 years. Now customers can rely on the same level of sophisticated technical support, unsurpassed product quality and responsive customer service for press brake tooling. Mate's press brake line includes an expansive array of punches, dies, standard specials, specials and accessories, available in segmented, full-length and half-length sizes to suit nearly any metal bending application. Mate's new line of precision ground press brake tooling is manufactured from premium alloy tool steels with the wear surfaces of the punches and dies induction hardened for extra durability.

“Our customers benefit from working directly with Mate’s team of sales engineers, all of whom have experience with punch press, laser, and press brake systems. Sheet metal fabricators have long trusted Mate as their business partner due to our combination of superior in-field service, reliable tooling products, and responsive customer service team.”

“Whether punching, bending or cutting, Mate now offers the full range of tooling for all sheet metal fabricating applications,” explained Frank

Baeumler, vice president of business development. “Any company using precision ground press brake tooling for sheet metal fabrication will benefit from Mate's half-century of experience, global distribution network, team of experienced sales engineers and a warranty that can't be beat.”

Industry Leading Warranty and Customer Experience

Mate offers an industry-leading 100 percent satisfaction, no questions asked guarantee for all of its products including the new line of press brake tooling. The company has created a legacy in providing an exceptional customer experience with the powerful combination of outstanding products, in-field technical support, and knowledgeable customer service. More than 30 sales engineers across North America draw on their extensive field experience to support their customers. Since many worked as fabricators themselves, Mate sales engineers routinely help customers develop the most cost-effective, practical solutions for their metal fabricating needs on-site. Mate customers work with just one sales engineer for all Mate products which helps to improve efficiency for the fabricator. The sales engineers are backed by a team of in-house customer service representatives and applications specialists.

“Our customers benefit from working directly with Mate's team of sales engineers, all of whom have experience with punch press, laser, and press brake systems,” continued Baeumler. “Sheet metal fabricators have long trusted Mate as their business partner due to our combination of superior in-field service, reliable tooling products, and responsive customer service team.”

Mate's extensive breadth of press brake tooling is now available for shipment. For more information, visit matepressbrake.com.

Prima Power Lasers and Servo-Electric Technology Boost Productivity

Founded in 1985, American Industrial Heat Transfer Inc. has earned a reputation as a leading manufacturer of high-quality heat transfer products, including shell and tube heat exchangers and air and oil cooling units. The company's products are used throughout industry, including paper mills, food, medical, construction equipment, tractor/trailer trucks, etc. American Industrial Heat Transfer manufactures 95% of all components used in its products at the company's facility in LaCrosse, VA, where it has a wide array of CNC turning machines, drills, welders, and press brakes. For its sheet metal fabrication and laser cutting needs, American Industrial utilizes turret punch presses and laser cutting machines from Prima Power.

Other features of the E5x include:

- Extremely high servo-electric accuracy for less scrap, more production, and excellent forming and marking capability
- Fully-programmable punching speed, upper and lower limit of stroke
- Programmable Clamp Setting
- Robust O-frame design for perfect tool alignment and less wear on the punching tools
- Touch screen and Tulus Lite user interface
- Average power consumption of 4 kW for less energy use

“What do I like about the Platino lasers? What don't I like about them?”

According to Chris Niles, operation manager, prior to purchasing the E5x turret punch presses, his company did a thorough review of punching technology on the market. “We looked at what technology was available from other builders,” says Niles. “We were surprised that you could generate that amount of force with a servo drive. Twenty-three tons is a lot of force to punch through steel. Previously, the only way to punch that much force was with hydraulics. However, today Prima Power is one of the pioneers in servo-electric technology. We really liked how environmentally friendly and maintenance free it is. There is a lot of trouble shooting involved with hydraulics, but servo drives are a lot cleaner to operate, which means less maintenance

for our technicians on the floor. From our past experience with the Prima Power hydraulic turret punch presses, we expected very precise equipment, tight tolerances, and precision punching...and the servo-electric machines are even better.”



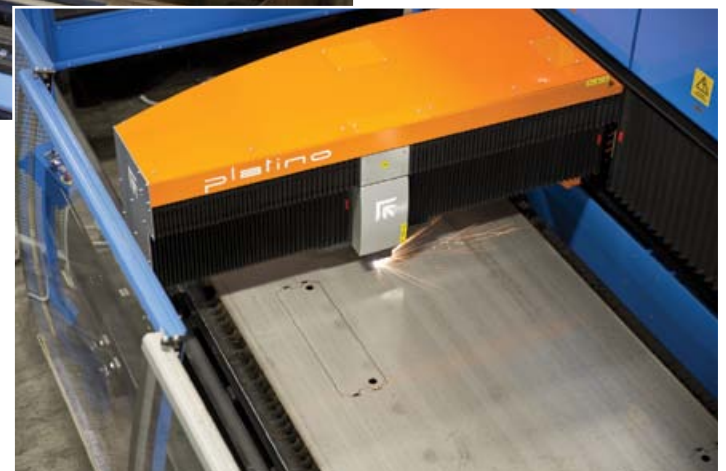
While Chris Niles, operation manager, expected to have good results from the Platino lasers in such areas as faster speeds and turnarounds, American Industrial experienced unexpected positive effects from the lasers' clean cuts that made it easier on the welders during assembly.

