

# News Feed



Considering how much we had to do in August and how late the last issue was, I thought I'd make this September's issue. I decided to showcase some of the changes we've made around our facility and added Kelli's inaugural address. I hope to have a message from her every month but we'll see how she feels about that after writing this one. I just went live with our Facebook page, so give us a like. I'll be posting photos and videos regularly. <https://www.facebook.com/profile.php?id=100071441411811>

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

## Factory News

### New Equipment at Formtek-Maine

**Mazak VCN-570C Vertical Machining Center** was installed and started production in August. The unit has a 30 HP, 1500 rpm Cat-40 spindle, high-torque motor, 48 tool magazine, high-pressure coolant through the spindle, auto tool length measurement, breakage detection, and spindle chiller. This machine is our 9th VMC in our machine shop.



**Kent HW-30120 Precision Lathe** with 15 HP motor, 12 speeds, 30" swing over bed ways, 4.5" spindle bore, 4-position tool post, and Digital Readout System (below left)

**Haco Synchromaster 275T 12 ft. Press Brake** to be installed in September with moveable front supports, DSP Optical Safety Guard, X-R 2-axis back gauge w/ synchronized CNC-controlled finger depth and finger height, and CNC-controlled anti-deflection table (below right)



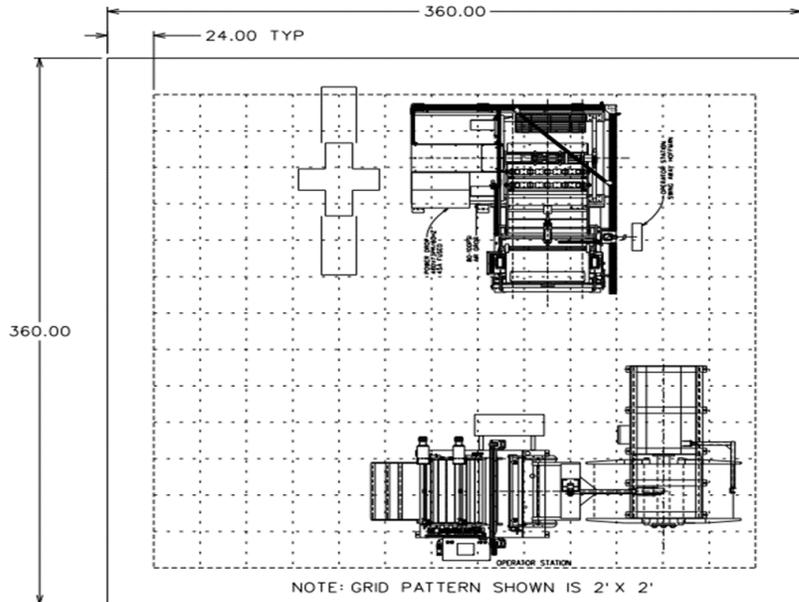


Georgia World Congress Center  
285 Andrew Young International Blvd. NW  
Atlanta, Georgia 30313

Tuesday 11/8 10 am - 6 pm  
Wednesday 11/9 9 am - 5 pm  
Thursday, 11/10 9 am - 4 pm

Formtek-Maine: Booth No. B5941

If you're planning on attending the Fabtech show in Atlanta in November, stop by and visit us at **Booth B5941** where we'll have plenty of equipment to show off. We're bringing the straightener and stock reel from the 36" stock line listed in our last few Summer Special blasts. We hope to have it sold by then so if you have a customer in need of a feed line please let us know. We also just got permission to showcase the tension recoiler we're building for a customer order. Kendra, our own Vanna White also pictured below will be in attendance along with the rest of the Formtek-Maine sales team.



