Creating Competitive Advantages for Fabricators

Key Panel Discussion Will Dive Deep into Advanced Manufacturing

One of the principal reasons people come to FABTECH is to learn about the latest developments in manufacturing. In our rapidly evolving, global manufacturing market, that means advanced manufacturing. Tomorrow, Thursday, November 17th, a panel of industry experts addresses advanced manufacturing: what it takes to remain competitive in today’s environment and how to succeed in the future of making things.

Advanced manufacturing is the high-productivity, high-profit, high-wage, technology-rich, and relatively high-value-added fabrication of globally competitive products that creates wealth while building and sustaining communities. Encompassing product innovation, new technologies, advanced design, and workforce education, advanced manufacturing is a core component of the next industrial revolution for improving today’s products and processes.

According to the President’s Council of Advisors on Science and Technology’s Report to the President on Capturing Domestic Competitive Advantage in Advanced Manufacturing, “Advanced Manufacturing is not limited to emerging technologies; rather, it is composed of efficient, productive, highly integrated, tightly controlled processes across a spectrum of globally competitive U.S. manufacturers and suppliers. For advanced manufacturing to accelerate and thrive in the United States, it will require the active participation of communities, educators, workers, and businesses, as well as Federal, State, and local governments.”

The panel discussion, “Advanced Manufacturing: Creating Competitive Advantages for Product Development,” will take place tomorrow from 12:30 to 1:30 PM at the FABTECH Theater in the Central Hall Lobby. Panel participants include:

- **Diego Tamburini**, Manufacturing Industry Strategist, Autodesk
- **Jerry Foster**, Chief Technology Officer, Plex Systems
- **Lonnie Love**, Group Leader, Oak Ridge National Laboratory Manufacturing Demonstration Facility
- **Moderator Dave O’Neil**, VP, Advanced Manufacturing Media, SME

Tamburini and Love were gracious enough to give FABTECH Show Daily a preview of what they will be discussing at the panel presentation.

The Future of Manufacturing

“I’m probably going to call my presentation, ‘The Future of Manufacturing,’” says Tamburini. “Specifically, I’ll identify the industry forces that are shaping the way we make and design things, then triangulate them with the technical disruptions that are impacting the industry and the resulting manufacturing landscape.” By delineating this landscape and its implications for manufacturing companies, Tamburini will discuss the strategic priorities that companies should develop to pursue success within the advanced manufacturing paradigm.

“Strategic priorities are probably the main focus of my talk: helping people avoid glaring blind spots, things that they aren’t even thinking about but in our opinion should be thinking about,” he notes. “For example,
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Amada Will Debut Innovative Machines and New Technologies at FABTECH 2016

Amada proudly debuts three highly-innovative machine solutions that feature advanced automation for multiple processes. The 9kW LCG 3015 AJ Fiber Laser with automated material handling, the HG 2204 ATC Press Brake equipped with an Automatic Tool Changer, and the HG 1303 Rm Robotic Bending System, all achieve unprecedented levels of productivity and repeatable accuracy.

The 9kW LCG 3015 AJ was developed with Amada’s proven fiber laser technology and sets new industry benchmarks for speed, power and precision. The LCG AJ also enables fabricators to gain Process Range Expansion (PRE) by providing the ability to cut a full range of thicknesses and a wide variety of materials including brass, copper and titanium. To keep pace with the inherent high-speed of the fiber laser, Amada will be demonstrating the LCG AJ in combination with a newly-developed CL (Cycle Loader). The CL greatly reduces changeover times and thereby provides a flexible, cost-effective solution for small lot production. In addition, the CL is a modular system which allows fabricators to add a material storage tower to match their needs for attaining lights out production.

Equipped with Amada’s patented Automatic Tool Changer, the HG 2204 ATC ensures quick and highly-precise automated tool changes regardless of complexity. The automated setup and repeatable accuracy achieved by the HG ATC enables fabricators to introduce rush jobs seamlessly and triple or quadruple the amount of setups performed each day.

In addition to the machines making their North American debut in Las Vegas, the new HG 1303 Rm Robotic Bending System will demonstrate automated bending of large parts via live feed from the Schaumburg, IL Solution Center. The HG series of servo-hydraulic press brakes, in combination with Amada’s highly-efficient bending robots, ensures maximum productivity.

Visitors to booth C29037 will also experience the EG 6013 AR — the ideal robotic bending solution for small, complex parts and the latest advances in punch/fiber laser combination technology highlighted in the LC 2515 C1 AJ. Amada has engineered Process Range Expansion into each of its innovative fabricating systems. For example, the C1 AJ allows you to cut, punch, form and tap on a single machine. In addition, Amada’s advanced automation for multiple processes enables fabricators to achieve optimal precision and process reliability, increase productivity and profitability, reduce secondary operations, seamlessly handle rush jobs and high-mix/low-volume production — all while substantially reducing lead times and costs.
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The Competition Begins Today!
Welders Without Borders: Welding Thunder Team Fabrication Competition

While the Olympics recently ended, another fierce competition, this one for young welders and their teachers, will take place today from 9:00 AM to 5:00 PM and tomorrow from 7:00 AM to 1:00 PM in the Silver Parking Lot. The fifth annual “Welders Without Borders: Welding Thunder Team Fabrication Competition” is being held as part of the 2016 FABTECH show.

