Though each of these firms is diverse, each is a significant player in the steel construction marketplace. What is the common thread that ties these successful companies together? What common denominator minimizes their overhead costs and maximizes their productivity and made them profitable in a difficult market? The simple answer is that they embraced the right fabrication machine tool technology at the right time. The common thread was Peddinghaus, and the common denominator was that Killelea, S.R.S., and Waiward Steel all examined the big picture—how an effective, efficient shop layout helped them achieve high tonnage—and made them competitive and profitable.
One of the biggest decisions a structural fabricator will ever make is the selection of proper equipment for his fabrication shop. Single spindle or multi-spindle? Band saw or cold saw? Drill or punch? We all know the sleepless nights spent pondering the many alternatives for processing steel in the market. Once an inquiry is made, a fabricator can expect to be inundated with data as to why their specific machine tool is the best. The word “technology” gets thrown about freely causing more confusion than clarification.

If you read the articles in this publication on three diverse fabricators serving three steel construction markets, you will note that one constant remains—Peddinghaus expertise in providing an efficient production system for their specific shop facility. From column lines to craneways to concrete floors, Peddinghaus has engineered effective, modern facilities that MAKE YOU MONEY.

How Do You Want to Grow Your Business?
Peddinghaus Sales personnel, guided by Greg Carpenter (pictured below), Peddinghaus System Project Engineer, provides layout drawing analysis of your individual shop production capabilities. By providing Greg with an electronic drawing of your facility, we can select a cost effective, productive system—specifically designed for your business. The common question from Peddinghaus is, “Where do you want to be in one year, three years, five, or even ten years?”

Perhaps the key to a truly successful installation is identifying a yearly business plan, and starting with a minimal investment that allows you to grow. Many fabricators are unaware that the most basic of equipment—roller conveyors and transfer systems—reduce material handling costs by up to $52,000 per year (annual cost for a laborer with salary/benefits). A 60in/out (18M) ft. roller system can be purchased for much less than this figure.

A minimum investment of a 4 four stand lift and carry transfer is also much less than the annual cost of one laborer. What does it provide? One operator can now move all beams—never touching the crane—and you supply a work surface for welding and fit-up.

But the best of all deals is that you can easily add to the lift and carry transfer in the future. You can easily extend the length of the table, (some users travel 60 ft) add another stand for shorter lengths, or position on both sides of a conveyor line for storage, drops, or fit-up. Another benefit is that Peddinghaus material can be located outside the building, in your yard—keeping your shop floor space free for fabrication that earns you more profit.

The difference between Peddinghaus and the other manufacturers was Peddinghaus’ willingness to invest their time in ensuring that we got the shop layout right for S.R.S.….“

The patented Peddinghaus Roller Feed System (center) means you can store/load all your material outside your shop (left)—feed it through a wall opening and then exit your beam line to any fit up station—left, right or straight ahead to the paint shop & truck loading.

Flexibility is the Key
Some machine tool builders want to sell you a machine, period. When you examine your fabrication shop production—the very backbone of your operation—you need to examine a system that is engineered for you—not your competitor across town. After all, this is where profits come from—decreasing expensive overhead and fine tuning your accuracy through efficiency and automation.

It is important to investigate a system’s throughput capability, commonly called beam floor-to-floor time. The material handling system plays an integral part of the entire operation, as a beam will spend more time being transported, fit-up and welded, than being drilled or cut. Many machine tool salesmen want to sell you a machine to perform a function, such as drilling holes in beams. However, the measuring system that operates their machines is not conducive to true system throughput. Why? Because measuring carriages or “wagons” with long measuring racks are not suitable for an efficient handling system.

• It is impossible to pass beams from one conveyor to another
• These long, fragile racks must be protected inside a building, and can’t be used outside
• Gripper type mechanisms often need adjusting when changing section sizes
• These same carriage grippers wear easily, requiring an operator to walk to the 60 ft of the infeed, insert the beam flange, and then walk back to the operator console.
• You can’t process cambered beams—which means more material handling labor costs

The Peddinghaus Roller Feed Measuring design solves these problems. With this effective design, first patented and employed on a beam line in the ’70s, the beam is free to be processed quickly and transferred to the left or right or straight down a main conveying line with no limits.
Were you aware that the ABCM 1250/3 CNC Structural Burning System from Peddinghaus is the only coping system available that enables beam sizes to be coped after they are cambered? What does this mean in the real world of shop fabrication? Simply this:

Beams can be processed through a cambering system located within a roller conveyor line which minimizes material handling costs. (PHOTO A)

Alternately, beams can be purchased pre-cambered from a service center or vendor. All mechanical cut outs, flange and web copes, notches, flange thin configurations, etc. can then be processed automatically on the ABCM Burning System. How is this possible? (PHOTO C)

Peddinghaus Corporation, as a major supplier of automated fabricating systems for the structural steel industry, has always taken into account typical mill tolerances in the design of automated systems. Accepted out of square tolerances are 1/64 per inch of depth or the flange width if it is greater than the depth. For example, a 36 inch section could be up to 9/16” out of square, yet still be within the mill tolerance.