Turret Punch Presses

American Industrial Heat Transfer has a long history with Finn-Power and now Prima Power machines. Today the company has two E5x servo-electric turret punch presses and an older A Series model.

With the E5x by Prima Power, modern servo-electric punching productivity is available in a flexible and affordable package. It has been designed to offer versatile capacity made easy to utilize. Prima Power's new machine control and user interface software with touch screen panel ensure fast setup and convenient operation. The E5x has the ability to process full 1,250 mm x 2,500 mm sheets without repositioning and makes nesting of the parts more efficient and economical.

“Today Prima Power is one of the pioneers in servo-electric technology. We really liked how environmentally friendly and maintenance free it is.”



Offering a compact footprint along with a Cartesian Cantilever structure that provides three-sided access, Platino is a cost-effective machine that is easy to operate and quick to program.

Platino 2D Lasers

The latest equipment acquisitions by American Industrial were two Prima Power Platino lasers with 4kW resonators.

The Prima Power Platino is equipped with lasers developed and produced at Prima Electro in laser powers ranging from 3kW to 5kW. The laser cuts a broad range of materials and thicknesses with speed and precision without the need for manual adjustments. Platino's laser cutting head gives users a choice of a 10-inch focal length in addition to the standard 5-inch and 7.5-inch lenses. The 10-inch lens enhances the application flexibility by increasing the depth of focus and enlarging the spot diameter for high and uniform cut quality of thick stainless (5/8 in), thick aluminum (1/2 in) and thick mild steel (1 in).

“We are taking something that would take 4 or 5 hours in the machine shop to machine and now producing the part in one or two minutes on the Platino.”

Offering a compact footprint along with a Cartesian Cantilever structure that provides three-sided access, Platino is a cost-effective machine that is easy to operate and quick to program. Its unique stonecast frame reduces vibration and increases stiffness by about 4 times compared to cast iron and about 6 times compared to welded frames. Its low heat conductivity results in much higher thermal stability compared to traditional cast or steel frames.

“What do I like about the Platino lasers,” asks Niles. “What don't I like about them? Historically in our business, the fabrication has always been done on a punch. However, with a laser we are able to produce a nice smooth edge with very minimum burr on the back side of the part. When we first installed the Platino, we ran one of our bigger jobs that involved all 316 stainless steel. In the past, it would have taken us roughly three weeks to punch out the parts we needed. It took us only 3-1/2 hours on the Platino laser.”



With the E5x by Prima Power, modern servo-electric punching productivity is available in a flexible and affordable package. It has been designed to offer versatile capacity made easy to utilize.



One of the Platinos' features that American Industrial Heat Transfer especially liked was the rotary axis option for tube cutting. With zero set-up time, the Platino can change from cutting sheet metal to processing of round, square, and rectangular tubes.



American Industrial Heat Transfer Inc. has earned a reputation as a leading manufacturer of high-quality heat transfer products, including shell and tube heat exchangers and air and oil cooling units. The company's products are used throughout industry, including paper mills, food, medical, construction equipment, tractor/trailer trucks, etc.

Easier Assembly

While Niles expected to have good results from the laser in such areas as faster speeds and turnarounds on getting parts out the door, American Industry experienced unexpected positive effects from the lasers after installation and the Platinos were up and running. “The Platinos were our first lasers, so we had a learning curve,” explains Niles. “We really enjoy the machines. We look at how fast we can get the parts out on the 7 gauge, and it has a nice clean cut. This has made it easier on our welders during assembly. A lot of our pieces fit together...and they are fitting together a lot better due to the lasers.”

“Before we purchased the Prima Power machines, we produced \$300,000 worth of product per month. Now we do \$800,000 per month. We more than doubled our production with the Prima Power equipment.”

Continued on page 14

Prima Power Lasers and Servo-Electric Technology Boost Productivity

Continued from page 13

From Flat Cutting to Tube Processing

One of the Platino's features that Niles especially liked was the rotary axis option for tube cutting. With zero setup time, the Platino can change from cutting sheet metal to processing of round, square, and rectangular tubes. "Prior to purchasing the Platino lasers, we had many stages of production," explains Niles. "First we had to saw the pipes, and then they would go into the machine shop, where we would mill out the radius so that it would fit on top of the shell with a proper fit for the welders. We don't have to do that anymore. We can put it on the rotary chuck and actually cut out the radius as the pipe is rotating, and cut it all in one piece. We are taking something that

would take 4 or 5 hours in the machine shop to machine and now producing the part in one or two minutes on the Platino. We get a lot of use out of the rotary axis option. On one part which is 316 stainless steel tubing with 10 gauge wall, we can cut the 320 holes on the Platino in about 15 minutes...compared to the 3 - 4 days it took us before the lasers."



With the E5x by Prima Power, modern servo-electric punching productivity is available in a flexible and affordable package. It has been designed to offer versatile capacity made easy to utilize. Prima Power's new machine control and user interface software with touch screen panel ensure fast set up and convenient operation.

"When we first installed the Platino, we ran one of our bigger jobs that involved all 316 stainless steel. In the past, it would have taken us roughly three weeks to punch out the parts we needed. It took us only 3-1/2 hours on the Platino laser."

The Platino lasers have made us more diversified, and have helped us shorten our lead times for our products. We aren't depending on outside companies to bring in materials.

