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SHOW DAILY

NORTH AMERICA'S LARGEST METAL FORMING, FABRICATING, WELDING AND FINISHING EVENT

OFFICIAL SHOW NEWS | TUESDAY, NOVEMBER 11, 2014

Bridging the Manufacturing Skills Gap with Veterans

In the next two years more than 400,000 men and women will be leaving the U.S. military to work in the civilian realm. To potential employers, this group brings technical skills, a great work ethic, a team mentality, and a mission-driven approach to what they do. Manufacturers need to take heed of both these and existing veterans, if they haven't already, because their skills and training translate well into manufacturing jobs. This sounds like a hiring manager's dream, especially as the demand for skilled workers grows.

Today's "Bridging the Manufacturing Skills Gap with Veterans" session, from 12:30 p.m. to 1:30 p.m. in Room C101, will discuss the gap between available jobs and the highly skilled veterans with desirable leadership qualities seeking employment. Learn about the organizations and resources available to connect both sides and how veterans could be the key to bridging the skills gap.

Joel Hans at manufacturing.net, explains that both veterans and hiring managers experience a disconnect

when it comes to post-military employment. Veterans often think the skills and qualities they picked up in the armed forces can't translate to the lives most Americans are living. As a result, many veterans struggle to find good work. Meanwhile, hiring managers may look at the resume of a veteran and scratch their heads, either not understanding the jargon or wondering how a former tank mechanic would bring any benefit to their manufacturing facility.

Organizations like Workshops for Warriors in San Diego have been

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Why Domestic Manufacturing Is So Important

Walmart VP of Manufacturing Shares What the Mammoth Retailer is Doing to Bring More Jobs Home

The return of manufacturing jobs to the United States isn't breaking news. Overseas labor and energy costs continue to rise, as does the cost of shipping goods to the other side of the globe. Simple math now shows that the savings enjoyed from manufacturing abroad in decades past appears to have diminished enough to where quality and supply-chain issues make paying a little more for domestically manufactured products worth the extra cost.

This morning's keynote presentation at 9 a.m. in the Thomas Murphy Ballroom, "Creating U.S. Jobs and Bringing Manufacturing Home," by Cindi Marsiglio, Vice

President of U.S. Manufacturing at Walmart, will look at why domestic manufacturing is so important, in terms of creating U.S. jobs, rebuilding the middle class, while continuing to provide customers with the best possible prices and quality.

The benefits of manufacturing in America are that domestic production improves productivity that results in higher wages, creates agility and security by bringing supply chains home, and helps maintain brand integrity by the ability to highlight local manufacturers and/or suppliers, according to sourcing expert Macala Wright.



Cindi Marsiglio,
Vice President, U.S. Manufacturing, Walmart

So how do U.S. manufacturers get a piece of this expanding market? Walmart recently pledged to spend \$250 billion over the next 10 years on products made or assembled in the United States, and has already announced several

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DON'T MISS TODAY!

Keynote - Creating U.S. Jobs and Bringing Manufacturing Home

Cindi Marsiglio, VP, U.S. Manufacturing, Walmart
9:00 a.m., Thomas Murphy Ballroom, Bldg.B, Level 5

Bridging the Manufacturing Skills Gap with Veterans

12:30 p.m., Room C101, Bldg.C, Level 1

Changing the Way American Employers Think About Vets

2:00 p.m., Room C101, Bldg. C, Level 1

Manufacturing Talk Radio

Live Broadcast: 1:00 p.m., Hall B, Booth B5438

Additive Manufacturing/ 3D Printing Resource Center

Hall A, Booth A2427

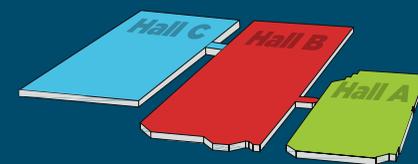
AWS U.S. International Welding Trials

Hall A, Booth A3338

Spin To Win

Hall A, Booth A3000
Chance to Win Prizes
11:00 a.m.- 6:00 p.m.

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Hall C: Welding, Tube & Pipe, Thermal Spray

Hall B: Forming & Fabricating, Finishing, METALFORM

Hall A: Forming & Fabricating, Finishing, METALFORM, Welding

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FIBER LASER TECHNOLOGY

1

NEW ZETA-7 FIBER TECHNOLOGY

The OPTIPLEX Fiber incorporates new Zeta-7 features that automate and optimize the Fiber laser process. This ground-breaking technology incorporates a new Mazak-exclusive head design and integrates intelligent automation features with superior cutting speeds to deliver greater throughput.

2

NEW NEXUS PERFORMANCE & VALUE

Introducing the OPTIPLEX NEXUS 3015 laser-cutting machine that delivers a cost effective solution that includes Mazak's cutting-edge Preview 3 control. This unique laser is available in a two pallet design and can be utilized with Mazak's extensive range of automation solutions.

3

NEW COMPACT AUTOMATION

Mazak will demonstrate a new vertical automation system on an OPTIPLEX 3015 Fiber laser-cutting machine. Mazak was the first company to patent a Flexible Manufacturing System for laser machines and leads the industry with a wide range of solutions. Over 700 Mazak laser machines are installed in automation systems in North America.



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FABTECH BOOTH B3525

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Experience Live Radio Broadcasts from the FABTECH Show Floor at 1:00 Daily

Manufacturing Talk Radio, a weekly live Internet Talk Radio show which broadcasts to manufacturers of all sizes across America will be broadcasting each afternoon from the FABTECH show floor, and their studio in booth B5438. There's room for an audience, so plan now to join the show.

Show host, Lew Weiss, and co-host, Tim Grady, present breaking news and tackle discussions of business trends and economic forecasts in manufacturing for small, medium and large manufacturers across America. The broadcasts from FABTECH will present a range of interviews that will include keynote speakers, members of the industry executive panel, exhibitors, show organizers, economic analysts and attendees.

Live broadcasts daily will provide seating for audience members. Shows will be conducted Tuesday and Wednesday from 1:00 p.m. till 3:00 p.m. and Thursday from 1:00 p.m. till 2:00 p.m. But don't be surprised if you see representatives from the radio show walking the aisles, checking out the exhibits and conducting impromptu interviews with attendees. If you've ever wanted to be the subject of a broadcast interview, with an opportunity to share your opinions, you just might get that opportunity at FABTECH. Become a member of the audience at Booth B5438 and take advantage of this chance for your 5 minutes of fame. All live shows are recorded and placed on the Manufacturing Talk Radio website (MfgTalkRadio.com) for download as podcasts. So you can hear all of the FABTECH broadcasts whenever you like after the show closes.

Scheduled interviews include:

- Tuesday's keynote speaker, Cindy Marsiglio, Vice President, U.S. Manufacturing for Walmart. She'll be talking about their new initiative to spend \$250 billion dollars over the next decade on U.S. made products from current and new suppliers.



- Wednesday's keynote speaker, four-time Super Bowl champion and Vietnam veteran, Rocky Bleier will talk about being the best you can be in today's highly competitive market.

- Dr. Chris Kuehl, economic analyst for the Fabricators & Manufacturers Association will talk about the economic outlook for the coming year and trends that will impact manufacturing.

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Introducing the COLE-TUVE Flanging Machine and Circle Shear

The COLE-TUVE by Sahinler Combination Flanging Machine and Circle Shear is offered in two sizes. Model SDK-6 has capacities of 1/4" in mild steel and 5/32" in stainless steel. The Model SDK-8 is for 5/16" mild steel and 3/16" stainless steel. Both the cutting and the flanging operations are done on the same head. These are ideal machines to manufacture tank heads. When coupled with a plate bending roll, a facility would have the ability to fabricate complete tanks. Centreville Manufacturing, in Centreville, MD, recently invested in an SDK-6 and an 8' x 5/16" hydraulic plate bending roll (Model MRMH 2550 x 200) and is busy using both for a stainless steel tank bid that they were awarded. COLE-TUVE is



the exclusive North American distributor for Sahinler and sells a complete line of fabricating machinery. ■

Stop by the COLE-TUV booth# B4425 to find out more.



A Salute to Our Veterans

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Wolf Robotics booth: #C1250
Airgas booth: #C1334
CRAW Competition: #A2825

Tri Tool Introduces the RBL-G2 Next-Generation Clamshell Lathe

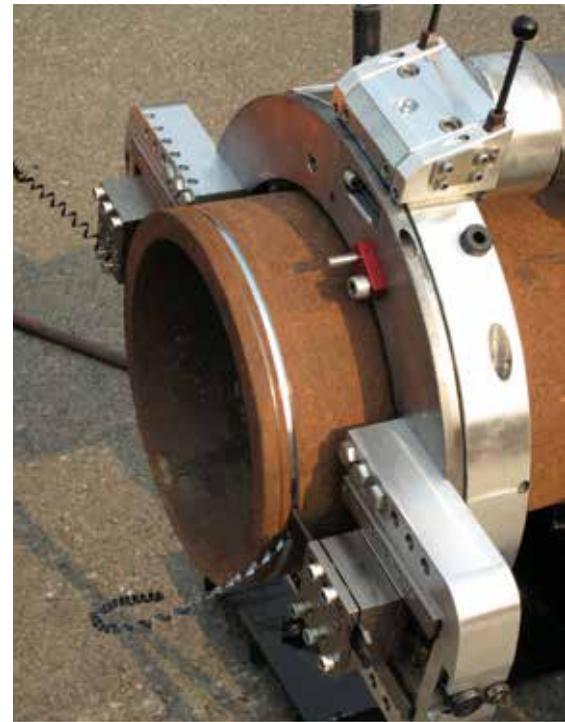
Tri Tool is building performance for its customers with quality tools, services and teams. The precision severing, beveling and weld preparation machines are unmatched for durability and machining performance, and the full line of pipeline equipment delivers productivity for the pipeline industry. With the lack of skilled welders worldwide, its programmable, mechanized orbital welding system provides improved performance, less training and accurate repeatable welds. Tri Tool Services has developed a solid reputation as a trusted provider of dependable, cost-effective on-site solutions, including turnkey project management, machining operations and automatic and manual code welding, using some of the most experienced and well-trained machinists and welders in the world. Tri Tool offers flexible project management options through cost-effective equipment rental, ideal for new construction, scheduled or emergency outages, decommissioning or short-term projects.