Sponsored this year by the American Welding Society, the Welding Thunder competition offers a unique experience for participants. This premier matchup challenges students, instructors, and their administration to showcase their knowledge of welding as well as their understanding of advance planning, logistics, and completion of a manufactured product.

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This event and the young welders involved exemplify the American “can do” attitude. “There’s a lot of depth to this Welding Thunder event, because the teachers and the students have to not only build a project, but also plan in advance to mobilize and take all the equipment to the event,” says Sam Colton, founder of Welders Without Borders and the Welding Thunder competition. “It’s 100 percent portable. There’s no other event like it in the country. It’s like NASCAR for welding students; they load up from their home school and drive to wherever the event is being held.”

The competition is about as “real life” as you can get for any company that has a mobile welding crew. On the first day, competitors execute a project according to the engineering specifications provided, so the projects look very much alike as they’re working to a set plan. But on the second day, they get to customize it. There’s also a cooking contest among the teams. Winning teams are recognized for the top three places in each of various categories.

“The core of Welding Thunder is in the values associated with the competition: fair play, sportsmanship, doing the right thing, being the right kind of person, having the right kind of motivation,” says Walton. “These are the kind of young people you want to hire who will make our industry continue to be great. They exhibit the kind of effort and values necessary to do what it takes to get to Las Vegas and into the competition, knowing that they’re really just competing for bragging rights.”

The competitors will appreciate the support of show attendees, who will be able to see the action just steps from the convention entrance. “I hope people will turn out, see what’s going on, and be proud of the teachers and students who have made such an effort to compete here at FABTECH,” Walton concludes.
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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Are You Ready for Friday’s RUN4MFG 5K?

FABTECH invites runners and walkers to support the future of manufacturing at this year’s RUN4MFG 5K. The run will take place at 7 AM on Friday, November 18, on a 3.1-mile course through Town Square Las Vegas on the south end of the famous Las Vegas strip. Town Square is approximately two to five miles from most major hotels on the Strip and approximately nine miles from the Las Vegas Convention Center.

The purpose of the event is to highlight the ever-present need for skilled workers in the manufacturing industry. Now in its fourth year, the RUN4MFG 5K benefits nonprofit educational foundations and scholarship programs managed by FABTECH partners: the American Welding Society, the Fabricators and Manufacturers Association International, SME, the Precision Metalforming Association, and the Chemical Coaters Association International. In addition to supporting a good cause, the event provides a unique setting for the more than 28,000 exhibitors and attendees at FABTECH to congregate, promote good health, and show unity as an industry.

“This is a really fun activity for many attending FABTECH—a little diversion for some, but much more serious for dedicated runners, some of whom have run at each 5K we’ve held,” says John Catalano, SME senior director for FABTECH. “It provides a venue for healthy competition among our attendees, but also allows us to raise some funds for a good cause: to increase the awareness of the manufacturing industry and career opportunities within the industry.”

“This is a great chance to challenge your coworkers or put a team together within your company and challenge other companies to do the same thing,” says Catalano. “The other benefit is networking—getting to know people in the industry with like interests, and carrying those friendships forward from year to year.” Due to the venue, and the scheduling change to the morning before the last day of the show, organizers expect it to be the largest RUN4MFG 5K ever.

See you there with your running shoes on!

**Key Event Details**
- **Date:** Friday, November 18, 2016
- **Registration Opens:** 6:30 AM
- **5K Start Time:** 7 AM
- **Entry Fee:** $50

Cost includes a FABTECH 2016 RUN4MFG shirt

**Participant Meeting Place:**
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Prevent Lost Steel — InfoSight Marking Systems Provide Customers with Tools to Identify and Track Their Products

No one likes lost steel. In an industry where the processes are as varied as the size and shape of the steel, can fabricators and galvanizers find a way to identify each piece from beginning to end? Steel parts are moved, stored, painted, galvanized, and more. Where did we store it? What is this piece? InfoSight gives fabricators and galvanizers the tools to track and identify each part, piece, and assembly to prevent lost and mixed steel.

InfoSight tag printers and metal tags offer versatile ways to identify metal products from cradle to grave. Tag it once, and you are done because the tags are specifically designed to survive various processes.