Before the Platinos, we would make a drawing or a print for a special flange and had to hire one of the local steel distributors to flame cut it out for us. Today, we have our sheet in stock, run it on the Platino, and do not have to depend on outside vendors."

"We get a lot of use out of the rotary axis option. On one part which is 316 stainless steel tubing with 10 gauge wall, we can cut the 320 holes on the Platino in about 15 minutes...compared to the 3 - 4 days it took us before the lasers."



The Platino lasers have made American Industrial Heat Transfer more diversified, and have helped shorten the company's lead times for its products.

Minimize Errors with New Sheet Marking Solution from Wilson Tool

By Jeff Paulson, Marketing Manager, Wilson Tool International



More and more, sheet metal fabricators are including sheet marking as an essential part of their fabrication processes. When used as part of a larger lean manufacturing strategy, part marking can help improve workflow, minimize mistakes and reduce production costs.

For years, sheet metal fabricators have marked part numbers on sheet metal parts by embossing or etching the characters into the sheet metal. While effective, these methods limit fabricators to static alphanumeric marking of a single part number. They are also permanent, which is not always ideal for the aesthetic of the finished product.

When more information or barcodes are required, fabricators resort to felt pens or labels. While these methods do deliver more dynamic information, they tend to be labor intensive – adding an extra step to the production process.

Instead of permanent, labor-intensive methods of part marking, like embossing, etching, handwriting or labeling, what if a desktop printer could be shrunk down small enough to fit in your turret punch press?

Wilson Tool has done just that with SmartMark®, the intelligent part marking solution. SmartMark is an ink jet printer that can be loaded directly into the C station of most thick turret machines.

Unlike previous sheet marking solutions, SmartMark makes it possible to quickly and easily mark parts with alphanumeric text and serial numbers, as well as lines, timestamps, and even barcodes.

Using a combination of Wilson Tool's exclusive SmartMark Writer software and CNC programming, you can easily program the SmartMark printer to mark parts for a variety of applications.

Errors that happen during production and assembly can be costly. SmartMark can be used as a poka yoke solution to help improve the speed and accuracy of the fabrication process, saving valuable time and money.

For instance, printing part numbers or barcodes on parts is a quick and easy way to sort them, reducing time and errors. Time stamping parts can help track production lots and trace fabrication variances that occur during production. Printing a bend location or direction on the part in the turret can reduce bending errors downstream. You can even print tick marks to regulate weld spacing when doing stitch or spot welding.



Of course, most sheet metal parts will eventually end up in assembly. By printing some simple lines of text on the part you can improve assembly time and reduce errors.

Equipped with a rechargeable battery, ink cartridge, and Wi-Fi connection, the SmartMark inkjet printer is completely self-contained and requires no tube or wire connections.

The SmartMark Writer software can be used to create and store print programs, which are sent to the SmartMark printer via wireless connection. The turret is then programmed to stroke the printer at the appropriate location on the sheet and a proximity sensor in the SmartMark printer senses when it is close enough to print.

Each SmartMark sheet-marking kit includes the following components: SmartMark printer; proprietary SmartMark Writer software; wireless router; one ink cartridge with resilient but removable ink, two batteries and a battery charger. Replacement ink cartridges and batteries are available from Wilson Tool.

To reduce production costs and improve the speed and accuracy of your manufacturing operations, including part handling and assembly, consider SmartMark from Wilson Tool, the intelligent part marking solution.

To learn more about Wilson Tool's SmartMark* sheet-marking solution for the turret punch press, visit www.wilsontool.com/smartmark today.

*Currently available only in the U.S.A.

From the Sheet to Final Assembly:

Increasing competitiveness through automated sheet metal fabrication equipment

Since 1975, C.L.A. (Carpenteria Leggera Aerotecnica) located in San Giacomo di Tegliò (Sondrio) has produced quality components for air treatment systems. The C.L.A. plant encompasses 22,000 square meters, of which 8,500 square meters are fully covered. The facility is equipped with an internal laboratory for product testing, a reverberation room for sound tests, certified UNI EN 23741, and a room for diffusers. “Our product range includes items primarily made of galvanized steel, including multi-leaf dampers, sealing dampers, pressure relief dampers, silencers, intake grilles, etc.,” explains the owner Luigi Lapsus.

C.L.A. exports up to 75% of its air treatment, aeraulic products. The company manufactures products used in such markets as subways, cruise ship, tunnels, etc. “Our large commercial customers require high-quality products, timely deliveries, attentive service, and product reliability” says Lapsus. To meet the demands of its customers, C.L.A. invested in an automated sheet metal fabrication system from Prima Power. Components of this automated system include punching, shearing, buffering, and bending. The Prima Power line is capable of loading raw material sheet metal in one end and producing quality finished parts out the other end. All stages of production from loading, to punching, shearing, buffering, bending, and unloading are connected through the Night Train Material Management System.



Luigi Lapsus, owner of C.L.A. and Ukek, both located in the province of Sondrio.

“Initially, we were attracted to having an integrated shearing unit in order to reduce waste and better manage use of the full sheet.”

Night Train

The centerpiece of the Prima Power automated sheet processing system is the Night Train Material Management System, which is the inventory and material transporting center. The Night Train FMS provides a total solution for unmanned operation for sheet metal fabricators by automating system control, as well as material flow within the system. This includes supplying raw material as well as removing and storing work in process. “The system is able to manage the flow of incoming raw material through the punching, shearing, and bending operations,” says Lapsus.