Tri Tool proudly introduces the new RBL-G2 at FABTECH 2014. The next generation in clamshell lathes, the RBL-G2 was designed for increased safety, performance and speed, making it faster, better and safer. An innovative, patent-pending tool block design allows the tripper mechanism to remain in a fixed and low-profile location adjacent to the tapered drive housings. The result is significantly fewer pinch points throughout the entire usable range of the machine. Tri Tool improved performance and ease of use while

maintaining the precision and durability its customers have come to expect. The new RBL-G2 severs and bevels up to three times faster with its new high-speed motor that mounts to the drive housing (in either an in-line or right-angle position), adding flexibility and reducing machining time. A simplified tool bit setup also saves time and reduces the training required. An economical high speed carbide sever kit permits sequential sever and bevel operations with minimal setup and without having to reposition the clamshell lathe. For more information about the RBL-G2, stop by the Tri Tool booth #C1304.

Don't miss the live welding demos throughout the show featuring the AdaptARC® orbital multi-process welding system. This system features the versatile OrbitMaster® programmable weld controller and Dual ARC® weld head for GTAW, FCAW, GMAW -P (pulsed spray) and GMAW-S (short arc). The field-proven AdaptARC welding technology delivers repeatable precision, intuitive programming and ease-of-use, with rapid changeover between modes.

Tri Tool is keenly aware that its customers rely on ongoing engineering research and quality manufacturing to consistently produce the best tools. The company is dedicated to providing thorough customer support and has experienced staff to help customers succeed in their next project. See how Tri Tool is building performance; visit Booth #C1304. ■



Plex Systems Brew & View

What's Next:
Mobile & Wearable
Technology's Impact on
the Manufacturing Industry

Tuesday, November 11
4:00 p.m.–5:00 p.m. Room C101

Today's manufacturing environment is an increasingly complex integration of engineering, manufacturing, supply chain, information and technology systems. The perception that factories are monolithic, inflexible is inaccurate and outdated. In fact, today's manufacturing environment is technologically advanced and innovative.

Come enjoy complimentary food and drink while Plex Vice President of Development Jason Prater discusses the significant impact that technology has had on today's manufacturing environment and how cloud, mobile and wearables are paving the way for the future of manufacturing. ■

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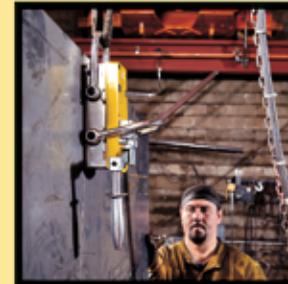
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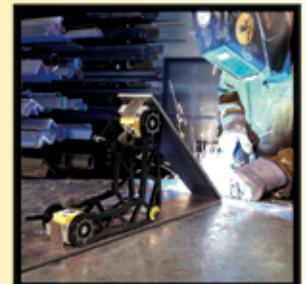
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Custom Bike Builder Jesse Srpan Brings Choppers and Talent to FABTECH

Many people don't get the opportunity to turn their hobbies into a successful career, but when natural instincts and passion combine, the result can be very rewarding. Twenty-four-year old Jesse Srpan has been building and modifying bikes since he was 13, but he's been exposed to the lifestyle for as long as he can remember.

Srpan grew up watching his dad working on and racing motocross bikes and spent most of his childhood summers employed by his father at their family-owned construction business. By the time he was 13, he had saved enough money to buy himself a welder and then took an old, rusted 1970s mini-bike out of the garage and rebuilt it. From there on his passion only grew and he continued to create other custom mini-choppers, eventually leading him to start his full-time business Raw Iron Choppers in 2009.

As anyone who wants to fabricate motorcycle frames knows, welding is an important part of job. Srpan began taking welding classes in school and went on to compete in the Ohio State SkillsUSA Welding Competition in 2010, bringing home 1st place. He later placed 15th overall in the National SkillsUSA Welding Competition. Most recently, Srpan was crowned the 1st place winner on the Discovery Channel show *Bikerlive*, the Rust belt episode. On the episode, Srpan competed in a bike build off between three prominent shops in the state of Ohio.

Srpan has dedicated countless hours to perfecting his knowledge of the welding craft. He is an AWS/ASME certified welder in GTAW (stainless, steel, aluminum and chromoly), GMAW 3G & 4G, FCAW 3G, SMAW 3G & 4G, and ASME Boiler and Pressure Vessel Code 2G.



His ingenuity and radical design concepts have garnered national media attention and he has been featured on multiple covers and magazines such as *American Iron*, *The Horse Backstreet Choppers*, and *Ridin'*.

Influenced by top bike builders in the industry such as Jesse James, Billy Lane, and the Martin Brothers, Srpan felt that he wanted to expose his own ideas, style and talent in the industry as well. He can usually be

found welding, fabricating or even teaching someone how to weld in his Chardon, OH shop. His company not only builds custom one-of-a-kind bikes from the ground up, but they also have a full weld shop and Srpan and his dad Rick do anything from hand rails, frames, and body work to individual custom parts as well as repair work.

During FABTECH, Srpan will be at BESSEY Tools booth C2622. BESSEY Tools is celebrating its 125th anniversary in 2014 and is a global leader in the hand tool clamping and cutting categories. Srpan will be doing product demonstrations utilizing some of his bike build set ups. He'll also have giveaways, be available to sign autographs, take photos, and chat with attendees. Meet and Greet times for all three days of the show will take place from 10:00 a.m. - 12:00 p.m. and from 2:00 p.m. - 4:00 p.m. ■

Those hoping to catch a look at some of Srpan's bikes will also have the opportunity to do so. His winning chopper that was featured on Bikerlive will be at the BESSEY booth and he will also have additional custom choppers on display in Concourse C at booth C6.



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Bridging the Manufacturing Skills Gap with Veterans

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making great strides toward training veterans for careers in welding and machining, as well as offering job placement advice and services. Rocky Bleier, tomorrow's keynote speaker and a U.S. Army veteran himself, also works with former service men and women to help make the transition to the civilian workforce. And, the Society for Maintenance & Reliability Professionals offers job training programs for veterans.

"If somebody had told us, three-to-six months before we had gotten out, that these jobs were available, we'd have gotten there immediately," U.S. veteran Michael Aroney told manufacturing.net. Aroney admitted that most veterans stumble their way into work outside the military, much like he did before finding a career as a maintenance and reliability professional. It turns out his experience keeping airplanes safe and reliable transferred over well, he just had to find the right niche.

Manufacturers need to understand that veterans have been trained to be skilled craftspeople who

are able to fix equipment in a factory to keep the plant running. Aroney feels employers have "broken the code" as to what military jargon on the resume of a veteran means. And he's not talking about maintenance-only professionals. Many veterans received extensive training on sophisticated, state-of-the-art equipment. Keeping the machines operating within tolerances is standard operating procedure in the military. So the submariner who might not know how to run a sophisticated piece of machinery in a factory probably could learn pretty quickly, and he or she can do it with patience, drive, and commitment.

But skills aren't the only thing veterans come equipped with, there's also a work ethic and focus on accomplishing the mission that employers need. Thinking on your feet, pitching in, acting quickly, and making decisions are all part of the military mindset.

Manufacturers need to actively seek this segment, especially since some recent veterans

are still finding their way in the civilian job market. Showing up to military job fairs and setting up booths there is a great way to increase a manufacturer's presence with potential employees. It's also up to manufacturers to communicate what the industry looks like today, to advertise the benefits of pursuing a job within the manufacturing industry.

Partnering with some of the agencies listed above and others, Hiring America's Heroes for example, helps bridge the gap between companies and skilled veterans by promoting best practices in recruiting, hiring, onboarding and retaining throughout the military-to-corporate transition, according to manufacturing.net.

Finally, employers should realize the leadership potential of veterans. While in the service, these men and women received leadership training on a daily basis, and they taught those behind them how to take their place. Manufacturers should be able to see clearly the scalability in that. ■

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Compact New DE-STA-CO 8700 Series Pneumatic Lever Clamp is the Right Clamp for Tight Spaces

DE-STA-CO's new 8700 series pneumatic lever clamp is a lightweight, space-saving alternative to traditional pneumatic toggle and swing clamps, giving fixture builders a reliable option for tight spaces.

"Space is in short supply on complex welding and assembly fixtures," says Ken Hagan, global product manager for DE-STA-CO. "Although they offer superior holding power, traditional pneumatic toggle clamps are often too large for this type of tooling. Swing clamps are compact, but their rotating design does not work for all applications. That's why DE-STA-CO developed the 8700 series lever clamp, which provides the best of both worlds."

The 8700 series pneumatic lever clamp features an arm that arcs up and out of the way on a single plane. Since the arm does not rotate to the side like a swing clamp, it remains completely within the clamp's footprint while in the open position. This helps to eliminate interference with adjacent components on crowded fixtures.