## Equipment Spotlight

### 24" Wide Press Feed Line for National Materials of Mexico

National Materials of Mexico located in Monterrey NL Mexico successfully installed a 24" wide CWP Cut-to-Length Line. Although a 24" wide system is one of the smaller systems offered, the significance of this investment proved substantial. NMM had seen a big uptick for demand for narrow coil CTL services. This was making their current full width CTL lines increasingly inefficient. With the implementation of this narrow line, the release of production capacity of other lines has paid for this investment twofold. This line is capable of handling cold rolled, galvanized and even pre-painted and surface sensitive materials at a maximum thickness of 0.125".

The line was put together by using mostly standard off-the-shelf "price list" machines integrated with some customized equipment to create a cut-to-length line specific to the customer's needs. CWP offers exceptional feed accuracy and repeatability, so it is common for the customer to achieve feed accuracies well below  $\pm 0.005$ " in length. This line is running two and three shifts a day, proving once more the reliability of CWP products in the coil processing industry. For more information about Cut-to-Length lines or any other products by Formtek, please visit us at [www.cwpcoil.com](http://www.cwpcoil.com)



Alex B. Trevino, Vice President, International Sales

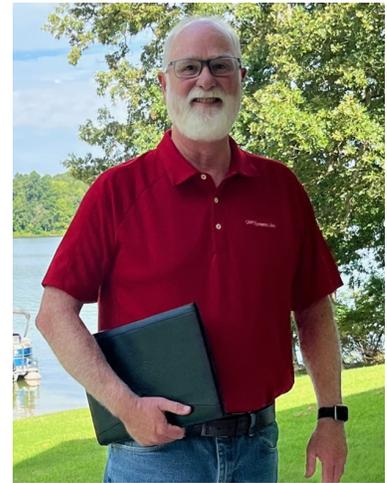
Dealer Spotlight:



Dave Cooper is one of our newer dealers, his dealership CHP Systems Inc. has been covering eastern Tennessee for us for about 7 years from his home in Morristown, TN. Dave and his wife Cathy have been married for 45 years and have 2 children and 3 grandchildren.

Dave started in the metal forming industry right out of high school, working for Campbell, Inc. a press repair company in Lansing, Michigan. He continued his employment after graduation but after 15 years there decided it was time to move on. He took the position of Director of Sales and Marketing at the Ajax Manufacturing Co. selling forging presses both domestically and around the world for the next 10 years.

After spending 25 years in the industry either repairing or selling presses, he decided that it was time for another change. This time he went out on his own, starting his own company CHP Systems, Inc; as a Manufacturer's Representative in 2000. After years of travelling, he and Cathy decided to settle in Morristown, Tennessee as he always enjoyed the mountains and lakes of Eastern Tennessee. From here he had easy access to Eastern Tennessee as well as the rest of his territory in the Carolinas and Georgia as well.



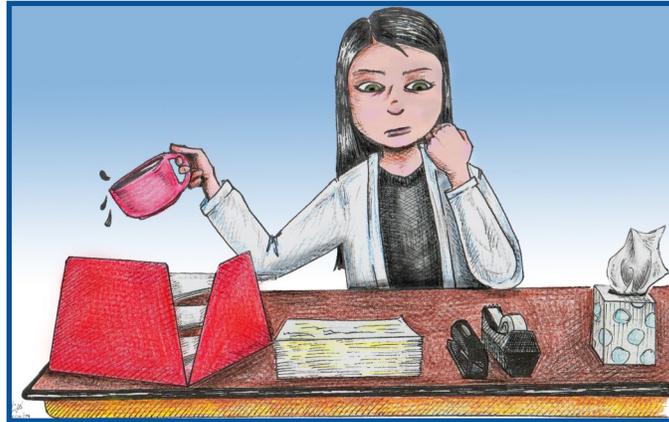
The first company he represented was Ortlinghaus, a manufacturer of clutches and brakes used on many of today's presses. He built the rest of his line card around a concentration on press room equipment allowing him to offer complete lines from presses, press controls and automation, to coil handling and press feed equipment. He also added the supplies and ancillary equipment needed to maintain the equipment and improve the productivity of a customer's existing press systems. He sought out suppliers that based on his experience repairing and selling presses he knew produced high-quality equipment. Today he represents Stamtec Presses, AP&T Automation, Presses & Tooling, Cienco Controls, Ortlinghaus Clutches, Pacesetter QDC, Bilz Machinery Mounts, and Formtek-Maine for Coil Handling Equipment.