When adapting burning operations to structural steel shapes, the physical size and location of the section to be processed is important to both the accuracy of cope location and also to the leading edge location.

Locating the torch to the proper pre-heat position is essential to eliminating set-up and maintaining productive glitch-free operation. (PHOTO B)

What does this mill tolerance have to do with a cambering and coping?

Patented Probing System Identifies Mill Tolerance Deviations—Camber is No Problem

The Peddinghaus ABCM 1250 floating torch design is the ONLY coping machine, which has the flexibility to locate each flange or web surface independently. The unique design of the ABCM 1250 automatically sense mill tolerance deviations and compensate without special programming considerations for camber, sweep, flange height, off center web, depth tolerance, towed in or cut flanges and out-of-square conditions.

Thus, pre-cambering of beams is no problem for Peddinghaus. True production through-put, and floor to floor time is achieved by limiting fork truck and crane material handling.

The first rule of structural shop fabrication is, “Every time I lift a beam with a crane, it costs me money”.

Columns = Cambered Beams

Cambering of beams is one of the most basic fabrication processes in the steel construction industry. Mechanical openings in columns are routinely required, and typical floor beams require coping as a routine process. When factoring the multiple benefits of a structural burning system, the cost per cope is dramatically reduced:

• Process interior cuts on pre-cambered beams
• Serve as a second cut off machine for a band saw or cold saw
• Perform all basic copes, notches, flange thinning
• Produce as routine—all castellations, beam splitting, or haunches
• Fabricate all custom burned configurations with CNC accuracy and productivity.

Camber Before You Cope

Only From Peddinghaus...
Waiward Steel Fabricators

Waiward Steel Fabricators, Edmonton, Alberta, Canada, is an industrial steel fabricator specializing in the oil and gas, pulp and paper, and petro-chemical industries. Its services include the fabrication and installation of structural and miscellaneous steel, equipment components, hoppers, plate work, material handling equipment, conveyors, and bridge girders.

In 1971, Donald Oborowsky (above left), and his business partner, Ted Degner (above right), began operations in a 2,500 square foot shop as a miscellaneous steel fabricator.

In 1989, Waiward purchased three new CNC controlled machines from Peddinghaus. This marked the first purchase of highly sophisticated and advanced technology into the Alberta steel industry. “Our production capacity increased ten-fold overnight,” explained Ted Degner, “we could meet tight deadlines, and deliver quality fabricated steel because of the CNC accuracy and repeatability.”

“Using this new CNC equipment from Peddinghaus gave us a definite advantage over our competitors, and our reputation grew with our customers,” added Oborowsky.

In 1992, Waiward relocated to its existing facility, invested over $2.5 million in automated equipment and increased its’ shop and crane capacity by eight times. Waiward was recognized in 1993 by Profit Magazine, as one of Canada’s fastest growing companies—an accomplishment which came at a time when many fabricators were downsizing or closing.

Today, Waiward is one of the largest and most automated steel fabrication facilities in Canada, operating in a 210,000 square foot facility, and employ over 300 employees.

Why Automate with Peddinghaus?

“Since we began automating in 1989, we have purchased twelve Peddinghaus machines,” advised Degner, “we traded in three older models, and currently employ nine in today’s production:

• three drill lines with saws; two model BDL 1250/9 and one BDL 600/3
• two plate machines; model FPB 1800/3 and FDB 1500/3
• a model ABC structural burning system,
• a newly designed Anglemaster; model AFPS 643.”

“They consistently deliver CNC accuracy and repeatability—they are rugged and durable—and just run every day. I salute their engineers for their tough designs.”

“Peddinghaus service always receives high marks in my book,” advises Degner, “They are available on the phone, fax, or e-mail. I recall a time when we sent a digital video tape via an e-mail to diagnose a machine problem. We had the part the next day, and kept our production pace. We never lost a beat in production from a service issue.”

“Our local support is terrific with Akhurst Machinery, who consistently assist us, and work closely with Peddinghaus to meet our requirements”, says Oborowsky.

An Effective Material Handling Layout Keys all Production—and Profit

When Waiward moved to its new expanded facility in 1992, they sought the technical expertise of Peddinghaus for their production material flow and layout.