The new 8700 series pneumatic lever clamp from DE-STA-CO provides up to 25 percent more clamping force than comparably sized swing clamps, but its arm remains completely within the clamp's footprint while in the open position. This makes it ideal for tight spaces.

While it delivers up to 25 percent more clamping force than comparably sized swing clamps, the 8700 series lever clamp does not lock like a toggle clamp. This means it can accommodate materials with differing thicknesses. The clamp's lever design provides a consistent clamping force on materials that have up to 3.8 mm of variation, depending on clamp size.

To further enhance the 8700 series lever clamp's versatility, DE-STA-CO engineers encased the clamping mechanism in a threaded body. This provides users with the option to thread the clamp through an opening in the fixture with optional mounting nuts for easy height adjustment. The 8700 series lever clamp also features standard mounting holes on the upper flange for traditional mounting.

The 8700 series' lever arm can be positioned facing left, right or forward within the same clamp body for flexibility. The body is constructed of hard-coated aluminum, which makes it lighter than traditional steel clamps, while maintaining durability. The 8700 series lever clamp also features a hard chrome piston rod, alloy steel pivot pins, self-lubricating bearings and high-quality seals for enhanced durability.

Four bore sizes are available for virtually any application: 25 mm, 32 mm, 40 mm and 50 mm. Clamping forces vary from approximately 45 lbs. to 170 lbs., depending on the bore size.

"The 8700 series lever clamp fills a gap in DE-STA-CO's previous line of industry-leading workholding products," says Hagan. "Offering versatility, a compact profile and a lightweight body, it is the right clamp for tight spaces."

To learn more about the DE-STA-CO 8700 series pneumatic lever clamp, stop by the DE-STA-CO booth #C3666. ■

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Kelly Engineering Resources

Brunch & Learn

GEN-Now
Tuesday, November 11
10:00 a.m. – 11:00 a.m. Room C101

With four different generations functioning in the workplace today (and a fifth one just around the corner), many organizations are faced with understanding how to adapt. These generations are wired differently, they work differently, and organizations need to adjust their talent strategies — or they'll be left behind.

Come enjoy complimentary food and drink as Dan Trupp of Kelly Engineering Resources discusses how to adapt to generational differences in the workplace. ■

Brought to you by:

KELLY engineering resources

ESAB Presents New All-Star Line Up with Baseball Themed Fun

ESAB and Victor Technologies are bringing America's favorite pastime to FABTECH. The joining of ESAB, a global expert in manual welding and cutting equipment as well as in welding consumables and welding automation and cutting systems and Victor Technologies, known for their branded solutions in cutting, welding and gas control, have created a new All-Star team that brings together five premier brands: ESAB, Victor, Tweco, Stoody and Arcair. The lineup will be highlighted at booths C2444, C2454, and C2466 with a number of All-Star promotions centered on the baseball theme.

Pitching Booth: Anyone looking for a breath of fresh air can relive the glory days of their youth by stepping outside Halls B and C of the Georgia World Congress Center, where ESAB is hosting a fast pitch contest. Participants get one free throw inside a baseball cage that will measure the speed of their pitch. Those looking to try again can donate \$5 for three more balls. The donation goes to the American Welding Society scholarship fund and ESAB will match all donations. There will be one daily winner each day of the show but all participants who donate will receive a plastic-cased Rawlings® baseball complete with All-Star logos.

Cutting Contest: Also taking place outdoors, the company will host a cutting contest twice a day. Visitors can test their cutting skills using Victor gas and plasma cutting equipment to win a complete Victor gas cutting outfit or the grand prize of a Victor Thermal Dynamics manual plasma cutting system.

Helmet Painting: Second place winners in the cutting contest will get a custom painted welding helmet. Joshua Shaw, vintage car restorer and artist, will be on hand to custom paint new welding helmets for the prize winners.

All-Star Scratch and Match: Booth visitors watching ESAB product demonstrations will have the chance to win instant prizes, including smoked welding sunglasses, an All-Star t-shirt, a welding helmet, or a complete welding shop with ESAB's All-Star Scratch and Match promotion. Plus, all participants will have a second opportunity to win the grand prize by entering a second chance promotion.

Power Lineup Trading Cards: Visitors to the ESAB booth will receive a pack of Power Lineup trading cards that highlight stats on 12 featured products. A special 13th card provides an opportunity to sign up to win an exclusive prize.

Helmet-a-Day Giveaway: Show attendees who sign up for the ESAB e-newsletter will be automatically registered for a daily drawing to win a high-performance Warrior™ Tech welding helmet. ■

Don't miss the excitement that ESAB and Victor Technologies brings to FABTECH with an All-Star product lineup! Stop by booths C2444, C2454, and C2466 to learn more.

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**NOV 11-13, 2014
ATLANTA, GA**

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FABTECH 2014 to Host Industry Night at Atlanta's College Football Hall of Fame

FABTECH is getting in the game! The event is hosting its first FABTECH Industry Night tomorrow, Wednesday, November 12, 2014 at the College Football Hall of Fame in Atlanta, Georgia. Sponsored by Georgia Power, Industry Night provides FABTECH attendees an exclusive look at one of Atlanta's newest attractions.

For FABTECH attendees, the opportunities to interact with manufacturing industry leaders don't stop at the FABTECH show doors. Within walking distance of the show, Industry Night at the College Football Hall of Fame will provide invaluable networking opportunities beyond the exhibit hall floor. Attendees will enjoy food and drinks while connecting with old friends and



College Football Hall of Fame, Atlanta, GA



mingling with new peers, all while surrounded by some of the most iconic symbols of college football and images of the sport's greats.

One planned high point of the evening will be a special appearance by four-time Super Bowl champion, Vietnam War veteran and FABTECH keynote speaker, Rocky Bleier. Bleier will speak that same day (Nov. 12) at 8:30 a.m. to FABTECH attendees, offering parallels between the challenges he's faced and the challenges all manufacturers face in today's crowded, competitive marketplace. His motivating message will provide the audience with the drive to achieve their goals and improve their business.

The College Football Hall of Fame opened on August 23, 2014, making FABTECH Industry Night guests among the first to experience the exhibits. Attendees will enjoy an interactive experience customized to their favorite college team. In addition, guests will be able to view exciting galleries and immerse themselves in the world of college football - from sitting in a replica of the ESPN College GameDay Desk to testing their talents in the Skill Zone, a 45-yard replica of the Chick-Fil-A Peach Bowl field. ■

Tickets can be purchased at any of the registration locations: Hall A/B registration lobby (fourth level) and Hall C Lobby. Tickets are \$75, and include admission, a customized Hall of Fame fan experience, cocktails and hors d'oeuvres.

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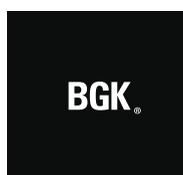
See for yourself
FABTECH 2014
Booth #B625



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Technologies by **Finishing Brands**



NEW CNC CUTTING, WELDING AUTOMATION PRODUCTS AND PROCESSES FROM ESAB

A new compact cutting machine and high-productivity robotic welding cell with new tandem MIG welding process at FABTECH 2014 showcase leading-edge ESAB technology designed to meet today's production requirements.

ESAB's total system supplier approach provides complete solutions for more efficient and productive mechanized cutting and welding automation operations.

SMALL GANTRY, MULTI-PROCESS CUTTING MACHINE

The new SGX is a compact, automated cutting machine for plasma and oxy-fuel cutting, designed with ESAB's renowned technology made affordable for the small fabricator or manufacturer.

This rugged, high-performance machine carries up to three tool stations: up to two oxy-fuel torches and one plasma station that can be equipped with ESAB's m3-IGC Precision Plasma System for high-quality cutting up to 50 mm (2 in.) thick on mild steel, 38 mm (1.5 in.) on aluminum, and 25 mm (1 in.) on stainless steel.

A compact, rugged, easy-to-use design

Performance and accuracy are assured with a heavy steel beam, precision-machined mating surfaces, and linear rail. This rugged design ensures smooth motion, accuracy and long-term machine durability. SGX enables higher productivity with rapid cut-to-cut cycle times through the integration of dual-side, high-speed AC drives and a fast torch lifter.

SGX is engineered to meet your needs:

- The machine's compact design minimizes floor space requirements. One-meter rail increments keep the footprint small to maximize production space.
- Simple, automated operation makes the SGX easy to operate. A built-in process database in ESAB's Vision® T5 CNC fully integrates ESAB plasma and oxy-fuel process controls into an easy-to-use touch-screen interface.
- An oxy-fuel gas control automatically switches between low preheat and high preheat pressure. Ease-on cutting oxygen handles piercing of thicker materials.
- Gas controls are conveniently located at the side of the machine, where the operator has easy access and can see the torches while making adjustments.

Options to optimize production

SGX can be configured with a wide range of plasma options, from simple air-plasma systems up to fully automatic 360 Amp multi-gas plasma systems. The machine can be equipped with ESAB's m3 Plasma® for cutting up to 50 mm (2 in.) in mild steel. The m3 Plasma system achieves superior cutting results over a wide range of material types and thicknesses, and produces a high-quality cut face with low dross, requiring little secondary clean up. It features an automatic gas control integrated with the process database on the CNC for fast and easy process setup without the guesswork.

SGX is available in sizes to cover plates up to 2.5 m (8 ft.) wide, and up to two 6 m (20 ft.) long plates end-to-end. ESAB's newest cutting machine is offered with a choice of downdraft tables or water tables for dry or under-water plasma cutting.

HIGH PRODUCTIVITY PRE-ENGINEERED ROBOTIC WELDING CELL

The latest robotic welding solutions from ESAB include the Swift Arc SL side-load robotic welding cell with new tandem Swift Arc Transfer (SAT™). This pre-engineered robotic welding cell offers high flexibility and high throughput in a complete robotic welding system.

