

# FORMTEK-MAINE

Cooper, Portsmouth, Peterson  
CoilMate Die-Lessman  
IOWA PRECISION  
B&K ROWE Machinery & Manufacturing

# News Feed

I apologize for the lack of content over the last few months, I hope it's been as busy for all of you as it's been for us. 2023 is definitely turning out to be a successful year so far and I hope it continues. Thank you for your patience. As always feel free to call or email me with feedback or ideas for future issues.

-Craig Derosby  
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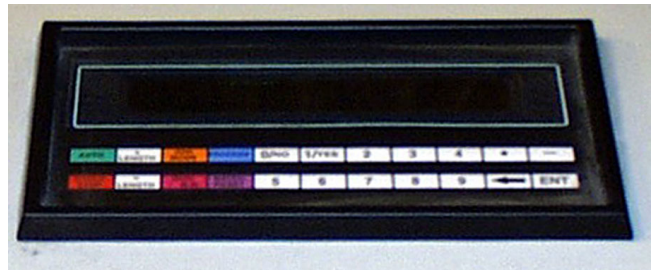
Our Newsletters can be found at:  
[www.formtekmaine.com/newsletters](http://www.formtekmaine.com/newsletters)

## Replacement Parts: SMXII Keypads Obsolete

### SMXII Keypads, p/n: 11599

We were notified by our vendor that our SMXII keypads have finally been obsoleted by our vendor due to obsolescence of component parts, primarily the plastic bezels around the keypad.

We were able to get one final batch of 23 keypads made with a machined steel bezel but due to the significant increase in cost the manufacturer won't continue to provide it beyond this. Once these are gone the only alternative for replacing these will be a control retrofit to the B&R platform. Current pricing on the 11599 keypad is \$4,299. If you have any customers still utilizing feeds with the SMXII Reliance/Electrocraft control, please make them aware of the situation.



## Job Fair: KVCC Workforce Interactive Event

Jake and Katie attended the Kennebec Valley Community College Workforce Interactive Job Fair on April 26th to reach out to local students looking into careers in fabrication.



We offered our **Formtek-Maine Machine Tool Intern Scholarship Program** to develop machinists for future employment in our manufacturing department. About 150 students from a dozen local schools attended.

## High-Capacity Flexible Fabrication System for Major Water Heater Manufacturer

We recently shipped and are currently installing a new flexible fabrication system for a major water heater manufacturer in Michigan. The system can handle 30,000 lb. coils of surface-critical CRS up to 60" wide and 0.125" thick in blanks up to 84" long.

The system includes a 30,000 lb. stock reel and coil car and includes options like a spring-set safety brake, automatic brake tension control, a clock-spring guard, and automatic coil centering on the coil car via a laser sensor.



The (11) roll heavy-duty D series straightener includes chrome plated rolls, back-up flights on all work rolls, high rise upper rolls for access for cleaning, power to all straightener rolls, our powered hands-free cleaning system, and a hold-down peeler station for hands-free thread-up of coils. A set of powered pinch rolls pulls the strip through the customer's blast machine.



Our exclusive (4) roll servo feed guides the strip into our DieMation coil processor system, which includes (2) tooling stations servo controlled in both the X and Y axes and space to add more tooling stations in the future, and a scrap conveyor with scrap bin for the slugs. A second (4) roll feed is used to pull the strip through, and a hydraulic powered cutoff shear for blanking.



Parts exit the cutoff shear and drop onto a belt conveyor with a reject station that can drop parts into a scrap bin mounted under the conveyor. The direct drop stacker uses non-marking polyurethane fingers to support the parts and an air blower system for stacking light gauge materials, a scissor lift table with auto-down feature to minimize the drop distance, and end discharge conveyor with powered rollers to allow removal of stacks from either the end or the side of the conveyor



The line was installed by our Formtek-Maine Service Department, including integration with the new blast machine provided by a third party. The customer is currently awaiting start-up, training, and commissioning, scheduled for later this month.