InfoSight tags offer specific benefits to fabricators and galvanizers. Three types of tags are particularly beneficial: KettleTag®PLUS, ShotTag™, and PaintTag™. KettleTagPLUS is designed specifically for the galvanizing process. The tag and message survive hot caustic and acid washes as well as emersion in molten zinc. ShotTag survives acid and caustic rinses, steel shot, and ablative bead blasting. PaintTag survives acid rinses, but also paints, epoxies, and lacquers, as well as drying heat and curing. Tags can be attached by wires, welding, nailing, and other methods.

Galvanizers traditionally expect their customers to be responsible for knowing what pieces they’ve delivered for galvanizing and for picking up all of the correct galvanized pieces. Galvanizers have an opportunity with KettleTag PLUS to sell their customers a tool for managing this responsibility.

The LabeLase® family of printers includes various desktop size printers that easily connect to a PC. The Producer™ Software that is provided with each printer (at no additional cost) allows the user to easily design tag layouts and print the tags as needed. Data can be manually entered or automatically downloaded. The message can contain readable information, barcodes, and logos. The limiting factor to what the message can include is the size of the tag itself.

Products up to 2000oF with rough surfaces are easily marked by the InfoDent 8400. Additionally, the InfoDent 8400 can mark a unique message on each piece of steel.

The benefits of identifying steel are improved efficiency and improved safety. Efficiency is improved by ensuring that customer orders are not mixed together and that each piece of steel is being used for its intended purpose. Furthermore, identification does not need to be removed before processing and replaced afterward. This not only improves efficiency, it improves safety.

Greater efficiency and safe operations have a direct impact on profitability. Fabricators and galvanizers are already reaping the benefits of identifying their steel from the moment the piece, part, or assembly is made the whole way through delivery to the customer.

InfoSight Corporation is a manufacturer of industrial marking machines, metal tags, metal tag printers, barcode readers and custom machinery for manual and automatic identification and traceability applications worldwide.

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The machine can handle tube up to 334" in length, and 4.75" in diameter. The processing of sheet metal is fully automatic and allows for sheet up to 78" x 236".

Equipped with a fiber laser with power to 5 kW, an automatic pallet changer, independent controls for both tube and sheet—the LC5 is an ideal choice for tube and sheet processing.
Committed to Finishing’s Future

There’s no denying it. The finishing industry is an aging one. Many in the industry are veterans with years of experience in paint, powder coating, electrocoating and more. CCAI has recently committed resources and efforts to reach out to younger people, including students, to help our industry sustain and grow.

“It’s not easy to attract younger people,” noted CCAI Executive Director, Anne Goyer. “We’re not an exciting and glamorous industry by today’s standards. But many of the products finished today are exciting and glamorous. The list includes products like Harley-Davidson motorcycles; the new Polaris Slingshot; John Deere Gators; ATVs; jet skis; snowmobiles; outdoor grills; patio furniture; modern buildings; kitchen appliances and even your lawn mower or snow blower. All of these products have a great finish because of the efforts manufacturers put into their finishing processes to produce a high quality product that will last for many years.”

Here’s what we’re doing to reach and attract young people to our industry:

• A student membership category now allows students to participate in our events and educational opportunities for a very low cost.
• A just-published 12-page Careers in Finishing brochure features a wide variety of career opportunities from chemists to engineers, painters to plant managers, technical & sales representatives and more. The brochure is available in CCAI’s Booth C45043 and can be downloaded from CCAI’s website at www.ccaiweb.com.
• A video targeting the under 30 demographics details what finishing is and how you can learn about a career in finishing.
• We’re connecting with technical schools, colleges and universities detailing careers in finishing. If you see students on the show floor at FABTECH, invite them into your booth and explain your products and services to get them interested manufacturing.
• In the past year, we’ve awarded more than $25,000 to students whose studies could lead to a career in finishing.
• CCAI’s new Vice President of Education, Bruce Bryan, is committed to helping young people and students learn more about the opportunities that await them in finishing.

“I’ve been in the industrial finishing industry for 38 years,” notes Bruce Bryan, “It has been a very exciting, challenging and rewarding career. I have been in hundreds of manufacturing facilities around the world and have witnessed the evolution of coatings and application technologies firsthand. I want to share my enthusiasm for the industry with others so we can grow our workforce and continue to be competitive on the global stage.”

continued on p. 22

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**Manufacturing Day Panel Outlines Ways To Keep Manufacturing in the Economic Driver’s Seat**

To kick off the nationwide celebration of Manufacturing Day®, which took place on October 7, an expert panel hosted by the Fabricators & Manufacturers Association, International® (FMA) highlighted the significant role manufacturing plays in bolstering America’s economy and the critical need to ensure that the sector remains a positive force.

Sharing insights at the “How Manufacturing Drives the Economy” program were Stephen Gold, president and CEO of the Manufacturers Alliance for Productivity and Innovation; Scott Mayer, chairman and CEO of QPS Employment Group; Dr. Chris Kuehl, managing partner at Armada Corporate Intelligence and FMA economic analyst; and Kenneth Voytek, chief economist for the Hollings Manufacturing Extension Partnership Program (MEP).