The Prima Power SGe6 work cell is used for the creation of controlled mechanical ventilation units with heat recovery.



To meet the demands of its customers, C.L.A. invested in the Prima Power Shear Genius SGe6, integrated punching and shearing machine.

More Flexibility and Less Waste

“The decision to use the system proposed to us by Prima Power was based on our precise operational needs,” explains Lapsus. “Initially, we were attracted to having an integrated shearing unit in order to reduce waste and better manage use of the full sheet. The enhanced flexibility in the programming and nesting allowed our production lots, that are short run and diverse, to be produced from the same sheet.”



Reversus, controlled mechanical ventilation unit with heat recovery for residential buildings designed and built by Utek.

Punching/Shearing

With the Shear Genius concept, the objective is to provide a machine capable of transforming a full-size sheet into finished parts. These parts can be moved to the final production stages for immediate integration directly into the final product assembly. Starting systematic development of servo-electric machine tools in mid-nineties, Prima Power has widened the range continuously and now extends this technology to the integrated right angle shear. The heart of the new servo-electric Shear Genius® SGe is an updated servo electric 30-ton punching machine with 1,000 hpm stroke speed, 250 rpm index speed and 150 m/min sheet positioning speed. The right angle shear has a servo-electric actuation system, which makes shear movement both fast and fully controlled for maximum productivity. Material thickness in shearing can be up to 5 mm (Al), 4 mm (mild steel) and 3 mm (stainless steel). Automatic loading has been integrated, and also part removal and sorting are automatic.



The EBe5 bending machine chosen by C.L.A. is able to perform the bending lengths up to 2,650 mm.

“The full benefit of the Prima Power line convinced us to purchase an additional Shear Genius cell for our Utek facility.”

The Value of Production Efficiency

“The full benefit of the Prima Power line convinced us to purchase an additional Shear Genius cell for our Utek facility,” explains Lapsus. The Utek plant, located in Mazzo di Valtellina (SO), produces equipment for ventilation, air treatment, and air conditioning. “In our Utek facility, our specialization is energy recovery, a area that has become our core business, and one in which we’ve achieved high levels of technical excellence,” adds Lapsus. “Our reputation in the European market is that of an OEM manufacturer, customizing our solutions for commercial companies that distribute them under their own brand. These products are developed at Utek with a different complexity than those produced at C.L.A.. They are complete machines equipped with electronics, sensors, etc., but still require the same sheet metal fabrication technology. We have not hesitated to acquire a new Prima Power Shear Genius to perform the integrated punching and shearing phases, relying also on an efficient and performing automated components loading and unloading system. Both C.L.A. and Utek are located in the province of Sondrio and have a combined work force of 150 employees and a turnover of 20 million euros.



C.L.A. produces components for air treatment systems since 1975.

High Quality Bending

After being punched and sheared, these components are picked up and stacked for the storage and subsequent bending, at an automated bending cell. Or, alternatively, the same pieces can be transferred directly to the bending process, by means of conveyors.

Automated Bender

The EBe servo electric Express Bender is a bending solution that is designed specifically for each fabricator’s production requirements to achieve maximum productivity, quality, and repeatability. The bending operation is fully automated, from the loading of flat punched parts to unloading of the finished product.

The EBe bender has a maximum bending length of 131” (3550 mm) and a maximum opening height of 8” (200 mm). The new construction features actuations of the bending blade movements (vertical and horizontal) by NC servo axes instead of hydraulic cylinders. The upper tool movements are also made by another NC servo axis. Prima Power EBe provides the high bending quality required in demanding applications. The quality is achieved through precise control of bending axes, fast and smooth bending motion, programmability, and rigid construction that is immune to variation in thermal conditions.

“Depending upon the orders and the operational decisions made, the material loading can be arranged in a very flexible way, by virtue of the specific features of the line, such as: moving the pieces directly to the automatic bending, balancing the different times required by the bending and punching/shearing, managing the entry and exit of new material,” concluded Lapsus. “All this with a fast and streamlined programming allows us to better meet the needs of our customers in terms of timing and quality of the proposed service.”

This article was translated, edited, and reprinted from the October 2014 issue of Lamiera magazine.

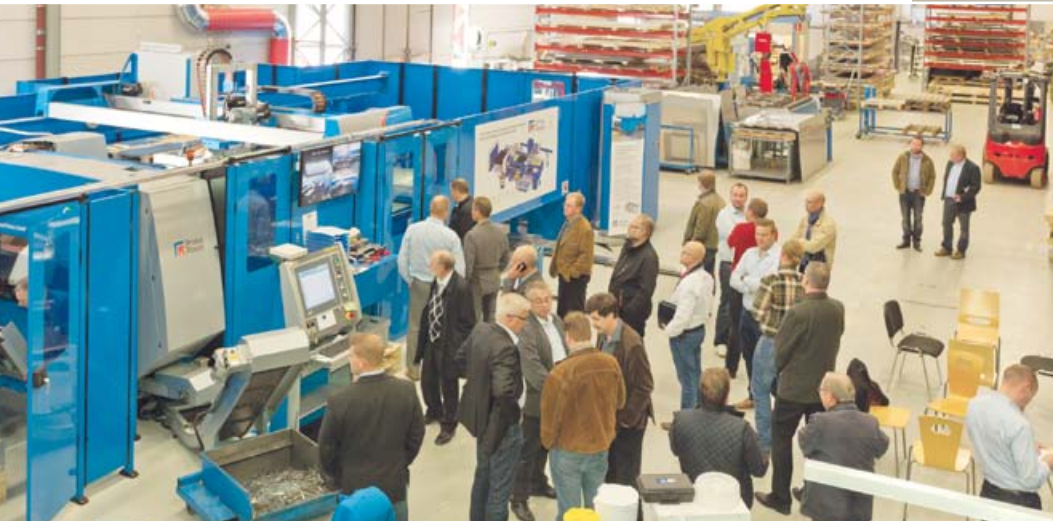
Halton Marine Hosts Prima Power Customer Day in Finland