Flexible, automated welding solution

ESAB's Swift Arc SL side-load robotic cell with new tandem SAT delivers travel speeds well beyond the limits of normal spray arc welding for high-productivity automated welding. Swift Arc SL is designed for robotic welding of large parts at high production rates. Dual trunions manipulate parts from two sides, allowing welded parts to be unloaded and new parts to be loaded during the welding process for continuous "arc on" time.

Tandem SAT increases throughput

Enhancing the speed and productivity of the robotic cell is a new tandem SAT process that uses twin welding wires running simultaneously through the cell's robotic torch to deliver exceptionally high deposition rates. This high-productivity MIG welding process produces flat welds with good penetration and without undercut. Its low heat input results in less deformation. Less part deformation and limited spatter minimizes post-weld labor helping lower production costs.

Continuous production through superior wire feeding

The SAT process uses ESAB's OK AristoRod™ non-copper coated wires to reduce contamination of the feed system with copper particles. This results in dependable feeding properties and a consistently stable arc at high welding currents and wire feed speeds.

The Swift Arc SL is part of ESAB's Swift Arc series of pre-engineered, robotic welding cells available in four models: Swift Arc AL (angle-load), Swift Arc FL (front-load), Swift Arc SL (side-load) and Swift Arc ML (mobile learning) robot cells. Each

pre-engineered cell is a robust welding system that because of its modular configuration can be delivered and installed quickly. The robotic system comes ready-to-weld. Just hook up the input power gas and wire to start welding.

A complete work cell

ESAB's total systems approach provides a complete work cell that includes power source, technical support, close integration with robotics partner KUKA, and a knowledgeable applications team.

ESAB partners with KUKA to bring to market the latest in robotic welding technology. This partnership delivers high performance solutions with more standardized features for steel, stainless steel, aluminum or other non-ferrous GMAW applications. These robotic packages are easy to use and easily programmed for enhanced productivity and quality.

See these new products and processes in action at FABTECH booths C2444, C2454, and C2466 or visit www.esabna.com for more information.



INTRODUCING THE SGX: A compact CNC cutting machine that's heavy on features but light on your wallet.

- **Compact design:** The SGX requires minimal floor space. One-meter rail increments keep the footprint small and maximize production space.
- **Rugged:** Performance and accuracy are assured with a heavy steel beam, welded and machined construction, and linear rail.
- **Ease of use:** ESAB's Vision® T5 features an easy-to-use touchscreen and built-in process database for simple plasma and oxy-fuel setup.
- **Precision:** As an option, the SGX can come equipped with m3 Plasma® technology for high-quality cutting up to 50 mm (2 in.) thick on mild steel, 38 mm (1.5 in.) on aluminum, and 25 mm (1 in.) on stainless steel.

To learn more, go to esab-cutting.com

ESAB Cutting Systems / esab-cutting.com / 888.372.2288



SEE US AT
FABTECH 2014
AT BOOTHS
C2444, C2454
AND C2466.

POWER



There's a new team in town. The joining of ESAB and Victor brings together five heavy hitters. Now all the welding and cutting solutions you need are available from one company – ESAB.

Here's what you can look forward to in our booth at FABTECH.



Achieve aluminum welding perfection with the new Aristo[®] MIG 4004i Pulse and AlcoTec[®] NT wire.

- Developed with the experts at AlcoTec
- 50 pre-programmed synergic lines specifically designed for aluminum
- Complete control with the ability to customize your own lines



Enlist the WARRIOR[™] Multi Voltage unit with the new Mobile Feed and WARRIOR Dual Feed.

- Versatile unit with 230V 3-phase or 460V 3-phase power
- Mobile Feed extends reach moves wire feeding farther away from the power source
- Dual Feed increases productivity through a dual-feed system for multiple processes



LINEUP.



Get blown away by SGX – the latest small gantry cutting machine.

- Heavy steel beam, welded and machined construction, and linear rail ensure stability and accuracy
- Fully integrated Vision™ T5 CNC has an easy-to-use touchscreen and built-in process database for simple plasma and oxy-fuel setup
- Small footprint requires minimal floor space
- Dual-side, high-speed AC drives and torch lifter deliver faster positioning for higher productivity for quicker cut-to-cut cycle times



The Tweco Spray Master™ meets its match with new, extended-life Velocity™ consumables.

- Velocity tip lasts longer and plays the dual role of tip and diffuser, allowing gas to flow through the tip and cool it by 30 percent
- Superior arc performance thanks to fewer electrical connections, better electrical contact, and a cooler tip
- Higher productivity with less downtime with fewer tip changes, less splatter, and less cleanup



Get ahead of the curve with the Swift Arc Side Load robotic welding cell with innovative, high-speed Tandem Swift Arc Transfer (SAT™).

- A cost-effective option for robotic welding of large heavy parts
- Tandem SAT translates into extreme deposition rates and great penetration in a single pass
- Tandem arc torch has an innovative design and top-notch cleaning system



Innovative Victor EDGE™ Series regulators offer unmatched safety and advanced performance.

- Protected by patented industry-leading SLAM technology, this is the only regulator that is built to withstand a fall and direct impact
- Patented high-contrast gauge face offers the greatest amount of contrast available to allow users to see needle positioning from a distance
- High-strength alloy bonnet offers three times the yield strength as brass for even greater safety assurance

See us at FABTECH 2014 at booths **C2444, C2454, and C2466.**

Walther Pilot Introduces the PILOT Premium 2K Spray Gun

The PILOT Premium 2K is WALTHER PILOT's brand new spray gun for two-component water-based adhesives. The Premium 2K features stainless steel wetted parts and material passageways so water-based and aggressive materials can be used without issue. It also features a PTFE-coated gun body to facilitate easy cleaning. The design of the Premium 2K's Component B delivery system ensures that the secondary

hose will not get in the way of work. The activator (Component B) is delivered by a secondary valve located on top of the spray gun. All commercially available 2-component water-based adhesives for the foam



PILOT
Premium 2K

manufacturing industry can be processed. The two components are mixed in the spray jet itself. The cutting edge air cap design allows you to customize the width of the spray pattern with controls right on the spray gun itself. You can also position the air cap as desired so that vertical or horizontal spray patterns can be applied as needed. Stop by the Walther Pilot booth # B603 to learn more. ■



FF JOURNAL MAGAZINE BOOTH B5302

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COE Code

Article #5: Develop Better Products Using The Science Behind the Solution



Our new HD Series Power Straighteners – designed specifically for processing AHSS

At COE Press Equipment, we believe that there is always a better way. So, we've recently applied our engineering knowledge and application experience to design a series of straighteners specifically aimed at overcoming the challenges of processing Advanced High Strength Steels (AHSS).

HD Series Processing Capabilities

Thickness from .010" – .620"
Widths up to 78" Wide
Yield Strengths up to 1000Mpa



Visit booth #B1624 to see the technology
behind our new HD Series Straightener.

COE

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**The COE Code... putting the focus on you
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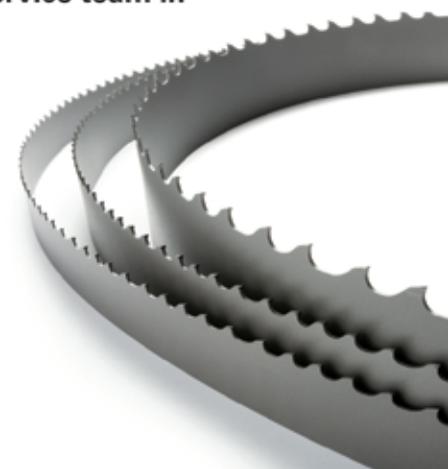
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**THE NEW LENOX® MAX CT™ CARBIDE BLADE.
IT CUTS THROUGH EVERYTHING.
EVEN YOUR COSTS.**

The new **MAX CT** carbide band saw blade delivers longer life and faster cutting* in difficult to cut materials like stainless steel, titanium, and nickel alloys. And, like all LENOX saw blades, it's backed by the largest sales and service team in North America. So your total cost of operations is cut, guaranteed.

*vs. prior LENOX model

VISIT BOOTH #B2532 TO SCHEDULE YOUR GUARANTEED TRIAL ORDER TODAY.



EDUCATION PROGRAM

On-site registration for paid educational events is available in Hall A/B registration lobby (forth level) and Hall C lobby.