Gold’s remarks, which focused on how “the manufacturing value chain is bigger than you think,” featured several surprising statistics.

“Manufacturing is a much more significant factor in our economy than official government statistics show, as those numbers only measure the value of the upstream supply chain and only include goods sold to ‘final demand,’” Gold said. As an example, he cited motor vehicle manufacturing, which includes production and transport of materials, R&D and corporate services in the upstream chain.

“When you include the downstream sales chain, the impact is magnified and multiplied,” he said. In his example, this encompasses retail auto dealers, transport and import of the finished vehicles, wholesale operations and aftermarket services.

Using the traditional upstream supply formula across all segments, manufacturing represents 11 percent of GDP and 9 percent of employment, Gold said. The downstream sales chain analysis provides a more complete, robust picture – a remarkable 33 percent of GDP and 33 percent of employment.

Chris Kuehl looked at the significance of U.S. manufacturing from a global perspective. “The manufacturing sector is the dominant player in U.S. exports, particularly with heavy machinery and other capital goods,” he said. “And, the U.S. is more export dependent than people realize; it accounts for 14 percent of GDP, almost matching export-driven Japan at its 14.7 percent of GDP. What most people don’t recognize is that the U.S. accounts for 30 percent of all global manufacturing by value. China accounts for only 10 percent.”

According to Gold, it is important for policymakers to understand the dramatic impact manufacturing brings to the economy and to develop public policy to ensure a dynamic manufacturing base is ever-present. Such developments can help manufacturers themselves gain greater confidence to spend more capital and invest in new productivity techniques.

Continued on p. 28.

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Creating Competitive Advantages for Fabricators

continued from page 1

priorities such as connecting your products to the Internet of Things (IOT). If you’re not connecting your products to the IoT, this is going to be a wake-up call.”

Other areas that companies need to be considering, according to Tamburini:

- Fragmented Demand. How to satisfy fragmented demand, not only in the geographic sense, but also demand that is being transformed by new requirements for customization and personalization.

- Product Complexity. How to cope with products that have new or stricter requirements, such as lightweighting or connectivity to the internet or “being smarter.”

“Those are the forces; this is how the money is changing. So the question is are you or anybody in your organization thinking about these critical things?” asks Tamburini. “Basically, we are sharing our view of where the industry is going, which is informed by our interaction with many customers, some of whom may be similar to the organizations attending the panel, or even their competitors.”

Tamburini says it’s important to understand that he and Autodesk are not just “evangelizing” this point of view; they’re actually following it in their own strategic planning. “We really believe this is where the industry is going, and we’re betting our strategy on this belief,” he says.

From his perspective, the real value of events like this panel presentation lies in sharing knowledge that is cross-pollinating, allowing attendees to “hear from all the industry.” “To those thinking about attending this event: come to see what Autodesk is paying attention to, and also to hear the questions that other people in the room may be asking. It’s a good learning or validation to see what those in the industry view as the priorities moving forward as manufacturing advances,” he concludes.

A Focus on Additive Manufacturing

Love says he plans to address how companies can industrialize additive manufacturing—get it from its present status as mostly a prototyping tool to “explode into a lot more industrial applications.” He’ll speak to how that changes manufacturing in terms of what a factory would look like, workforce development, and how it can make companies much more competitive. “My hope is that those in the audience will walk away going, ‘Wow! There are a lot of changes going on. Additive manufacturing is radically changing and the way people are using it is also radically changing,’” says Love.

“One of the main things additive provides (if tools change) is speed,” he continues. “To be competitive, you need to be faster than anyone else. It’s a race. Additive has the potential to give you the edge in terms of product development and speed in terms of innovation.”

When Love talks about speed, he speaks to two aspects: one, the speed at which you can develop and deliver new products; and two, the speed of the additive manufacturing machines. “The machines are usually quite slow,” he says. “In a couple of case studies recently, if you look at the cost of a 3-D-printed part, most people always choke at the cost of the material; but that’s not the biggest cost. Really, it’s time. When you have a machine that only produces at one cubic inch an hour and that machine could cost you hundreds of thousands if not a million dollars, time is the most expensive part of the equation when it comes to the economics of additives.”

According to Love, this is changing quickly as those in the additive sector are trying to move to industrial applications. “Where I work, just about everyone and their brother is coming in to look at the new applications of additive manufacturing for production,” he says. “What would you do if you could beat your competitors, just in terms of how fast you develop new products? By the time your competitors catch up, you’re on the next thing. You don’t even have to worry about patents, you don’t care anymore because you’re moving so fast and you’re adapting so fast that nobody can catch you. That’s what I want people thinking about.”

The Deets

Advanced manufacturing, indeed. This is one panel discussion you’re not going to want to miss at this year’s FABTECH, so mark your calendar now:

- **What:** Advanced Manufacturing: Creating Competitive Advantages for Product Development
- **When:** Thursday, November 17 12:30 to 1:30 PM
- **Where:** FABTECH Theater, Central Hall Lobby

We’re looking forward to seeing you there.