“The key to productivity (and profit) is your material handling. Minimizing crane handling of beams adds directly to your bottom line,” advises Oborowsky.

“The Peddinghaus patented Roller Feed Measuring design enables us to place our infeed material handling outside our main building (below). By putting our infeed conveyors and Quiet Glide cross transfers in the stocking yard outside, we were able to use our inside building for fabrication and welding—doing those difficult fabricated sections that earn us more money!”

“The key to productivity (and profit) is your material handling. Minimizing crane handling of beams adds directly to your bottom line.”
Adds Degner, “Remember, we are in Edmonton, Alberta, Canada, and it can get down to minus 20 degrees in the winter. But, having the conveyors outside has never caused a problem. They feed all the Peddinghaus machines, so we have a smooth directional flow through the shop.”

“We have one crane material handler now who keeps moving the fabricated sections directly through the shop—he’s efficient and focused (below). We don’t have multiple ‘amateurs’ spending too much time trying to sling a beam and move it to a fit-up or weld station.”

It comes down to controlling your costs—labor and overhead; steel prices are fairly competitive with all fabricators—but profit is made when you are productive.

Applying Technology Profitably

“As you can see, we invested heavily in machine technology,” says Oborowsky, “but we also addressed the software interface/detailing side as well”.

“We employ detailers who are skilled in state of the art software technologies such as CAD and 3D modeling. To streamline a job, we need to insure it is correct in the beginning phase”.

“Our Peddinghaus equipment interfaces with all major programs, and provides the software superiority link that we need to remain competitive and profitable”.

It’s Still the People

“Waiward Steel Fabricators would never be in our current position without the dedication of our employees”, advises both Oborowsky and Degner. “Our people are dedicated, enthusiastic, and remain aligned to our goals and scope of the company”.

Don and Ted both started out as a couple of Alberta farm boys who took their rural work ethic and love of steel construction and started a new enterprise. By applying these same strengths, their business has flourished. In 2005, Waiward Steel Fabricators was named as one of Canada’s 50 Best Managed Companies.

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Edmonton, Alberta Canada T6B 2Y5

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Photographs of various Waiward Steel Fabricators projects are shown on page 6.
Various Waiward Steel Fabricators Projects

Continued from page 5

Suncor Millennium Project – Fort McMurray, Alberta
Supply and fabrication of 23,000 tons of structural and miscellaneous steel. Waiward Steel field personnel expended 140,000 field hrs for the portion of this project they erected. 1,085,000 bolts were used in the construction of this project. Millennium Project was constructed over a period of 3 yrs and worked with 5 engineering firms on the project.

Genesee Power Plant Turbine and Boiler Buildings – Genesee, Alberta
Supply, fabrication, painting and erection of 8500 t of structural and miscellaneous steel for coal fired power plant 80 km west of Edmonton. 3 primary girders at 50t each, 5m deep x 17.2m long were erected in the Boiler Building at top of steel elevation 69.000 from grade. The Turbine Building was built and erected in modules. 200,000 field hrs were used in the erection of the steel. The project was completed over a period of 3 yrs.

Red Lake Mine Project
Supply, fabrication, painting and erection of 800t of structural steel for the headframe and collar house at Goldcorp Mine, Red Lake in Northern Ontario, Canada

UE-1 Fluid Coker Reactor/Burner Structure
Supply, fabrication, painting and fireproofing of 3700t of structural steel at Syncrude, Fort McMurray, Alberta
How do you describe a true business entrepreneur? The dictionary describes an entrepreneur as a person who creates or starts a new project, opportunity, or venture. Most commonly, the term entrepreneur applies to someone who establishes a new entity to offer a new or existing product or service into a new or existing market. Business entrepreneurs often have strong beliefs about a market opportunity and are willing to accept a high level of personal, professional, and financial risk to pursue that opportunity.

Mr. Michael Whelan had experience in the structural steel and exterior building cladding (siding/curtain wall) gained from his years in the industry. His opportunity came when his existing employer changed focus of the company, enabling Mr. Whelan to pursue his own personal vision. In 1988, Steel and Roofing Systems was established.

Michael founded SRS with five employees in the shop, creating mostly agricultural buildings with typical job sizes of 25 to 50 tons. Over the next 5 years, SRS gradually took on more industrial buildings, working on projects of up to 500 tons. Today they handle projects of up to 2000 tons of steelwork and have grown into an experienced and forward looking company, serving the industrial, commercial, and retail sectors their efforts in their home market of Ireland.

"In the beginning, we fabricated anything for anybody. Then we began to steer the company in the direction of structural steel fabrication for the industrial sector. The typical job sizes varied from 25 to 50 tons," advised Whelan.