TUESDAY, NOVEMBER 11		SCHEDULE-AT-A-GLANCE	
TECHNOLOGY	8:00 a.m. – 10:00 a.m.	10:30 a.m. – 12:30 p.m.	1:30 p.m. – 3:30 p.m.
FINISHING	C10: Building Blocks of a Powder Coating System B Room B201	C20: NEW! It's More Than Just Buying a Gun I Room B201	C30: NEW! Emerging Technologies A Room B201
	C11: The Basics of Electrocoating B Room B202	C21: Advances in Porcelain Enamel I Room B202	
	C12: Conceptos Básicos de Pintura en Polvo en Español B Room B203	C22: NEW! System Design, Installation and Operating Tips I Room B203	
STAMPING	S10: NEW! Successful Die Planning, Estimating and Sourcing I Room B209	S20: NEW! In-Die Processes I Room B209	S30: NEW! Tooling for Lightweight Materials: Challenges and Solutions I Room B209
	S11: NEW! Foundation and Installation Technology for Presses I Room B210	S21: NEW! Extreme Makeover: Press Edition B Room B210	S31: NEW! Trends in Part Processing I Room B210
LASERS & CUTTING	F10: NEW! Advances in Laser Cutting Solutions I Room B214	F20: NEW! Fiber Laser Precision Cutting Technology I Room B214	F30: NEW! Innovative Plasma Cutting Systems Explained I Room B214
			F76: Comparative Cutting with Tech Tour B Room B214
LEAN	F11: Lean Principle: Strategic Planning and Organizational Alignment I Room B203	F21: Lean Principle: Developing People and Processes I Room B203	F31: Lean Principle and Tools: Flow and Pull Value With VSM "Value Stream Mapping" I Room B203
MANAGEMENT	F12: NEW! Technologies, Trends and Innovations for Strategic Growth I Room B207	F22: NEW! Mastering the New Realities of Selling B Room B207	F32: NEW! Online Tools to Grow Your Business I Room B207
WORKFORCE			F33: NEW! Workforce: Innovation and Team Building B Room B213
SUSTAINABLE MANUFACTURING	F13: NEW! Reducing Your Environmental Footprint B Room B213		
JOB SHOP SOLUTIONS	F14: NEW! Operational Systems to Streamline Your Job Shop I Room B208	F24: Lean for Job Shop I Room B208	F34: NEW! Job Shop From Start to Finish B Room B206
FORMING & FABRICATING	F15: Press Brakes for Operators I Room B212	F25: NEW! Designing and Engineering Roll Formed Parts I Room B212	F35: NEW! Bending and Forming Secrets for Press Brakes and Metal Folding B Room B212
TUBE & PIPE	F16: NEW! Fundamentals of Wire Bending B Room B211		
AUTOMATION		F26: NEW! Automation Solutions for Fabrication Operations B Room B211	F36: NEW! Using Robotics in Metal Forming and Fabrication B Room B211
WELDING			
SEMINARS	W10: API 1104 Code Clinic • Room C107		8:00 a.m. – 12:00 p.m.
	W11: D1.1 Code Clinic • Room C201		8:30 a.m. – 4:30 p.m.
	W12: Advanced Visual Inspection Workshop • Room C109		8:30 a.m. – 4:30 p.m.
	W13: Welding Symbols - What You Think They Mean and What They Actually Mean • Room C110		8:30 a.m. – 4:30 p.m.
	W14: The Why and How of Welding Procedure Specifications B • Room C212		8:30 a.m. – 12:00 p.m.
	W15: The Why and How of Welding Procedure Specifications A • Room C212		1:00 p.m. – 5:00 p.m.
	W16: The Why and How of Welding Procedure Specifications B/A • Room C212		8:30 a.m. – 5:00 p.m.
	W17: ASME Section IX, B31.1 & B31.3 Code Clinic - Day 1 • Room C301		1:00 p.m. – 6:00 p.m.
CONFERENCES	W24: So You're the New Welding Engineer - Day 1 • Room C302		8:00 a.m. – 5:00 p.m.
	W25: Thermal Spray Basics FREE! • Room C205		1:00 p.m. – 4:00 p.m.
PROFESSIONAL PROGRAM	W30: Session 4: CIMJSEA Welding Metallurgy and Weldability • Room C210		8:00 a.m. – 12:00 p.m.
	Session 5: Advances in Additive Manufacturing Technologies • Room C211		8:00 a.m. – 11:30 p.m.
	Session 6: High Energy Density Welding Processes • Room C205		8:00 a.m. – 11:30 p.m.
	Session 7: CIMJSEA Mechanical Properties Issues • Room C210		2:00 p.m. – 5:30 p.m.
	Session 8: Advances in Weld Modeling- 1 • Room C211		2:00 p.m. – 5:30 p.m.
EDUCATIONAL SESSIONS	W35: AWS Educational Sessions (including Plummer Lecture) • Room C213		8:00 a.m. – 5:00 p.m.
SPECIAL PROGRAMS	AWS U.S. Invitational Weld Trials • Booth A3338		8:00 a.m. – 6:00 p.m.
	IIW International Welding Engineer/Intl Welding Technologist Diploma FREE! • Room C106		9:00 a.m. – 11:00 a.m.
	Thermal Spray Wire Arc Demonstration (Hourly) - Day 1 • Booth A2927		10:00 a.m. – 6:00 p.m.
	Robotic Arc Welding Contest • Booth A2825		10:00 a.m. – 6:00 p.m.
	W40: AWS Awards Luncheon • Room C202-204		12:00 p.m. – 2:00 p.m.
	W41: AWS Education Program Q&A FREE! • Room C209		2:00 p.m. – 3:00 p.m.

EDUCATION PROGRAM HEADQUARTERS: AWS, Room C206 • FABTECH (FMA, SME, PMA, CCAI), Room B206

PFERD COMBI-CLICK® Quick Change Fibre Disc System



PFERD announces an expansion of the innovative COMBICLICK® Quick Change Fibre Disc system to include surface conditioning, finishing, unitized and felt discs. With these new additions, the COMBICLICK® system provides solutions from rough grinding to mirror polishing.

COMBICLICK® is designed for use with standard 4", 4 ½", 5" and 7" angle grinders. The geometry of the backing pad cooling slots ensures a high throughput of air, thus significantly reducing thermal loads on the abrasive material and workpiece. When combined with a variable speed grinder, the COMBICLICK® system provides more performance and versatility than any other systems available. Benefits include up to 30% lower workpiece temperature, 25% increased stock removal and 30% longer service life.

PFERD INC. and PFERD CANADA INC. are North American subsidiaries of August Rüggeberg GmbH & Co. of Marienheide, Germany, a world leader in the design and manufacture of files, quality abrasive products, cutting tools, brushes and power tools since 1799.

For more information, stop by the PFERD booth # C1744. ■

Experience Live Radio Broadcasts from the FABTECH Show Floor at 1:00 Daily

continued from page 3

You'll also hear commentary from some of the largest FABTECH exhibitors about their latest technology being demonstrated on the show floor and even attendee reactions to what they are seeing at the show. It's live and unpredictable, no two shows will be the same.

Manufacturing Talk Radio is celebrating its first anniversary here at FABTECH. But the show's hosts are not newcomers to manufacturing. Their deep-dive

interviews are informed by their industry experience. Host Lewis Weiss is president of All Metals & Forge Group and has more than 45 years of experience in the industry. Host and Executive Producer Tim Grady brings more than 25 years of experience as a senior strategist and business advisor to companies of all sizes in more than thirty industries. These guys know the right questions to ask! (Booth B5438). ■

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First Look at 2015 New Products!

Visit us at Booth # C-1744
for information and product demos

New Products from PFERD!

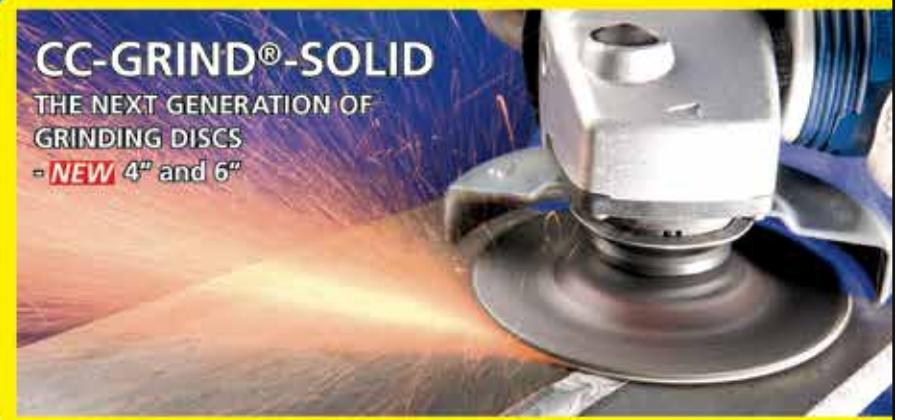


PFERD has developed more than 300 new and innovative products since the release of TOOL MANUAL 21. These products are all described in a new, 40-page full color brochure. Get your free copy at the PFERD booth today! Product demonstrations are running in the booth!

- POLIFAN® CURVE 6" and 7"
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The Ultimate Flap Disc for Fillet Weld Grinding
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TRUST BLUE

Thermal Dynamics® Showcases Intelligent Automated Plasma Systems

For improved cut quality, performance and profitability, match a Thermal Dynamics iCNC® XT control with an Ultra-Cut® XT series power source.

FABTECH Booth B5047, Forming & Fabricating



The Thermal Dynamics® Ultra-Cut® XT Series features a modular design that enables end-users to StepUP™ cutting power in 100-Amp increments by adding inverter blocks.

Tired of just burning plate? Visit the Thermal Dynamics® booth and learn how the components of our integrated automated plasma systems provide unrivalled cost-performance benefits.

Intelligence Inside

The iCNC® XT automatically sets and dynamically controls all process variables. No plasma experience or nesting program skill is necessary to get optimized cut quality, cut speed, cycle time and consumables life. As a result of building intelligence into the iCNC XT, you can ensure that productivity, quality and profitability remain consistent across all tables and shifts regardless of labor and engineering resources.

Building on the iCNC XT's operating simplicity is a suite of powerful software productivity tools that operate with point and click ease. They include:

- A Cost Calculator so accurate it can be used for job estimating.
- Diameter PRO hole optimization technology for "bolt-ready" holes.
- A Bridge Tool that assigns cut segments between parts to reduce the number of pierces and cycle time, producing cost savings of up to 40%.
- Automatic Nesting and Plate Editor tools that lower manufacturing costs by reducing plate waste and idle time.

- A Micro-CAD Tool and standard part shapes library that enable the operator to design and/or modify parts and cut paths.