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**WEDNESDAY, NOVEMBER 16**

<table>
<thead>
<tr>
<th>TIME</th>
<th>SPONSORS/SPONSORED BY/SECTIONS</th>
<th>EVENTS/SEMINARS/CONFERENCES</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00 AM - 5:00 PM</td>
<td>(Throughout)</td>
<td>Welders Without Borders: Welding Thunder Team Fabrication Competition Silver Parking Lot</td>
</tr>
<tr>
<td>9:00 AM - 10:00 AM</td>
<td>(Technology)</td>
<td>OPENING KEYNOTE: The Power to Win! Speaker: Sugar Ray Leonard, boxing legend and best-selling author of <em>The Big Fight, My Life In and Out of the Ring</em> FABTECH Theater (Central Hall Lobby)</td>
</tr>
<tr>
<td>12:30 PM - 1:30 PM</td>
<td>(Throughout)</td>
<td>PANEL DISCUSSION: State of the Industry: Post-Election Analysis FABTECH Theater (Central Hall Lobby)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TECHNOLOGY</th>
<th>8:00 AM - 10:00 AM</th>
<th>10:30 AM - 12:30 PM</th>
</tr>
</thead>
<tbody>
<tr>
<td>C20:</td>
<td>The Basics of a Successful Powder Coating Operation</td>
<td>Room N213-N214</td>
</tr>
<tr>
<td>C21:</td>
<td>The Basics of a Successful Electrocoating Operation</td>
<td>Room N212</td>
</tr>
<tr>
<td>C22:</td>
<td>The Basics of a Successful Porcelain Operation</td>
<td>Room N211</td>
</tr>
<tr>
<td>C30:</td>
<td>NEW! Improving Powder Coating Processes</td>
<td>Room N213-N214</td>
</tr>
<tr>
<td>C31:</td>
<td>NEW! Pretreatment Chemicals &amp; Operation Basics</td>
<td>Room N212</td>
</tr>
<tr>
<td>C32:</td>
<td>Conveying Parts Efficiently</td>
<td>Room N211</td>
</tr>
</tbody>
</table>

| CUTTING                     | F10: NEW! Waterjet Cutting Advancements and Technology | Room N221-N222                                                                                   |
| LEAN                        | F11: NEW! Overview of Solid State/ Fiber Laser and Selection for Design Considerations | Room N219-N220                                                                                   |
| LEAN                        | F21: NEW! High Power Laser Applications                   | Room N219-N220                                                                                   |
| LEAN                        | F31: NEW! Robotic Laser Design and Concept Applications   | Room N219-N220                                                                                   |
| ADDITIVE MANUFACTURING      | F32: NEW! Fundamentals of Additive Manufacturing for Fabricators | Room N221-N222                                                                                   |
| WORKFORCE DEVELOPMENT       | F33: NEW! Big Area Additive Manufacturing and the Future | Room N221-N222                                                                                   |
| MANAGEMENT                  | F34: NEW! Accelerating Profitability: Tools and Strategies for Long Term Success | Room N207-N208                                                                                   |
| MANAGEMENT                  | F35: NEW! Preparing for Industry 4.0 | Room N207-N208                                                                                   |
| MANAGEMENT                  | F36: NEW! Lean Principle: Design Sustainability for the Job Shop | Room N201-N202                                                                                   |
| JOB SHOP SOLUTIONS          | F37: NEW! Next-Gen Workforce and Conflict Management | Room N209-N210                                                                                   |
| AUTOMATION                  | F38: NEW! Creating Frontline Leadership for a Performance-Based Organization | Room N209-N210                                                                                   |
| FORGING & FABRICATING       | F40: NEW! Marketing 101 for Fabricators                  | Room N207-N208                                                                                   |
| STAMPING                    | F41: NEW! Forming in Press Brake Technology               | Room N203-N204                                                                                   |
| STAMPING                    | F42: NEW! Selecting the Right Partners & Overcoming Challenges in China for Manufacturing Businesses | Room N209-N210                                                                                   |
| WELDING                     | F43: NEW! Forming in Press Brake Technology               | Room N203-N204                                                                                   |
| WELDING                     | F44: NEW! Selecting the Right Partners & Overcoming Challenges in China for Manufacturing Businesses | Room N209-N210                                                                                   |
| WELDING                     | F45: NEW! Marketing 101 for Fabricators                  | Room N207-N208                                                                                   |