Dealer Spotlight:

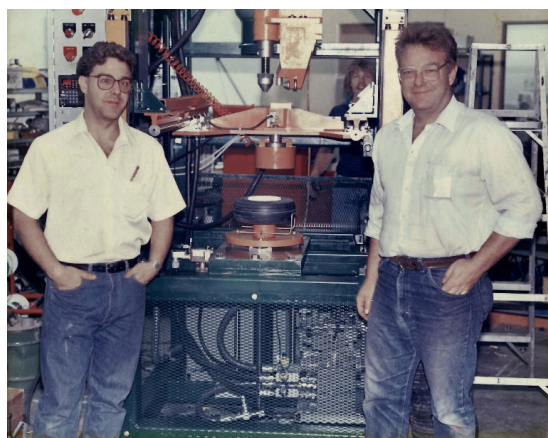
Dealer Spotlight: Juster Industrial Solutions



ROWE Machinery & Manufacturing hired Hallis Juster to install a cut-to-length line at his father's service center in Minneapolis, MN where his brother Shale was the plant manager. When Bill Springs from ROWE approached him about a position as a field service technician. Hal agreed on the condition that after a year ROWE would give him the line as he had planned on starting his own business. Hal worked for ROWE as a field service technician for a little over a year. Then in 1986 after completing the programming for an automated CTL line for Ford, he and his brother Shale started their own dealership called Juster & Juster.

Shale and Hal worked their way up to becoming one of ROWE's top dealers year after year, servicing customers in the greater Minneapolis / St. Paul area.

When Mestek acquired ROWE in December of 1995, Juster & Juster was one of the few ROWE dealers who stayed on with us and even sold equipment from the CWP and CoilMate/Dickerman product lines.



**Hal and Shale Juster**



**John Schneider**

In 1989 Shale hired their first employee, a service technician named John Schneider who quickly learned their extensive product line and assisted on installations and service calls. Eventually they hired additional service technicians to support their growing customer base.

In addition to selling presses and feed lines they also utilized Hal's gift for programming by providing control upgrades on press lines, cut-to-length & slitting lines. Hal even designed and sold his own press control by repurposing customers' old PCs and providing his own Windows-based program.

As their reputation grew, they began winning installation and control retrofit bids across the United States, in Canada, Mexico, and even a few customers in South America.

In April of 2021 Hal passed away unexpectedly. Shale, who was semi-retired at the time sold the company to their very first employee John Schneider. Shale continues to make sales calls and quote equipment.

You can find Juster Industrial Systems on the web at <https://www.juster.com>.

Factory News:

New Employees:



Carter Lemieux  
Electrician



Cody Grenier  
Electrician



Tyler Dodge  
Assembler



Jason Carter  
Handyman

Promotions:



Cody Lasselle promoted from  
Handyman to Assembler

Retirement:



Dale McLain retired last week after 45 years as a machinist at Formtek. We all wish him the best. He will be missed.

From The Desk of: Kelli Lang, Inside Sales Manager

With daily projects consuming our time and the efforts made to sell and manufacture the products of Formtek-Maine, we know that time passes quickly. So many hands and minds come together for everything we do. We are happy to be continuing our dealer spotlight, which is a great history lesson for those of us with a shorter tenure than some of our senior staff here at Formtek. I love the insight into the people that help keep our business going. Craig continues to poke, prod, and pivot to make sure these fine reflections are a mirror of fact and does a fantastic job with that detail. For our spring edition of *News Feed*, I want to take a minute to recognize two key people in our sales department.

The first, you've heard from over the past 7 years, Dennis Weymouth. Dennis is our Parts and Shipping manager and brings the family name in CWP into the sales office. Dennis works early mornings and late nights to make sure deliveries are secure, timely, and cost effective for our customers. We've often seen Dennis in here on the weekends making sure those trucks can roll out. Our parts business continues to grow, exceeding budget plans, and he keeps up the pace, regardless of the speed. We are taking a moment to congratulate Dennis on 7 years of service for Formtek. We thank you for your hard work and dedication, Dennis. Congratulations.

April 26<sup>th</sup> marked an important date in the sales office and with that date comes my second note of appreciation. Kendra Raven has been employed with Formtek for just under a year as our Sales Administrative Assistant. Besides directing the sales calls, she works hard every day to provide the entire sales team and our managers with important business information. Kendra takes pride in everything she does, which comes naturally to her. We are so fortunate to have Kendra join our team and today we say, Happy Administrative Professionals Day, Kendra. You have a lot to offer the office and are so happy to have you here.

There are many opportunities to recognize our dealers and staff, and today, I hope you'll take a moment to share in our appreciation. Happy Spring and stay tuned!

Kelli A. Lang  
Inside Sales Manager, Formtek-Maine