Peddinghaus Provides Growth

In 1997 SRS started the automated CNC fabrication processes by their purchase of three Peddinghaus machines, a used TDK 1000/3 drill, an LC 1250 Cold Saw, and a used Fabripunch CNC plate detail punch. Along with these automated machines, SRS invested in a piece part marking unit and an integrated material handling system.

In 2004, Mr. Whelan examined the growth potential of his firm, and took the decision for his next shop expansion. With the assistance of Peddinghaus Engineering, Michael closely examined his shop layout for maximum productivity. He then invested in a BDL structural drilling line, complete with a new high speed Peddinghaus model DGP miter band saw.

During this same upgrading process, Peddinghaus remanufactured the TDK drill and LC Saw to ensure future productivity and profitability for the company. But the most care was made in the selection of a productive beam material handling flow to insure that SRS eliminated superfluous beam handling.

Peddinghaus and Lister worked closely with SRS to redesign their factory layout to achieve maximum productivity. "The difference between Peddinghaus and other manufacturers," remarked Michael Whelan, Managing Director and founder of SRS, "was the willingness on the part of Peddinghaus to invest their time in ensuring that we got the layout right for SRS.

"With our Peddinghaus equipment, we have increased our productivity, streamlined our production and we have grown our business to a new level by winning larger contracts."

This involved many meetings and drawing revisions—but Peddinghaus wanted it to fit our needs. A highlight of this process was the ability to visit other structural steel fabrication shops, chat with other fabricators on shop layout, fabrications methods, etc."

Mr. Whelan advised that the basis for purchasing the Peddinghaus automated drill/saw line was to increase our tonnage and speed up production—without additional labour cost. "We also wanted to improve our ability to provide a faster turnaround time on larger contracts. Our past experience with Peddinghaus gave us the confidence to reinvest in Peddinghaus machines."
SRS/Entrepreneurs

Continued from page 7

Enhancing beam/column productivity with a new Peddinghaus drill, saw, and material handling led Michael to another discovery—efficient handling of plate fittings and components. To continue his competitive upgrades, SRS invested in an FDB 1500 CNC plate processing system. This unit is complete with drilling, marking, and thermal cutting for processing plate and flat bar components. With a dedicated nesting program, the FDB soon became a profit center for SRS with its’ speed and versatility for quick turn-around jobs.

“It would have been impossible for us to penetrate new markets and conclude bigger contracts on time without our Peddinghaus equipment,” says Whelan. “We have increased our productivity, streamlined our production, and we have grown our business to a new level by winning larger contracts.”

Whelan advised that the main target markets for SRS remain in Ireland, where they service the industrial, commercial, and retail sectors. With over 17 years experience in the Irish construction sector and many outstanding industrial and commercial structure to their credit, SRS can provide the entire construction service from initial drawings to the completed building for virtually any scale of project required.

Being one of the first companies to offer an integrated structural steel/cladding package, offers SRS’ customers and project managers ease in completing tough projects in a cost efficient, yet timely manner. From an initial start with industrial units, today the company prides itself on a successful project list consisting of many multi-story units and large commercial retail developments.

From its inception 17 years ago, the company has gained the respect and confidence of Engineers and Architects throughout the construction industry. Michael’s vision of the company’s future is based on providing excellent quality, service and cost effectiveness to all customers. Attention to detail throughout the company has placed SRS as one of the major forces as a steel and cladding fabricator in the Irish market.

The SRS design team is highly trained in the most advanced Stru-Cad software systems. This drafting system includes a library of standard details and connections, which complements their building design capabilities.

The Stru-Cad software interfaces seamlessly with the Peddinghaus Drill/Saw line and the other Peddinghaus CNC equipment via a DSTV software interface package.

Dealing with Changing Structural Steel Markets

The structural steel market is a microcosm of the world market for structural steel in this competitive decade. Mr. Whelan advises, “Today we have more competition which is depressing the price for fabricated steel. I would go so far as to say that we are nearing a point in Ireland where we have over capacity in the market. Our clients have become more demanding in terms of their requirements, scheduling, on site completion, etc.”

The million dollar question of all structural fabricators is how do you survive in these competitive times—what methods do you use to react to market shifts?

“We have tried to streamline our production methods and move to more complex fabrications thereby increasing our profit per ton. It would not have been possible for us to penetrate new markets and conclude bigger contracts on time without our Peddinghaus equipment.”

Does Technology Help in Structural Fabrication?

“It is not so much a question of technology ‘helping’ our company. I see technology—CAD systems, production machinery, etc as being an absolute necessity in today’s market because it provides us with the tools to meet the demand that the modern day steel construction industry presents. The development of dedicated CAD packages for the structural steel industry have become an absolute necessity for the survival of the business.