A group of 30 Finnish Prima Power customers recently had an interesting opportunity to visit Halton Marine, a Finnish ventilation technology company that has systematically acquired the latest sheet metal fabrication equipment to meet the requirements of producing high-end products.

Prima Power and Halton have a long and successful history together. In the summer of 2014, this relationship reached a new milestone when Halton Marine Oy, Lahti, Finland, invested in a Prima Power Combi laser machine LPe6f (combined punching and fiber laser cutting), equipped with an LSR loading and stacking robot. During the



Pekka Kyllönen (from Halton Marine) gave a tour around the Halton Marine factory.



The guests were able to see the Combi laser machine, LPe6f+LSR, in action.

equipment search process, one of the main criteria was the flexibility of the machine, especially when the size of the production batch varies from one part to hundreds of parts. Due to the strict quality and safety criteria of Halton products, the machine would also have to be very accurate and efficient. The answer to all these requirements was a Prima Power laser punch. The LPe6f provides a high level of automation and a wide range of forming properties, which were also assessed as important criteria when purchasing the solution.

“The LPe6f provides a high level of automation and a wide range of forming properties, which were also assessed as important criteria when purchasing the solution.”

“Halton Marine, which is a part of Halton Group, has big growth targets for the next five years, and in order to achieve them we need to make investments in the production facilities that support the goals set for the business area in the best possible way,” explains Anu Nyman, SBU Lahti director at Halton Marine Oy. “Only if the production logistics are working smoothly with no problems from start to finish, can we provide our customers with high-quality end products, which also have a good price/quality ratio. With this new investment, we aim to ensure that none of the work stages of the production is going to cause a bottleneck. The decision to invest in a Prima Power Combi laser has proved to be right, as the machine has already achieved the goal set for it. It reduces the production throughput time significantly, which is very

important for ensuring smooth production operation. The assembly cannot wait for a single part; they must be ready on time when needed. For us, the Prima Power Combi laser has clearly been the right choice.”

“The decision to invest in a Prima Power Combi laser has proved to be right, as the machine has already achieved the goal set for it. It reduces the production throughput time significantly, which is very important for ensuring smooth production operation.”

Halton Marine provides indoor ventilation products and services designed for ship building, oil, gas, naval, and energy markets. In Lahti, the company manufactures such products as fire and heavy dampers, galley hoods, cabin units, and water separators. Over 95% percent of Halton’s production is exported. In addition to the Lahti factory, Halton Marine also has a production unit in Shanghai, China.

“I am very pleased that so many customers were able to come and see Prima Power machinery in action, in an actual production environment,” says Aki Ojanen, Prima Power’s vice president of sales & marketing. “It was also nice to hear about the experiences that Halton Marine has had with the Combi laser. The customers were very interested in the parts manufactured with the LPe6f machine, and especially impressed, since the quality of the manufactured parts is really high and precise.

The ability of automation to handle parts with such strict quality requirements was also something that aroused interest."

Finding New Ways To Be Efficient

The sheet metal fabrication process is under a major change in most parts of the world. Before, an individual punch and a laser were used, but it makes more sense to combine different technologies and to process even intricate components with one set-up and one program in a highly-automated way. The LPef series combines servo-electric punching and fiber laser cutting technologies in a manufacturing solution that offers outstanding flexibility, speed, accuracy, and productivity. Combining different technologies is a field of specialty, and Prima Power has specialized in it with the laser punch successfully for 25 years.

Servo-Electric Punching

The inherent benefits of servo-electric technology include energy efficiency, versatility, accuracy, and low maintenance costs. This amounts to superior fabrication capabilities and operation economy, resulting in remarkable savings. As the punching stroke is NC-controlled, in addition to high performance punching, an outstandingly accurate forming capacity is available. High repeatability facilitates forming, roll forming, marking, etc., and shortens the set-up times. Performance values of servo-electric punching are truly impressive. There is a wide selection of optional equipment and features with which the standard machine can be customized to meet specific requirements. Most of them can also be installed later as machine upgrades.



Hemmo Järvinen (from Timpro Oy) and Mika Ahonen (from Prima Power) are scoping out a part manufactured by LPe6f machine.



Fire damper manufactured by Halton Marine.

LSR Loading And Stacking Robot

The high-performance, portal-type loading and stacking robot, the LSR provides extremely flexible, reliable and fully automatic handling of raw material, ready parts and skeletons.



Anu Nyman and Aki Ojanen gave a warm welcome to all guests.