StepUP™ to Peace of Mind

Meet the Ultra-Cut® XT series of power sources. They deliver ISO Class 3 or better cuts on any material from gauge to 2-inches thick, noticeably reducing bevel and the need for post-cut finishing. Even better, they feature our unique StepUP modular power technology.

Here's how it works: the Ultra-Cut XT series features a common cabinet and components, allowing a qualified field technician to upgrade 100-, 200- and 300-Amp systems in 100-Amp increments for a maximum total output of 400 Amps. The process takes just a few hours, which gives you peace of mind if a future job requires faster cutting speeds or cutting thicker material.

Up to 300% Faster on Non-Ferrous

On non-ferrous materials, the Ultra-Cut XT produces superior cut quality and a lower cost per cut using Water Mist Secondary. The "WMS" process incorporates nitrogen as the plasma gas and ordinary tap water for shielding. On stainless steel, the WMS process cuts up to 300 percent faster and lowers cost per cut by 20 percent or more compared to H35. WMS also shows similar advantages when cutting aluminum.

Lower Cost on Thicker Cuts

The XT Torch and HeavyCut consumables lower cost when cutting at 300 and 400 amps. These consumables use a multiple hafnium insert and feature a two-piece tip that runs cooler. Better cooling extends parts life and cut accuracy across the life of the tip, especially when piercing at higher amperages. These combined features extend consumables life by up to 45%, which in turn reduces cut cost per foot. ■

SEE THERMAL SPRAY LIVE DEMONSTRATION FIRST TIME EVER AT

FABTECH
AWS WELDING CCAI FMA SME PMA METALFORM

What Can Thermal Spray Do For You?

• THERMAL SPRAY CAN:

- ▶ Resist Abrasion, Adhesion, and Fretting
- ▶ Improve Temperature Resistance
- ▶ Improve Corrosion Resistance
- ▶ Improve Electrical Conductivity and/or Resistivity
- ▶ Maintain Mechanical Properties of the Substrate
- ▶ Rebuild Worn or Mis-Matched Parts

• BENEFITS:

- ▶ Better Performance
- ▶ Longer Component Life
- ▶ Decreased Maintenance
- ▶ Inventory Reduction
- ▶ Reduced Replacement Costs
- ▶ Less Downtime – More Production

• TYPICAL APPLICATIONS:

- ▶ Hard Chrome Replacement
- ▶ Roll Surfacing
- ▶ Cutting Edges
- ▶ Wear Surfaces
- ▶ Corrosion Resistance
- ▶ Localized Coating and Dimensional Restoration



Demonstrations every hour on the hour. Industry representatives will be available to answer questions. Attendees will receive a 36-page "What Is Thermal Spray?" publication which highlights processes and industries served.

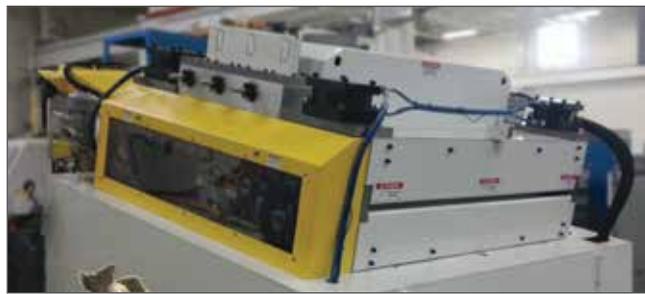
FABTECH Expo November 11-13, 2014 Atlanta, GA / Hall-A Demo Area

COE Press Equipment Plays Double Role at FABTECH

COE Press Equipment is displaying its full breadth of capability at FABTECH 2014. Booth #B1624 in the Metalforming area showcases its full line of coil processing solutions, including a new product launch, and booth #B4416 in Forming and Fabricating is focused on its “Value Series” Cut-to-Length (CTL) lines.

COE launches new straightener to tackle AHSS

COE introduces a new straightener series designed specifically to process Advanced High Strength Steels (AHSS) and other high yield strength steels. As compared to typical power straighteners, this new HD Series features improved



COE is launching a new HD Series Straightener for AHSS in booth #B1642.

work roller design, higher strength of materials, tighter straightener roll spacing and increased roll depth penetration. The series also provides increased roll force delivery, stronger gears and bearings, and an improved straightener roller backup mechanism providing the rigidity to effectively process AHSS materials.

The new HD Series straighteners are available in the 306 Series with 3.0" dia. work rolls, the 406 Series with 4.0" dia. work rolls, and the 507 Series with 5.0" dia. work rolls. They can process material at widths

from 1.0" to 84.0", thickness from .010" to .620", and coil weights up to 60,000 lbs. Most importantly, they can process today's AHSS materials with yield strengths up to 1000Mpa. The new HD Series is available in 7, 9, and 11 roll configurations to meet the needs of the general metal stamping industry, and other applications that require improved flatness tolerances such as the blanking and cut-to-length industry.

Cut-to-length lines provide flexibility and cost savings

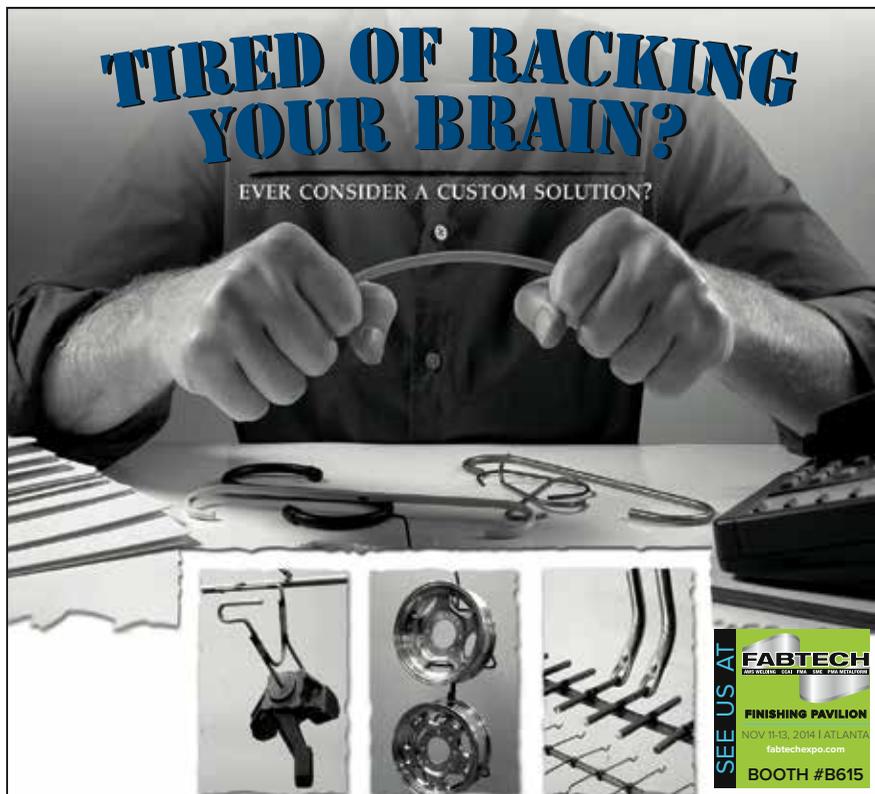
Based upon its 40+ years industry expertise, COE can offer its “Value Series” Cut-to-Length (CTL) lines, which are based on integrating shear and stacking solutions with COE's coil processing equipment, resulting in a reliable CTL line at a value price.

By blanking in-house with a CTL line, users gain the flexibility and speed needed to produce blanks in response to current production demands.

continued on page 22

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Why Domestic Manufacturing Is So Important

initiatives. For example GE is creating 150 jobs to produce domestically made GE Energy Efficient Soft White bulbs that will be sold exclusively at U.S.-based Walmart stores. Hampton Products International will be producing Wright Products® screen and storm door hardware for Walmart in its new Shell Lake, Wisconsin facility, and the company plans additional capital investments beginning this year at the site that will add 150 jobs.

As Vice President for U.S. Manufacturing, Walmart's Marsiglio heads relations with merchants and suppliers to bring more manufacturing home in the form of shelf-ready products that either are made or assembled in the United States. In a recent interview with FABTECH, she provided more information about Walmart's commitment:

Why did Walmart make this commitment?

Making more products closer to our customers makes economic sense. It shortens the supply chain, drives costs down, and gives us greater flexibility to respond to season or trend demands.

What is the low-hanging fruit here? Is it going to be existing products that are already made here or will manufacturers be ramping up for making items from scratch?

We are working towards our goal in three ways – increasing the purchase of goods already sourced, made, or assembled here; sourcing new U.S. made

or assembled goods where it is economically feasible; and moving production to the U.S. We are seeing progress in all three work streams. Some suppliers are taking a phased in approach focusing first on assembly – like bicycle manufacturer Kent International. As volumes increase, they will ramp up its manufacturing efforts over the next few years.

What progress has been made since the announcement in January 2013?

We continue to make progress from light bulbs to towels, patio furniture to toys and household products suppliers are expanding manufacturing or assembly in the U.S.

What product categories do you think are most likely to be supplied by U.S. manufacturers?

There are several characteristics of products that make production in the U.S. more feasible today including accessible raw materials, highly automated production, lower labor content, high transportation costs and are impacted by seasons or trends.

What impact on jobs do you think this initiative could have?

Based on data from Boston Consulting Group, it's estimated that 1 million new U.S. jobs will be created through this initiative, including direct manufacturing job growth of approximately 250,000, and indirect job growth of approximately 750,000 in the support and service sectors.

continued from page 1



This could create jobs in manufacturing and industrial engineering, management, accounting, large equipment maintenance, and service providers like medical, retail, restaurants, and all the other services required to meet the needs of a workforce.