Whelan advises that he encourages innovation in his company. “We have a closely knit team in our offices and our production hall. The average years service per employee is 10 years—this buys us an invaluable reserve of experience and expertise. To a large extent we rely on our employees to insure that the reputation of the company is maintained in the market place.”

Setting the Pace With Peddinghaus

In responding to the questions about the impact of Peddinghaus on his firm, Mr. Whelan advised, “With our Peddinghaus equipment, we have increased our productivity, streamlined our production and we have grown our business to a new level by winning larger contracts. Our modern production hall also provides us with a marketing tool for prospective clients wishing to place business with our company.”

In August, 2005, S.R.S. has made another productive decision, and installation of a new Peddinghaus FPB 1800/3 CNC plasma plate punching center was completed. Featuring 177 tons of punching power, the FPB 1800 punches up to three hole diameters, carbide mark, and thermally cut to any shape or length.

A complementary nesting program minimizes scrap, and further enhances the overall productivity of the system.
If you participate in the steel construction industry, you will note many similarities with Steel & Roofing Systems, (S.R.S.) of Kilkenny, Republic of Ireland. If you fabricate structural steel in Ireland, Iceland, or Istanbul, the common dominator remains the same. Competition is tough, prices are difficult, and you must constantly work to control costs and minimize overhead.

Whether it be Ireland, Iceland or Istanbul, loading in the yard saves you time, space and money.

The road to success in the structural fabrication sector of the steel construction industry has some potholes. But winning fabricators who choose to automate with Peddinghaus always seem to be driving in the fast lane to success. It starts with a dream, then a plan, then shop layout expertise to streamline your facility, and finally implementing the equipment and software to make it work. As Mr. Whelan attests, their local distributor, Lister Machine Tool, and Peddinghaus were with SRS every step of the way.

Entrepreneurial Ironies

It is quite apparent that Mr. Whelan has a pioneering spirit in leading his company into the 21st century. His foresight and motivation are brightly reflected in the success of his company. However, as any true entrepreneur will tell you, there is one factor in your history that lends itself to an ironic twist of fate.

“We purchased our existing premises in 1994. In 1974, I had applied for a job in a company who occupied the same premises back then!” Michael Whalen says with a grin.

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James Killelea & Co. Ltd.

From football and sports stadiums, to apartment/residential housing to office buildings, schools, retail complexes or warehousing buildings, KILLELEA are becoming well known as The Structural Steelwork Engineers.

James Killelea & Co Ltd., Stoneholme Road, Crawshawbooth, Rossendale, Lancashire, UK, have been supplying quality structural steel work solutions to the construction industry for over 30 years. Killelea is a multi-faceted structural steel fabricator covering all areas of steel construction—Design, Detail, Fabrication, Supply, and Erection.

History

Mr. James Killelea, along with his son Bob, founded the company in 1970, initially as a service business specializing in erecting steelwork from other fabricators in the UK. As their reputation for quality erection work grew, they explored other areas of the steel construction industry, especially structural fabrication. One of the earliest major contracts for Killelea was the erection of over 1000 tons of structural steelwork to a turbine building for Babcock Wilcox at the Bowaters Paper Plant in Ellesmere Port.

After this initial venture in structural fabrication, Killelea soon recognized that better business opportunities existed in the steel construction industry for firms that offered the full complement of the steelwork package—including supply, fabrication, and erection. At that time, Killelea obtained a small fabrication facility and began marketing themselves within this steel construction field.

As their reputation for quality grew, so did the business. Killelea soon became successful and expanded the fabrication facility with the acquisition of more modern equipment and a larger shop facility.

Making Money While Producing Fittings

In 1990, Killelea purchased their first piece of Peddinghaus equipment—a model FDB 600/3 CNC plate fabrication system. The versatile machine automatically processes flat plate by drilling and thermal cutting material up to 600 mm wide, up to 50 mm thick, and up to 6M in length (24” x 2” x 20’). Any fabricated steel connection could be processed quickly and efficiently—regardless of size, geometric shape, or complexity.

“We understood the requirement to produce fittings quickly and efficiently” advised Bob Killelea. “At that time, the FDB 600 was the most logical solution available.”

“The ability to nest parts within a plate, coupled with the reduced material handling time, provided immediate time saving—and that time savings translated into money saved and profits earned.”

Growing the Company in a Competitive Market

As the success of James Killelea & Co. progressed, they identified the need for CNC equipment to maintain competitive in the structural fabrication marketplace.

“Competition is very fierce in the UK market,” advised Pat Killelea. “There are many quality firms providing steelwork in this region of the world. Many steel projects receive multiple competitive offers; this means that profit margins are always tight and delivery to the job site is critical to a profit or loss.”