**SEMINARS**

<table>
<thead>
<tr>
<th>TIME</th>
<th>SECTIONS</th>
<th>EVENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>W10:</td>
<td>D11 - Code Clinic • Room N258</td>
<td></td>
</tr>
<tr>
<td>W11:</td>
<td>Crash Course of Welding Inspection Technology Seminar (WIT) • Room N259</td>
<td></td>
</tr>
<tr>
<td>W12:</td>
<td>D17 - Code Clinic • Room N234</td>
<td></td>
</tr>
<tr>
<td>W13:</td>
<td>The Why and How of Welding Procedure Specifications - Beginner • Room N233</td>
<td></td>
</tr>
<tr>
<td>W14:</td>
<td>The Why and How of Welding Procedure Specifications - Advanced • Room N233</td>
<td></td>
</tr>
<tr>
<td>W15:</td>
<td>The Why and How of Welding Procedure Specifications - Both • Room N233</td>
<td></td>
</tr>
<tr>
<td>W16:</td>
<td>ASME Section IX, B31.1 &amp; B31.3 Code Clinic - Day 1 • Room N237</td>
<td></td>
</tr>
<tr>
<td>W25:</td>
<td>Constructive and Non-Destructive Testing Conference • Room N260</td>
<td></td>
</tr>
<tr>
<td>W26:</td>
<td>Thermal Spray Coatings - FREE • Room N231</td>
<td></td>
</tr>
<tr>
<td>W27:</td>
<td>So You’re the New Welding Engineer – Day 1 • Room N261</td>
<td></td>
</tr>
<tr>
<td>W31:</td>
<td>Session 1: Welding Metallurgy &amp; Weldability Session A • Room N238</td>
<td></td>
</tr>
<tr>
<td>W32:</td>
<td>Session 2: Modeling • Room N240</td>
<td></td>
</tr>
<tr>
<td>W33:</td>
<td>Session 3: Arc Welding • Room N242</td>
<td></td>
</tr>
<tr>
<td>W36:</td>
<td>National Center for Welding Education and Training, Weld-Ed • Room N264</td>
<td></td>
</tr>
<tr>
<td>W38:</td>
<td>AWS Prayer Breakfast • Room N256</td>
<td></td>
</tr>
<tr>
<td>W39:</td>
<td>40th International Brazing and Soldering Symposium – FREE • Room N235</td>
<td></td>
</tr>
</tbody>
</table>

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The Doucet Advantage

Doucet offers a wide range of products to help manufacturers in the metal industry. By providing customers with high-end solutions to their sanding and polishing needs, we help them obtain a more stable, sustainable and improved production profitability, capacity and quality.

Founded in 1974, Doucet has since offered a wide range of value-added machinery solutions. In 2000, Doucet entered into the metal industry by acquiring a stroke belt polisher manufacturer. Our years of knowledge and expertise have allowed us to develop many products dedicated to the metal industry. Located in Daveluyville, Quebec, Canada, all of our equipment is designed and built by our workforce of 90 employees. Our day-to-day efforts are backed by an extensive network of machinery distributors throughout North America.

Doucet offers different products to the metal industry such as:

• PMC Stroke Belt Sander and Polisher
• EBP Enclosure Box Stroke Belt Polisher
• APP Automatic Stroke Polisher for metal plates
• MANYX gantry Feeder or Stacker
• Panel turner or Inverter System
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When making a decision to purchase machinery, you will find that some manufacturers focus design on “cost optimized” solutions, while Doucet’s guiding principle is to develop and market products that are user friendly, durable and that will remain serviceable throughout their useful life.

For more information or details about the Doucet product line stop by Booth #C50063.

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Mix and mingle at the Blues, Brews and BBQ outdoor food and drink venue. This unique outdoor meeting area, is the perfect place to take a break and make new connections.
How Goff’s Can Help Keep Your Welders Safe

A day in the life of a welder puts them up against heat, grinding sparks, welding fumes and more. When deciding what products should be used to take precaution and safety measures, take a look at what Goff’s has to offer. Goff’s welding products are designed to withstand the harshest shop environments!

Goff’s Welding Curtains create a retractable barrier that glides on a 16g track and roller system to contain welding fumes and contaminants. Welding Curtains block 100% UV light, are spark resistant and are custom made for each application.

Goff’s Weld Screens are the toughest in the industry! Weld screens block 100% UV light and are constructed with a very strong, lightweight, extruded aluminum frame that provides a stable barrier to protect against arc welding, grinding sparks and more.

Goff’s free standing welding work cells are made with weld and spark resistant 14oz vinyl material. Each work cell includes weldview PVC which helps illuminate the cell and allows visibility in and out while blocking harmful UV rays to protect those that are outside looking in. The weld curtains that make up the weld cell are made with easy to replace sections.

Goff’s lightweight and flexible Weld Blankets are designed to be draped over materials and equipment to provide protection from welding and grinding sparks, molten and hot debris, and more. Goff’s Weld Blankets are stock sized at 80” x 72”. That’s 25% more blanket for less cost than other brands!!