Modern Fiber Laser

It is safe to say that the fiber laser has swept the market and now dominates, especially the cutting of thinner materials. Fiber technology has also evolved. With the latest Prima Power innovation that optimizes the high brilliance laser beam, delivery fiber, collimator and application parameters, thicker materials can also be cut burr-free. When the material is thin, it can now be cut at 120 m/min on a punch laser combination. Prima Power sets a new standard for fiber laser cutting. Prima Power LPef series features a modern 2 kW, 3 kW, or 4 kW fiber laser source with low energy consumption and with the need for laser gases eliminated. Thus the LPef is a perfect example of the Prima Power Green Means philosophy.

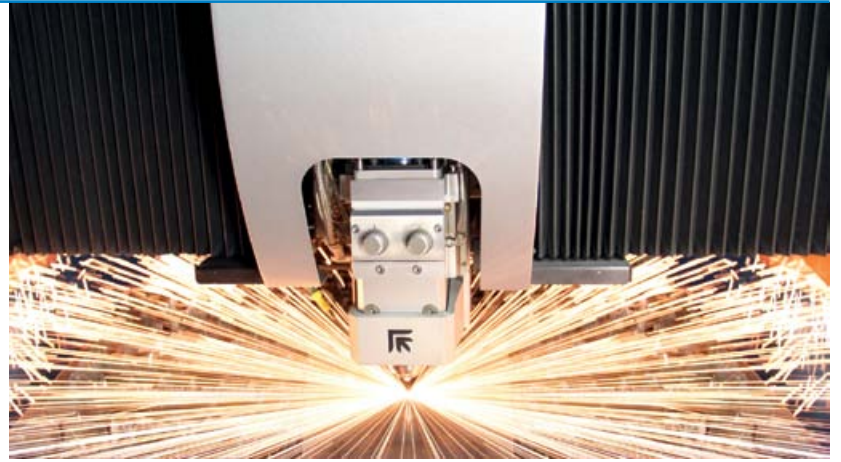


The very first part manufactured by LPe6f machine in Halton Marine.

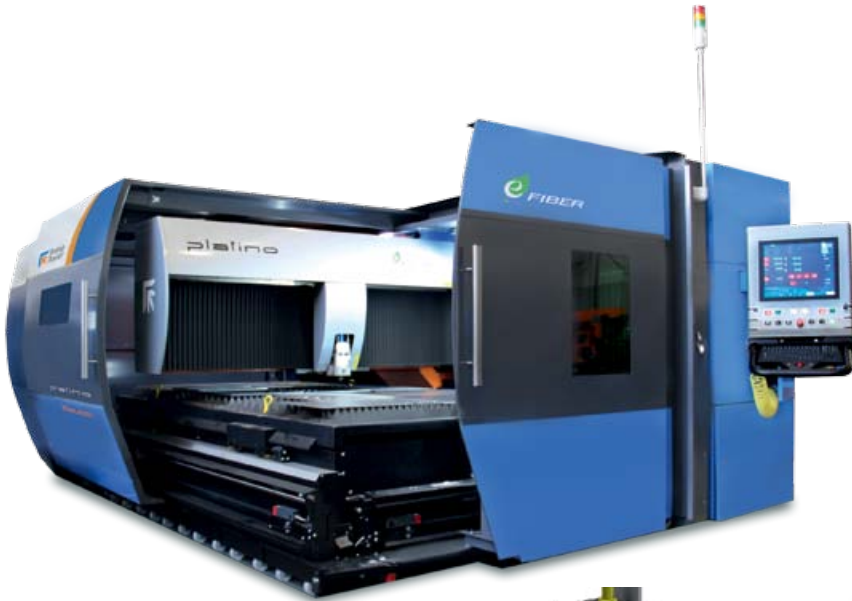
Prima Power Fiber Laser Now Available in Capacities up to 5kW

Platino Fiber is based on the fully tested Platino platform, which can boast more than 1,500 installations all around the globe. Over time, this product has been constantly innovated, improving its performance and flexibility and simplifying its use, with the aim of maximizing the customer's profit.

Six years of experience and hundreds of installations of fiber laser systems have allowed Prima Power to develop a new version of this product wholly focused on fiber cutting applications and capable of exploiting all the advantages of this innovative technology.



Platino Fiber is the right tool for round-the-clock production. Manual intervention during machine operation has been eliminated. Due to software solutions and various levels of automation, once the production schedule is programmed, PLATINO Fiber takes care of the necessary settings, tip replacement, sheet change and storage, etc.



The first result is a substantial increase of productivity, mainly obtained through new piercing devices, particularly for mid-high thickness mild steel.

A reduction of cycle times is also combined with an increase of application flexibility, which includes the effective cutting of highly reflective materials and thick gauge mild steel (up to 25 mm).

Due to the new focusing head, this application versatility can be easily implemented with no setup time, since all materials are cut with a single, universal lens. The reliability of the head is also further enhanced with a new design, where the optical chain is totally sealed and protected from any contamination.

Other features of the focusing head are the Safe Impact Protection System (SIPS), protecting the machine head in case of collisions with workpieces or fixtures, the quick alignment system (OPC), the high dynamics focal axis with 35 mm stroke and a wide range of nozzles for any application which can be automatically exchanged.



Some machine functions are particularly dedicated to 24/7 operation: Laser Piercing Monitor; for the automatic management and monitoring of piercing operations and the real time setting of the parameters, automatic restart functions, automatic switch on/off, failure notification via email or SMS, etc.