How does a firm such as Killelea survive in such a difficult market? Bob Killelea says that he learned his most valuable lesson within the past twelve months: “The one lesson we learned is that speed and efficiency in producing fabricated steelwork by means of CNC controlled equipment effectively reduced labor intensified man hours per ton. Once we were able to reduce our man hours by effective operation, we were able to become increasingly competitive—and profitable.”
Killelea & Co. earned their reputation as a quality steel erector.

Making Money with Peddinghaus

In the fall of 2004, Killelea faced a difficult decision in the future direction of their company. Their existing shop equipment had become increasingly troublesome and difficult to maintain. This equipment had come from a European machine tool manufacturer, who had problems in delivering spare parts and related after sale service. This situation could have continued to spiral downward, but Killelea reacted.

“*We made a decision to invest in new, modern technology from an old friend—Peddinghaus,*” advised Bob. “*We took the decision of purchasing a state of the art structural drilling and sawing line with complete material handling.*” (Photo A)

“We could not be happier with our Peddinghaus decision.” (Photo B)

In January, 2005, the Peddinghaus and Killelea installation team worked seamlessly to install the latest in machine tool technology for structural steel work:

- Peddinghaus model BDL 1250/9 CNC structural drill complete with carbide marking and countersinking
- Peddinghaus model DGP1270 band saw with Accumeasure saw measuring system
- An effective Peddinghaus material handling system consisting of Quiet Glide Lift and Carry Cross Transfer System and heavy duty roller conveying system.

The system provided Killelea the ability to process heavy fabricated or rolled sections up to 1250 mm wide down to the lightest channel or tube/pipe they wished to process. With the rugged, Peddinghaus design and manufacture, any heavy section could be processed. The Siemens CNC control technology, coupled with Peddimat software provided the DSTV links for a smooth transition to their CNC software automation.

The Killelea’s soon discovered exactly how fast and efficient the Peddinghaus System operated.

“The purchase of the Peddinghaus BDL 1250 drill and DGP 1270 band saw has increased our sawing and drilling capacity by 50%!“ advised Bob Killelea.

Pat Killelea clarified the machine productivity a bit further: “The new Peddinghaus DGP 1270 is so fast that we were able to eliminate a second shift of band saw operation.”

The DGP 1270 design utilizes a powerful 14.5 kw (20 HP) motor coupled with a rock-solid gearbox to drive a 67"wide x 1.6mm (2.6 x .063") blade. This potent combination routinely delivers cutting times that are 50% faster than any other band saw in the world.

Coupled with the fact that the DGP virtually eliminates scrap with its patented miter design, Killelea made a solid investment in their future.

The Peddinghaus Saw Accumeasure—powered from Peddimat—provides fast, accurate positioning that translates into cost savings, and is the ideal match for a productive sawing system. With an integrated carbide marking system, the section size can be cut up to a 60 degree miter, identified with a piece part mark any size or depth—all run in multiples—with no wasted material or time lost.

“The Peddinghaus BDL 1250 drill also impressed us with its speed and accuracy—we have produced 70 tons in one shift with this system.” (Photo C)

Industry Issues

In observing the steel structure market, Bob Killelea is of the opinion that health and safety issues are the simple most important factors. In the past few years, the BCSA and the HSE have both made great efforts in promoting the virtues of steel as the preferred material within the building industry with regards to safety, cost, and speed of construction.

The biggest threat to the vitality of the steel construction industry is the continuing specter of concrete as the preferred building material. An educated construction marketplace is vital for the continued growth of steel construction.

New and ever improving software packages are continuing to change the face of steel construction. Design, detailing, and production packages are having a greater impact on the competitiveness of steel in the construction market.

A Bright Future

In reviewing the past few months, Bob Killelea, took a moment to reflect: “Our new Peddinghaus equipment has increased our sawing and drilling capacity by 50%, which has given us the opportunity to move into new and larger markets. The speed of the machines will also give us an edge in gaining more of a market share in a highly competitive industry.”

Innovation is encouraged at Killelea with any staff member empowered to explore methods to benefit the company. This may relate to design issues, detailing, fabrication and erection methods. Open meetings are a regular feature where issues are discussed and adopted into plans, if accepted. It is truly an environment for growth and profitability.

When asked to advise one item about the company that most people are not aware, Bob Killelea replied with a grin, “We are the first company in the U.K. to purchase and install the Peddinghaus 1270 band saw.”
IF YOUR SAW CAN’T CUT IT...

Call PEDDINGHAUS for a cost saving analysis and see how an investment in technology CAN PAY BIG DIVIDENDS.