How do I become a supplier to Walmart?

Anyone interested in becoming a supplier should visit our website at <http://corporate.walmart.com/suppliers/apply-to-be-a-supplier/>. We also have a website available to those interested in communicating the details of a U.S.-made or assembled product. This tool facilitates evaluation of products manufactured and assembled in the U.S. by the appropriate merchant. To visit the site, go to www.walmart-jump.com. ■

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COE Press Equipment Plays Double Role at FABTECH

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Additionally, internal blanking capability reduces toll processing fees, streamlines processes, reduces scrap, and improves quality ... providing a competitive advantage to general fabricators, OEMs and stampers.

COE's CTL lines are designed to provide manufacturers with the right-sized equipment at the right price and are capable of processing coil from 12"-78" wide, .020"-.375" material thickness, and 6,000#-60,000# coil weights in a variety of materials including CR Steel, HR Steel, Galvanized, Stainless, Pre-painted, and Aluminum. And, with a COE CTL line, manufacturers benefit from proven designs manufactured with attention to detail by experienced and skilled professionals; backed by the COE Assurance 24/7/365 service advantage.

Benefits of an in-house Cut-to-Length line include:

- Outside cost savings: Eliminate processing fees
- Transportation savings: Eliminate trucking fees
- Inventory reduction: Reduce WIP and carrying costs
- Streamlined process: JIT can be applied to blanking process
- Improved quality: Easily detect and contain material defects
- Floorspace savings: Floorspace can be used for value added operations
- Scrap reduction: Ability to cut-to-size optimizes material usage

For information on any of the COE Press Equipment product lines, visit booth #B1624 or booth #B4416. ■

JUNE 12TH, 12:37 P.M.

A LUNCH INTERRUPTED AND A COMMITMENT KEPT

IN AN INSTANT, DAN PARK REALIZED THE VALUE OF HIS CNA INSURANCE POLICY

Dan picked up the phone and then dropped his fork. The supplier he was counting on for the materials he needed to meet a client's deadline was not able to deliver on time due to a fire in his plant. That's when Dan remembered he had dependent property coverage as part of his policy with CNA. After a quick review of his supply chain plan, specially built for him with his independent agent and CNA experts, Dan was able to call a new source for the materials, and CNA even picked up the cost to expedite shipment, allowing Dan to meet his client obligations without leaving his chair. Enjoy your lunch, Dan.

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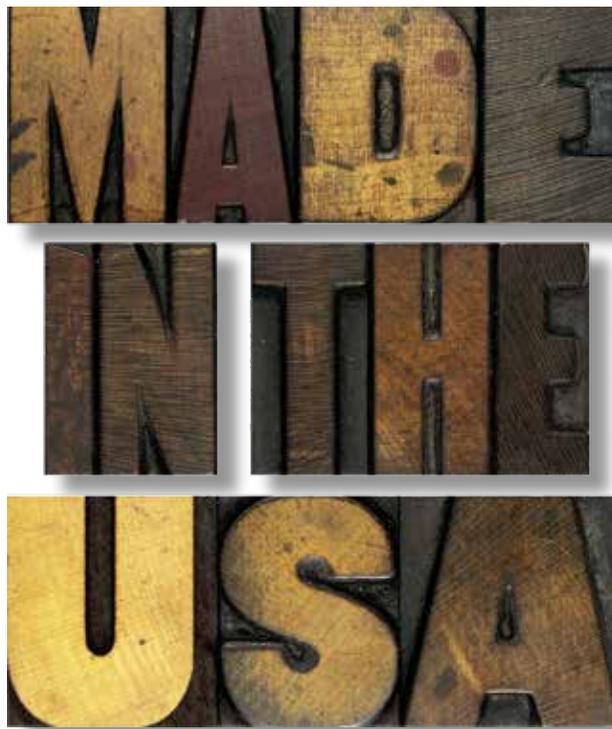
White House Shines Spotlight on Manufacturing

In late October the White House announced various executive actions aimed at the manufacturing community. It's a buffet of initiatives to spur growth in what has become one of the hottest areas of the U.S. economy.

One high point comes from the Labor Department, which will launch a \$100 million American Apprenticeship Grant Competition. According to a government statement, it will "spur new apprenticeship models and scale effective ones in high-growth fields like advanced manufacturing."

The Commerce Department also plans to wade in deeper with Manufacturing Day, an event organized by the Fabricators & Manufacturers Association International, the National Association of Manufacturers (NAM), the Manufacturing Institute (affiliate of NAM), and the Commerce Department's Manufacturing Extension Partnership (MEP). Sponsors include the American Welding Society, the Precision Metalforming Association, the SME, and the Alliance for American Manufacturing, among others.

The 2014 event achieved more than 1,600 manufacturing plant tours and events. According to a White House statement, "Next year, the Department of Commerce and its partners plan to further expand the number of Manufacturing Day events across the country and the number of people participating in Manufacturing Day."



The Department of Energy plans to launch technology test beds to help small businesses gain access to cutting-edge manufacturing technologies. These efforts will be modeled on the Manufacturing Demonstration Facility located at Oak Ridge National Laboratory, which the government says has helped close to 150 small businesses access advanced technologies this year.

The National Science Foundation will establish up to two new manufacturing centers of excellence that will

specialize in basic research. The aim is to bring together universities and industry so that they can partner at the earliest stages of the manufacturing technology pipeline.

The government also plans to make a five-year initial investment to support small manufacturers. According to the White House, the National Institute of Standards and Technology Manufacturing Extension Partnership (NIST MEP), using its network of more than 50 centers, will deploy tools to help small manufacturers access advanced technologies, new markets, and growth capital. The goal is to connect small manufacturers with test beds housed at national research facilities to test new technologies and help bring novel products and processes to market.

"As an initial investment, NIST MEP is launching a \$130 million pilot program in 10 states to give centers the flexibility to adopt supply chain innovation tools and build enhanced capabilities over five years," the White House said.

The government — through the Departments of Defense, Energy, Agriculture, and NASA — also will spend \$300 million in emerging technologies. According to the government statement, these include materials like composites, new high-strength steels, as well as "new processes to eliminate the reliance on foreign supplies of critical materials." The investments also aim to "cut the time to test and prototype a design by half."

The initiatives come in response to a report from the Advanced Manufacturing Partnership (AMP) Steering Committee, a working group of the President's Council of Advisors in Science and Technology. The final report, titled Accelerating U.S. Advanced Manufacturing, makes recommendations that address three areas: securing the talent pipeline, enabling innovation, and improving the business climate.

The report gives updates to 16 recommendations made by the

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AMP in 2012. Specifically, AMP recommended the government (1) establish a national advanced manufacturing strategy; (2) increase R&D funding; (3) establish a national network of manufacturing innovation; (4) foster better collaboration between universities and industry; (5) create a more robust environment for commercialization of advanced manufacturing technologies; (6) establish a manufacturing website portal (www.manufacturing.gov); (7) tap the talent pool of returning veterans; (8) correct public misconceptions about manufacturing; (9) invest in community college education; (10) develop partnerships to provide skills certifications and accreditation; (11) enhance advanced manufacturing programs at universities; (12) launch national manufacturing fellowships and internships; (13) improve trade policy; (14) enact tax reform; (15) streamline regulatory policy; (16) and update energy policy.

Regarding regulatory policy, the government launched what it calls a “regulatory look-back” across more than two dozen of the administration’s agencies and 19 independent agencies “to remove outdated, inefficient, or redundant regulations; 580 reform proposals have been submitted, and we have already acted on 100.”

Regarding trade policy, the White House said it established a goal of doubling exports over five years. It also created a new trade enforcement unit, called the International Trade Enforcement Center (ITEC), to challenge illegal trade actions of other countries. The administration also said that it has increased the number of trade cases against China. This includes a significant World Trade Organization case on Chinese subsidies for automobile and auto parts manufacturing.

The report described various other updates, including investments in additive manufacturing. It cited patent preform included in the America Invests Act, which includes a fast-track option for processing within 12 months. It

also described the MEP-run National Innovation Marketplace (NIM), a web portal that “connects U.S. manufacturers to more than \$2 billion in technology buying opportunities.” And based on the results of NIM, MEP launched a competition for a set of regional business-to-business network pilot projects.

Regarding veterans, the government established the Military Credentialing and Licensing Task Force at the Department of Defense to help service

members obtain industry-recognized credentials for their skills. It also created the Veterans Retraining Assistance Program to offer up to 12 months of training to unemployed veterans.

The list of progress goes on. In fact, the government has made efforts on every AMP recommendation, save one. By the “Enact Tax Reform” recommendation, the White House wrote only a brief statement: “Not enacted to date.” ■



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FABTECH Expo to Raise Funds for Workshops for Warriors

Second FABTECH Expo Cares Charity Campaign to Support American Veterans and Manufacturing Sector

FABTECH has launched a charitable fundraising campaign in connection with the FABTECH 2014 Expo in Atlanta to benefit U.S. military veterans and assist them in obtaining jobs in the manufacturing sector. The 2014 FABTECH Expo Cares campaign seeks to raise funds in support of Workshops for Warriors, a 501(c)(3) non-profit organization dedicated to training, certifying, and placing veterans in manufacturing careers.

“The record attendance we expect at FABTECH this week indicates that the manufacturing sector in the U.S. today is strong and growing,” said John Catalano, show co-manager at SME. “With more jobs to fill, manufacturing employers are looking for new sources of talent while, at the same time, many former members of our armed forces are looking for work. We are pleased to support Workshops for Warriors at FABTECH this year, an organization that combines these efforts and gives American veterans the skills U.S. manufacturing employers need.”