Platino Fiber can be equipped with various laser powers up to 5kW. For sheet metal handling, the machine can be provided with the full range of Prima Power automation modules dedicated to laser systems, including Compact Server, Compact Tower, LST and Night Train FMS®.

Wila's Smart Tool Locator®

Combining Light & Technology To Maximize Productivity

By David Bishop, Business Development Manager, Wila USA

Successful business owners and managers never stop looking for ways to become faster, leaner, more efficient, and more productive. Being the largest independent press brake tooling and accessory manufacturer in the world, with a total focus on everything that goes between the ram and bed (upper and lower beam) of a press brake, it is our mission to continually provide our customers with industry leading technologies that help them to achieve these goals. Our latest innovation, the Wila Smart Tool Locator®, represents another step in our ongoing commitment to that end.

The Wila Smart Tool Locator is a series of integrated LED lights that are mounted behind the scale on the cover strip on most of our hydraulic New Standard and American Clamping, Crowning, and Bottom Tool Holder Systems. This protects them from damage and prevents them from causing any interference during the bending process.

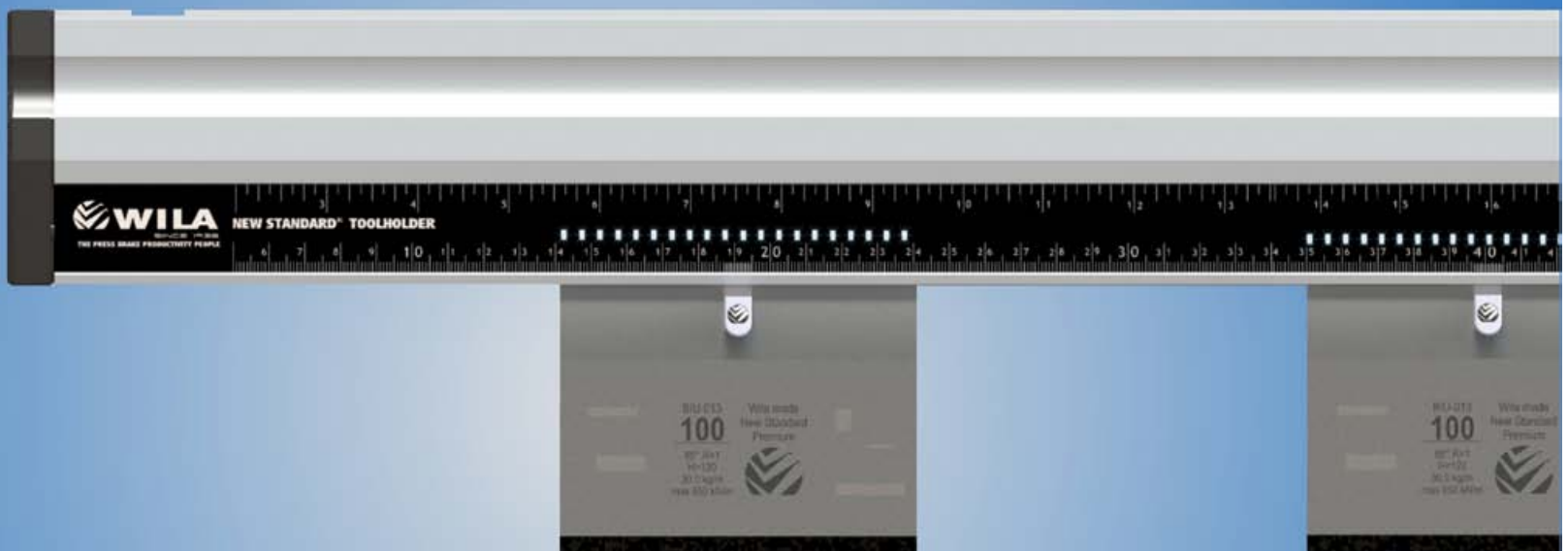
It is operated by the control that is provided with the press brake and shows the press brake operator or set-up person where to place each of the individual punch and die segments during set-ups. It also shows the press brake operator where to place the part during each step of

the bend sequence. These features speed set-up times and make it very fast and easy for even the least experienced press brake operator to position parts in the correct location prior to making each bend. This naturally boosts productivity and helps to reduce costly mistakes that result in scrapped material.

Beginning in December of 2014, the Smart Tool Locator will become a standard feature provided with most of our hydraulic New Standard and American Clamping, Crowning, and Bottom Tool Holder Systems. It is also available as a retrofit for many existing Wila New Standard and American Clamping, Crowning, and Bottom Tool Holder Systems on press brakes with controls that have been integrated with the proper interface.

Combining light and cutting edge technology...it's the latest development in Wila's unceasing commitment to maximum press brake productivity.

SMART TOOL LOCATOR®



Platino Laser Opens Door to New Markets

Carmeco Inc., Lebanon, MO, was founded by Kenneth Carr in 1970 as a 6,000-square-foot company with a few stamping presses. From its modest beginning, Carmeco has evolved into a thriving contract manufacturer with 80,000 square feet of manufacturing space over two buildings. Today, Kenneth's son Jeff is president of the company and his three grandsons John, Jared, and Joe are all active in the company.