When deciding on who to represent for coil handling, he looked to his customers. What brands were they using, and why? Almost unanimously, his customer base spoke highly of both CWP and ROWE equipment for their reliability, ease of use, and superior after-market support. He approached us in 2015 about representation in Eastern Tennessee, Georgia, and the Carolinas. We had Tennessee open and soon after Dave became part of the Formtek-Maine family.

Dave enjoys visiting various manufacturing facilities and seeing how his customers are producing the parts they sell. The satisfaction he gets in helping companies improve their productivity and helping them grow their business is what drives him even today.

Dave says he appreciates that Formtek-Maine designs and builds all our own equipment. He has found that our service is excellent, especially our start-up and training, and that it lives up to his customers' expectations as well as his own. He also appreciates that we make every effort to ensure that the equipment we offer is the right equipment for each application, stressing that our parts department is quick to respond when warranty or after-market parts are needed. In Dave's own words, "The way Formtek does business makes it easy to sell their products and because of the high quality of the equipment and support it is easy to get repeat business from my customers."

You can find CHP Systems on the web at <http://chpsys.com/>.



### Looking into the 4<sup>th</sup> Quarter

With most customers securing their budget for 2023 we generally start to see an increase in RFQs by the end of the third quarter after the typical lulls of July and August. Subjectively, the quantity of quotes delivered with the quality of leads brought in either directly or through our network of distributors has tipped the scales in our favor with a record backlog and a strong forecast leading into and filling in our production capacity for the first quarter of 2023. Like years past, we tend to see elevated lead times based on production schedule availability.

For the most part, Formtek has seen equivalent challenges in vendor stock availability from purchased part components for electrical, hydraulic, pneumatics as most in our industry have. To remain an industry leader by brand and reputation, we are battling these challenges with thorough and impactful planning. Our department heads for production, purchasing, engineering, manufacturing, quality and sales meet weekly, bringing to the table real time information of these challenges. This allows us to plan and communicate back effectively to our customers. As noted with preceding articles, we continue to invest in capital expenditures with state-of-the-art equipment necessary to remain quick to deliver our part components for our orders. We are continually adding to our workforce with new hire positions being filled and currently have (3) open positions in the shop and stand with 85 employees. Succession planning is always considered along with standard turnover rates. Areas of opportunity with this heavy backlog do still exist. While we've been planning for what is in our backlog, we've also considered our stock equipment inventory.

Motor and control components for our standard SMX feeds have been a hot commodity for the market, and we are positioning ourselves to overcome this year's backorder challenges. With our strong sale history for servo feeds, it's an easy justification to create and execute a plan to increase our inventory above our standard safety stock to allow us to serve our customers in the manner they expect and rely on. While we continue to consider our existing backlog, we have created a simple plan to have available inventory. With many plans to consider, we are looking forward to executing this goal and alleviate some of the lead time hardships our industry is forced to recognize. As our vendors start to deliver on our backordered components, you will see us build a strong inventory of a variety of width and thickness capacity ServoMax feeds in the coming months.

We are excited for the push our distributors have made with our available inventory as we've shown with a bi-weekly email blast. We look forward to adding to the list of available inventories with our plan for these servo feeds. Please be on the lookout for these additions nearing our 4<sup>th</sup> quarter, 2022.

Kelli A. Lang  
Inside Sales Manager, Formtek-Maine

### Formtek-Maine on Facebook

I just went live with our Facebook page, so if you've got a FB account please give us a like. <https://www.facebook.com/profile.php?id=100071441411811>. I'll be posting photos and videos regularly, as well as our press releases, updates on the websites, etc....

I'll cross post with our YouTube page to share all our videos and may even start an Instagram account for photos of our plant and current builds if there's enough interest.