At no cost to veterans, Workshops for Warriors provides a program of industry-leading training, nationally recognized, and portable credentials. In addition, the organization offers valuable work experience and assists with job placement. Workshops for Warriors has a 100% placement rate for graduates.

“Veterans need and deserve our support as they transition back to civilian life,” said Ana Cláudia Guedes,

Executive Vice President at Workshops for Warriors. “What we’ve found is that veterans are an excellent fit for careers in advanced manufacturing because they are self-starters by nature who are driven to succeed and trained to problem-solve. For many, the ability to work with their hands is also a selling point. By providing these veterans with industry-leading training and credentials, we are able to help them into life-sustaining careers that can rebuild American manufacturing. It’s a win-win.”

Guedes continued, “Workshops for Warriors does not receive any government funding so the support of FABTECH and the advanced manufacturing industry is absolutely instrumental to our continued success. We are honored to be the beneficiary of this year’s FABTECH Expo.”

“One of the great features of FABTECH is the sense of community that exists among attendees who have a common interest in promoting the future of American manufacturing,” said Mark Hoper, show co-manager at Fabricators & Manufacturers Association International. “This year’s FABTECH Expo Cares campaign is an extension of that community, offering a unique opportunity to support American veterans and our manufacturing sector here at home. Workshops for Warriors has a waiting list of hundreds of veterans who are hoping to enroll in classes. Together, our donations will expand their ability to meet the demand.”



The FABTECH Expo Cares charity campaign was first launched in Chicago during the 2013 show after a series of deadly storms devastated the city of Washington, IL and other areas of the state. The campaign exceeded its goal, raising more than \$21,000 from the manufacturing community for the storm victims.

The FABTECH show partners have set a minimum \$50,000 fundraising goal and encourage all exhibitors and attendees to contribute.

FABTECH has set up an online donation page through the secure online fundraising site CrowdRise. Donations to Workshops for Warriors through CrowdRise can be made at fabtechexpo.com/fabtechexpocares and are 100% tax-deductible to the extent allowed by law. Donors will automatically receive an email receipt that meets IRS requirements. Stop by the Workshops for Warriors booth # B3037 to find out more. ■

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& 3:00 – 4:00 p.m.

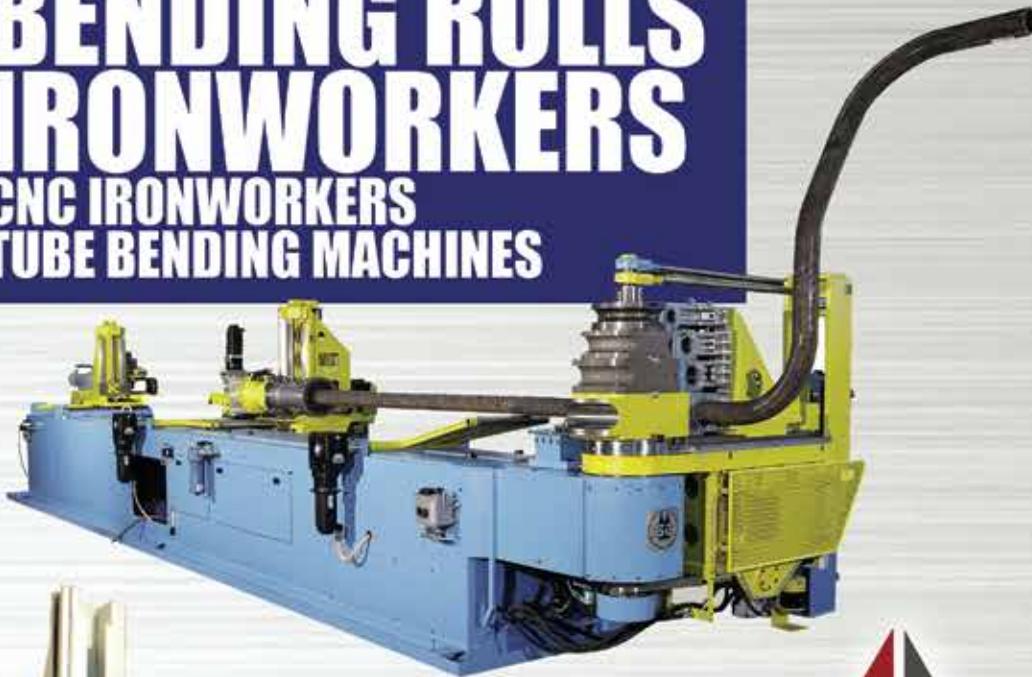
Wednesday, Nov. 12,
11:00 a.m. – 12:00 p.m.
& 2:00 – 3:00 p.m.

Thursday, Nov. 13,
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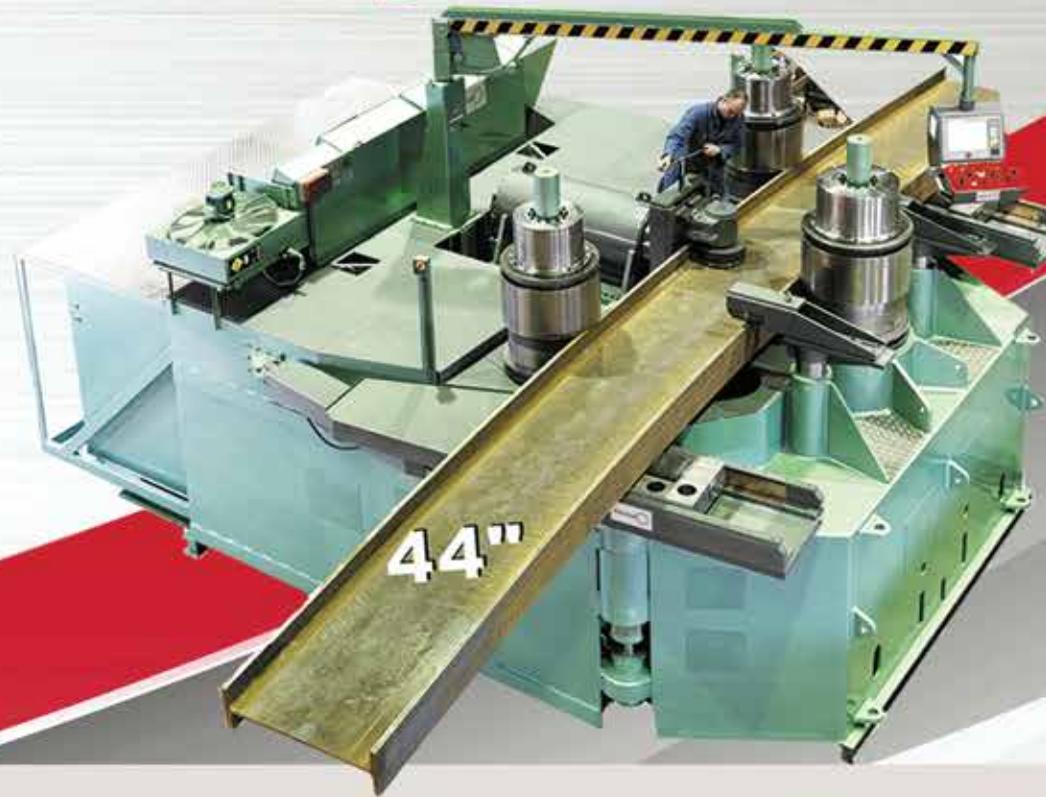


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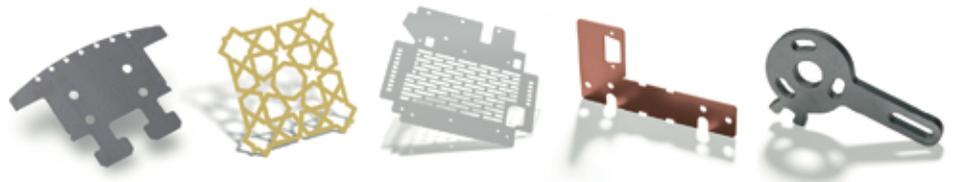
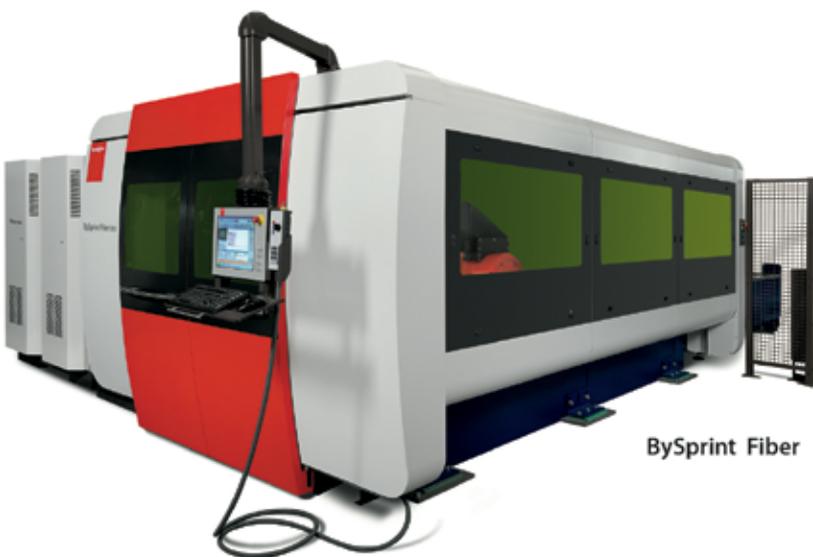
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