

## New equipment speeds up N.H. sheet metal shop

The heart of Total Air Supply's sheet metal shop was a 30-year-old Engel Industries coil line.

The front of it, production manager Rich Hagerty said, was "as solid and fast as anything you can buy today."

But the back end was slowing the New Hampshire-based operation to 22 feet per minute.

Company Vice President Sue Quintiliani and Hagerty wanted to increase production. They looked at each piece in the shop, calculating the return on investment if they replaced them. They decided the first two pieces that should be changed were the insulator and pinner, both originals.

They chose an extruded adhesive system from Iowa Precision Industries and a Power Pinner 50 welder made by Gripnail Corp.



Total Air Supply production manager Rich Hagerty (left) and Vice President Sue Quintiliani in front of the company's upgraded coil line, which includes an adhesive system from Iowa Precision Industries, a Power Pinner 50 from Gripnail Corp., and a Corner-Matic made by Iowa Precision.

"Today's technology is faster and better," Hagerty said. "Now I am running at 52 feet per minute and every piece of duct is perfectly glued and pinned. In addition, the extrusion



The complete coil line with the new equipment installed is 7 feet shorter than before the new equipment was added.

system has a hot water flush and can be cleaned in only 15 minutes."

He added that 40 percent of the shop's output is lined ductwork, which made insulating speeds very important.

The company also replaced the coil line's drive-cleat bender and a transfer table. Hagerty said he likes the way the new Iowa Precision transfer table uses "pusher dogs" to square up the metal and the new, compact cleat bender. The total line is now 7 feet shorter.

Since they only replaced the slowest parts of their line, the company saved enough money to purchase a Corner-Matic machine, also from Iowa Precision. The Corner-Matic inserts corners simultaneously and crimps them into place.

They expect the new equipment will pay for itself in 29 months.

"This new equipment has tripled our production, reduced our response time and made us even more competitive," Quintiliani said.

The machinery was purchased from Mark Ward at Machinery Service Inc. Ward coordinated the manufacturer's service technicians and the whole installation was completed in two days. 