All of Goff’s products are sure to make your shop more flexible and safe while maximizing productivity. Stop by Goff’s Enterprises at booth #N1420 to check out the products up close and see how Goff’s can help you!
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And when you buy Nordson, you invest in the best. We back all of our coating, painting and curing products with decades of technical expertise and unrivaled service. Our support team is available to you around the clock, keeping you productive and satisfied every step of the way.
Products Finishing’s Top Shops Benchmarking Survey

continued from p. 23

approvals they had received, plus which types of finishing operations the shop offers. In addition, shops were asked about the type of testing and lab work the shop performs for customers.

Finishing Practices and Performances: these questions centered around which practices and improvement methodologies a shop used, and how they ranked in order of lead times, scrap/rework percentages and other customer-oriented operations.

Business Strategies and Performances: shops were asked about current supply chain practices they use and their annual sales growth rate.

Human Resource: great finishing shops stand out in terms of how they treat their employees, so shops were asked about the HR practices and programs they use, as well as the formal training each full-time employee receives annually.

The Products Finishing Top Shops Benchmarking Survey included an Honors Program to highlight select shops that performed well in each of the four main survey categories. Congratulations to the following Honors Program winners for 2016:

•  Top Shop: Metokote; Lima, Ohio.
•  Finishing Technologies: Georgia Powder Coating, Gainesville, Georgia.
•  Business Strategies: Burkard Industries; Clinton, Michigan.
•  Human Resources: Keystone Koatings; Lititz, Pennsylvania.

As the only monthly magazine in the U.S. devoted exclusively to electroplating, powder coating, painting, anodizing and other industrial finishing operations, Products Finishing magazine is committed to bringing its readers the latest news and information to help make their shops and coating lines more efficient and more profitable. And part of the commitment to news and information is presenting to readers new products and innovations from suppliers that can help shops win more finishing business and become even more competitive. Visit PFonline.com for more information.

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FABTECH 2016 Las Vegas • Booth # C48037
Tooling U-SME Workforce Report Shows Manufacturers Still Not Addressing Training Challenges

For the past five years, Tooling U-SME, a leading provider of manufacturing training solutions, has been analyzing the manufacturing industry’s performance in addressing the nation’s mounting skills gap – and the data shows that the majority of manufacturers are not taking the necessary steps to address this impending crisis.

In 2011, Tooling U-SME created an online workforce assessment tool to find out if manufacturers were ready to meet the challenges of today’s workforce and to track their advancement over the next decade. The first five-year iteration shows little improvement in this area.

Now halfway through the project – Mission Critical: Workforce 2021 – results show far too many manufacturers are risking the success of their companies – and the industry – by not taking the necessary steps to identify the skills their workers need.

Some alarming survey results:

• 49 percent of respondents who completed the online assessment say their company has not begun measuring their manufacturing employees’ current skills against the skills they will require in the future.

• 76 percent say the training their company provides its manufacturing employees is not adequate to meet the needs of the organization going forward.

"Manufacturing companies don’t have the luxury of delaying employee learning and development because there is too much at stake," says Jeannine Kunz, vice president of Tooling U-SME. "We see companies investing in new equipment and technologies all the time, but they tend to forget about training their workforce. If this trend continues, manufacturers will continue to experience issues with quality and decreased productivity, and we’ll keep seeing the skills gap numbers increase."

"Although there is some debate about the skills gap and whether the projected workforce shortage numbers are inflated, one thing is true: manufacturers need to place more emphasis on training their people, and they need to take action now," adds Kunz.


About Tooling U-SME

Tooling U-SME delivers versatile, competency-based learning and development solutions to the manufacturing community, working with more than half of all Fortune 500® manufacturing companies, as well as 600 educational institutions across the country. Tooling U-SME partners with customers to build high performers who help their companies drive quality, productivity, innovation and employee satisfaction. Working directly with hundreds of high schools, community colleges, and universities, Tooling U-SME is also able to help prepare the next generation workforce by providing industry-driven curriculum. A division of SME, an organization that connects people to manufacturing solutions, Tooling U-SME can be found at toolingu.com, facebook.com/toolingu or follow @ToolingU on Twitter.
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Smaller Manufacturers as Catalysts

These scenarios described by Gold are particularly pertinent given Kenneth Voytek’s remarks. Although acknowledging the sector’s rebound over the past several years, Voytek said manufacturing performance has leveled off and slowed, the result of several broad macro trends that include a stronger dollar, declining commodity prices (particularly oil) and weaker demand globally for manufactured goods.

Voytek sees smaller firms as the key to combatting these trends. The fact that a whopping 99 percent of manufacturers fall in this category (less than 500 employees) reflects the increasing share smaller establishments bring to the manufacturing landscape and the impact such organizations may have.

“It must be recognized that small firms do face a different set of challenges when compared to larger firms,” he said. “They don’t have the deep pockets and deep resources like those competitors. But opportunities are available for them to improve in the areas of operational excellence, strategies, new product development and entering new markets.”