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Layout Your Future

Continued from page 2

Limit Crane Usage

The one lesson that we all learn is to limit crane or fork truck usage where possible. It is a delicate, time consuming, often dangerous task that invariably draws spectators. Take a walk through your shop and stop to look at a beam being lifted:
- The crane operator often looks for a center point
- He must adjust his clasp or chain and affix to the crane hook
- 85% of the time he must lower and readjust as the beam is not balanced
- He moves slowly to the next location, lowers slowly, and then takes time to unhook
- During this procedure, the eyes of other shop workers are drawn to the task, as they may need to exit the immediate area.

An efficient roller and transfer handling system eliminates these problems—plus the specter of stopping all production when the fidgety crane stops running—and maintenance is urgently needed to make repairs. Have you every stopped to calculate your labor and production costs if your crane goes down? Multiply your employees standing around times their salary and benefit cost (1.5) for an astronomical figure.

Concentrate on Loading Fabricated Steel

The major portion of your business plan is focused on earning profit. Income is only achieved when you deliver steel to the jobsite. Think of the all the steps along the way—and focus on streamlining your shop produc-

Measuring Carriages Don’t Measure Up!

A When located in the yard, long carriage grippers require protection from the elements.

B Inside a shop, valuable floor space is wasted. To process a 60 foot section, at least 70 feet of space is required.

C Sophisticated measuring carriages are complex mechanisms that require maintenance. These large, cumbersome devices make it impossible to smoothly move material through your shop.

Peddinghaus Appoints Richard Mercier Central Regional Manager

Peddinghaus Corporation is pleased to announce the appointment of Richard Mercier as Regional Manager for the Central Region of Peddinghaus Corporation. Richard brings a wealth of fabrication knowledge from his background with Matalis Perreault, a structural fabricator in Quebec City. Richard has been involved in all phases of steel construction, and has worked closely with many of our current users on various fabrication projects.

Richard will be responsible for all of Eastern Canada, as well as the Central Region of the United States—Minnesota to Louisiana and Indiana to Kansas. He can be reached via the Bradley office at 815. 937. 3800 or fax 815. 937. 4003.

You can contact him on his cell phone at 815. 922. 3064 or Richard-mercier@peddinghaus.com.
Arizona Cardinals Stadium
This 5,400-ton roof assembly was delivered on time by Schuff Steel using FabTrol MRP software

See how FabTrol MRP helped Schuff Steel deliver on time for the year’s biggest lift

Save time and money with software data exchange
With the new Arizona Cardinals football stadium, everything centered on “The Lift”—the erection of the huge roof assembly that would be the largest roof lift in North American history. The schedule was set in stone; late delivery was not an option.

How did Schuff Steel ensure timely delivery? According to Chris Fischer, Production Manager, one key was effective data exchange. By transferring information between their detailing software and FabTrol MRP for production management, they were able to streamline the procurement process and avoid manual data entry of the roof assembly’s 150,000-plus parts.

Learn more: “A Steel Fabricator’s Guide to Data Exchange”
Want to achieve similar results on your projects, but not sure how to get started? Read our free white paper on the subject, written just for steel fabricators, at www.fabtrol.com/roof.

FabTrol MRP: A better way to manage
- Integrated estimating, drawing log, material management, production management, and shipping software
- Seamless data exchange with Tekla Structures, SDS/2, StruCad, AutoCAD, and any KISS-compliant software
- Powerful integration with Peddinghaus and other CNC equipment

FabTrol Systems • 132 East Broadway, Suite 636, Eugene, OR 97401 • (888) FABTROL • Fax: (541) 485-4302 • www.fabtrol.com
Anglemaster

For Automatic Fabrication Of Angle Iron And Flat Stock

With its proven, rugged design, the Anglemaster can process all your angle and plate detail—eliminating the need for specialized equipment for particular procedures or moving angle stock from one machine to another. Its proven, rugged design allows you to continuously punch, shear, position, and unload angle and flat stock all in one operation. In addition, this automatic punching, marking, and shearing machine requires virtually no manual set-up. The absence of these steps and the manpower required to accomplish it, saves time and man-hours in the processing of angle and flat stock.

The Anglemaster is so precise and versatile that you can load stock from either direction without it actually being manned. You can even set it up so stock can be passed to the Anglemaster through a small opening in the shop wall from the outside. The compact design of the Anglemaster coupled with the feeding of stock from the outside saves valuable shop floor space for other procedures. And the best part is the Anglemaster is doing all the work inside—automatically and precisely.

It’s no wonder the Anglemaster is the preferred choice for fabricators of structural steel, towers, and manufacturing. The easiest, fastest, most accurate and profitable way to fabricate angle iron and flat stock in the world.