Carmeco's customer base includes OEMs across industry including trucking, housing, agriculture, recreation, etc. The company has a total of 21 stamping presses with the largest being 400 tons. The press brakes have the capacity up to 110 tons. The company also has a full line of secondary operations, with TIG, MIG, and spot welding as well as painting services.

While primarily a stamping house, Carmeco has recently moved into laser cutting with the purchase of a Prima Power Platino laser that was installed in April 2013.

Platino 2D Laser

The Prima Power Platino is equipped with lasers developed and produced at Prima Electro with laser powers ranging from 3kW to 5kW. The laser cuts a broad range of materials and thicknesses with speed and precision without the need for manual adjustments. Platino's



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“The reason that we chose the Platino CO2 laser is that it gave us the greatest flexibility and covered the biggest spectrum.”

laser cutting head gives users a choice of a 10-inch focal length in addition to the standard 5-inch and 7.5-inch lenses. The 10-inch lens enhances the application flexibility by increasing the depth of focus and enlarging the spot diameter for high and uniform cut quality of thick stainless (5/8 in), thick aluminum (1/2 in) and thick mild steel (1 in).

Offering a compact footprint along with a Cartesian Cantilever structure that provides three-sided access, Platino is a cost-effective machine that is easy to operate and quick to program. Its unique stonecast frame reduces vibration and increases stiffness by about 4 times compared to cast iron and about 6 times compared to welded frames. Its low heat conductivity results in much higher thermal stability compared to traditional cast or steel frames.

Changing Market

For the past several years, Carmeco's customer needs have been changing. “Today, we do an increasing amount of complete manufacturing from raw material to welding, painting, assembly, and shipping to end user,” explains John Carr, vice president of business development. “This led us more and more to the laser. We see an increasing amount of assembly work and smaller-piece

runs where stamping is not the most efficient method. In addition, customers often want to change designs or add or eliminate holes. We can achieve these changes more quickly with the laser. We were outsourcing all of our laser work and our lead times were getting



Carmeco chose the Prima Power Platino for the following reasons: cantilever arm, user-friendly software, one-piece stonecast construction, and flexible automation.



longer and longer. To meet our customers' demands, we began our search to purchase a laser of our own."

According to Carr, Carmeco spent several years researching the latest laser technology and talking to numerous laser builders. "We did our homework," says Carr. "We visited several laser companies, talked to a number of laser users, and went to FABTECH to see all the machines in action. The reason that we chose the Platino CO2 laser is that it gave us the greatest flexibility and covered the biggest spectrum."

Carmeco chose the Prima Power Platino because of the following features:

- the cantilever arm
- user-friendly software
- one-piece stonecast construction
- Flexible Automation – Prima Power's Compact 10-shelf TowerServer

"Service was also a key consideration. We had trouble getting information from the other laser companies. Prima Power was more open and approachable. Since installation, Prima Power has been very prompt with any service need we have had."

The TowerServer allows easy loading/unloading for blanks and processed sheets. It has an elevator for loading and unloading the pallets on and off the tower, and features single sheet separating, control systems, and sheet reference.

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Learning the Laser

Since the Platino was Carmeco's first laser, there was a little learning curve when the Platino first arrived. "When the Platino was first installed, it wasn't very busy," reflects Carr. "But all that changed once we felt comfortable with the new technology." Carmeco has 48 employees that work 10-hour shifts, four days per week. Initially, the Platino ran 10-hour shifts per day, but now is running lights out 18 hours per day.

"The Platino with the 10-shelf TowerServer has helped us tremendously by increasing our flexibility," says Carr. "Previously, we might have been one or two weeks out before we could get a rush job in the production schedule. Today, if we have to jump in and laser cut something, with the tower we can swap from 12 gauge to 1/4" in a few minutes, burn out something quickly, and then jump back to the job we were running."



Prima Power's Compact 10-shelf TowerServer allows easy loading/unloading for blanks and processed sheets. It has an elevator for loading and unloading the pallets on and off the tower, and features single sheet separating, control systems, and sheet reference.

Opening New Markets

"The Platino has opened the door to new business, and we've added new customers because of the laser. We can now do smaller runs with ease. In fact, we've taken some shorter run jobs off the presses and on to the Platino. The Platino has also opened new opportunities with existing customers. We can now get involved in the design stage with building prototypes for our customers."

"We've had a very good experience with Prima Power. The Platino has been easy to learn, operate, and maintain. The Prima Power salesman and service techs have been great and very helpful. Another Prima Power would be our choice in the future for our next machine."

Quality of the edge is very important for Carmeco products. "Before purchasing the Platino, we made one large 14-gauge part we had to ship to an outside vendor to have plasma cut," explains Carr. "Then we had to grind the edges so we could make a good weld. With the Platino, we no longer have to grind the edges of the part and we have been able to save an hour's labor on that product alone."

The Platino has also replaced most of the shearing at Carmeco. "Our shear has cobwebs all over it now," jokes Carr. "Using the laser is so much easier and faster. Some of the shearing work was 1/4" and our employees would have to drag 60 x 120 sheets of 1/4" around that weighs 400 lbs. The Platino has eliminated that physical labor. The tower does that work and it doesn't even sweat or grunt."

"We've had a very good experience with Prima Power," concludes Carr. "The Platino has been easy to learn, operate, and maintain. The Prima Power salesman and service techs have been great and very helpful. Another Prima Power would be our choice in the future for our next machine."

Happy Holidays!

from Prima Power



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