Guaranteed CNC accuracy.

THE NEW ANGLEMASTER 643
with multiple tools and scribe marking is the benchmark for angle/flat productivity.
SDS/2 enables engineers, detailers and erectors to work efficiently and accurately from one common database. There’s no need to rebuild models as the engineer hands off a project to detailers. On the job site, field engineers and contractors readily have access to the current connection designs and parts specifications. Features such as the CIS/2 Exchange and Web Review connect you to your partners better than ever. SDS/2 is still the epitome of structural steel design. Get connected. Call today.
PEDDINGHAUS WALL OF FAME

NOVEL IRON WORKS, INC.
Ms. Hollie Noveletskey/President
50 Ocean Road
Greenland, NH 03840
603. 436. 7950 Phone
603. 433. 7126 Fax

Islamic Center—Roxbury, MA
490 Tons
41'-0 wide by 26'-0 tall Dome
Modeled and assembled at Novel Iron Works site in Greenland, NH

80 Broad Street—Boston, MA
1,040 Tons
14 Story Condominium in Boston’s Financial District
Incorporated a Historic Building into the Design

Central Place Apartments—Malden, MA
410 Tons
6 Story Residential Unit with Parking Garage

Mystic Center East/West—Medford, MA
3,000 Tons
“Transit Oriented Waterfront Development”
650 Residential Units/1,350 Car Parking Structure/100,000 Square Foot Retail Space

YDC–Youth Development Center—Manchester, NH
650 Tons
Traditional New England Hip and Valley Construction
ISAACSON STRUCTURAL STEEL
Mr. Ron Mulaire/Vice President
40 Jericho Road
Berlin, NH 03570
603. 752. 2044 Phone
603. 752. 4237 Fax

STRUCTURAL STEEL CONSTRUCTION PROJECTS PRODUCED WITH PEDDINGHAUS EQUIPMENT

Foxwoods Resort and Casino—Mashantucket, CT
16,000 Tons
Erected over a 2 1/2 year period; 1.4 million square feet; the 21 story Grand Pequot Hotel contains a variety of structural steel elements—from jumbo column sections and massive plate grids to large trusses spanning 100 feet.

Dartmouth Hitchcock Medical Center—Lebanon, NH
3,365 Tons
Hospital, Research Facility
Isaacson fabricated and erected five separate buildings for the Dartmouth Hitchcock medical expansion over a four year period.

Residences at Manchester Place—Manchester, NH
996 Tons
Nine story high-rise in downtown Manchester, NH; includes a 309 space adjacent parking garage. The design included CanAm Steel’s HAMBRO joint system.

Children’s Hospital—Boston, MA
3,079 Tons
This 20 story project includes 325,000 total square feet of space; most dedicated to ongoing medical research.

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In a family business, you learn many things from your father. One of the most valuable lessons I learned from my Dad is the importance of quality, timely CUSTOMER SERVICE.

As you know, at Peddinghaus, customer service is our prime corporate motivation.

As customers and industry partners, you place your confidence in our products and technology. At Peddinghaus, our goal is to repay your confidence with superior quality and customer responsiveness unmatched by anyone in our industry.

We take our service responsibility very seriously. We invest very heavily in spare parts inventory (with next day shipment guarantees) and personnel. The Peddinghaus service team has expanded by 35% these past six months with new telephone and field service technicians—drawn from our own working ranks—with experience on Peddinghaus equipment. Our goal is to respond within 24 hours to any field service need.

It’s Customer Service, not Lip Service

In today’s marketplace, the term “customer service” is used very loosely. Many firms serving the structural steel fabrication industry speak of their service capabilities in “glowing” terms. But beware; the “glow” can end up burning you when these companies do not maintain the capacity to take care of their machines.

At Peddinghaus, we understand that we are not free from our own service issues, and we work hard to correct them. But also, we have had requests from structural fabricators asking for our service assistance on competitive equipment, which is non-operational. The problems range from unavailable telephone assistance, to lack of field service techs, to nonexistent spare parts.

Fabricators have told us horror tales of the costs involved when their non-Peddinghaus machine breaks down when they are in the middle of a job with severe penalties for late delivery. Many abandon these competitive machines, in favor of manual methods to meet shipping deadlines.

When you consider the increased labor (average shop rate of $50/hour) times the number of men required (average 10 or more), plus the additional material handling ($10 a crane lift), you easily reach $5,000 PER DAY. That’s when Peddinghaus’ service commitment saves you money.

The combination of knowledgeable technicians, spare parts availability, and a rugged, quality design, are the Peddinghaus Corporate benchmark. While machine productivity is our passion, Superior Customer Service remains Peddinghaus’ tradition and our heritage.