One obstacle to addressing these opportunities is reflected in a compelling statistic presented by Voytek. A new study of the greatest challenges manufacturers face revealed that employee recruitment concerns have increased the most in recent years, cited by 45 percent of respondents in 2015, but only 19 percent in 2009.

Another chart shared by Voytek highlighted how job openings are outpacing hiring in manufacturing.

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Scott Mayer focused on the reasons for such numbers.

“Every day the baby boomers are retiring at a high rate and a new generation of workers in this sector is needed,” he said. However, filling this gap continues to be an issue.

According to Mayer, high school teachers and counselors continue to direct too many students to attend college for traditional four-year degrees when a large number of young people may be better suited to focus on the skilled trades.

“You can’t put everyone in the same bucket,” he said. “There is not enough recognition that manufacturing today offers many good, well-paid middle-class jobs. Sadly, such jobs are usually not considered an ‘in’ thing.”

Mayer points to a need for more “grass roots” efforts that involve parents and educators alike. “Parents need to steer their kids in the right direction when it comes to career choices,” he said. “And, kids are impressionable and will listen to their teachers. Words mean a lot.”

Manufacturing Day Shines Spotlight on Needs, Opportunities

Each panelist asserts that Manufacturing Day – which marked its fifth year anniversary October 7 – exemplifies this comprehensive grass roots approach and delivers effective, educational programs. Thousands of manufacturers again hosted students, teachers, parents, job seekers and community leaders at open houses, plant tours and educational sessions showcasing modern manufacturing technology and the attractive jobs that are available. It was a chance for students to see diverse career options that are innovative, impactful and durable, and understand how to apply their studies in math and science to those careers.

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ESAB’s breakthrough 2017 releases are here and redefining what's possible in welding and cutting. Consider yourself warned, and head to booth N4529 for a chance to win a machine a day.
COE Focuses on Equipment Performance, Backed by Science and Service

In booth C16020, COE Press Equipment’s theme is all about performance. COE’s ability to deliver productivity is being emphasized through its newest coil processing equipment and the physical presence of its Service Van and on-site service team.

Science Sets the Foundation

COE has been on the forefront of processing today’s advanced high strength steels (AHHS), developing its first straightener in 2014 to handle these materials. Since then, COE has expanded this capability into more of its equipment including the SpaceMaster™ HD Series 4 and 5 compact coil lines, which can fit in under 27-ft. of floor space, and the recently re-designed 350 Series Straightener.

Key to COE’s success in this area is the fact that every product the company produces is backed by performance numbers and FEA analysis. COE has developed proprietary utilities and tools that calculate the hard data needed to prove out whether or not a machine can handle the high torque and forces needed to shape high-strength materials. There is science behind every solution the company develops.

Service Optimizes Productivity

COE’s equipment is designed for ideal productivity, the reality is that the people needed to keep it running at its best are often too busy to provide this focus and time. Through a variety of offerings, COE’s service team can keep your personnel and your equipment, be it COE or another brand, performing optimally.

COE’s service team is on-site during the show to answer any questions regarding Technical Support, Field Service, Technical Training, or Preventative Maintenance. Of special interest is COE’s Refurbishment and Retrofit services, where it has proven success in retrofitting existing coil lines with new straightener heads capable of processing AHSS.

After the FABTECH show, COE is taking its Service Van on a road trip and attendees are encouraged to visit the booth and request an appointment for a visit and equipment evaluation.

Success for 40 Years

Celebrating 40 years of performance, COE invites attendees to join its anniversary celebration each day of the show at 3:00 or stop by the booth earlier for a cappuccino or coffee.

John Coe, entrepreneur and CEO, started COE Press Equipment in 1976 with $500, selling rebuilds, used equipment, accessories and parts to the metal stamping industry. When a customer asked for a new 60-in. double air feed line with a 7-roll straightener and a 20,000-lb. reel, John took the opportunity and hired two employees to help. This line established COE as a provider of a higher quality machine with innovative features. By 1978, a 2,000 sq. ft. building was rented on South Street in Rochester with another 2000-sq. ft. building added a year later.

Since then, COE has continued to grow, currently numbering five buildings totaling 65,000 sq. ft. and housing sales, engineering, machining, fabrication, assembly and service.

For information on any of the COE Press Equipment offerings, visit booth C16020 or www.cpec.com.

In booth C16020, COE Press Equipment is featuring its Service Van and scheduling appointments for its post-FABTECH Road Trip.

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You’ll also experience the EG 6013 AR — the ideal automated bending solution for small, complex parts and the latest advances in punch/fiber laser combination technology highlighted in the LC 2515 C1 AJ. Amada has engineered Process Range Expansion into each of its innovative fabricating systems. For example, the C1 AJ allows you to cut, punch, form and tap on a single machine. Don’t miss this opportunity to verify for yourself how Amada’s advanced automation for multiple processes will enable you to:

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PERFORMANCE

Check out COE’s service van in booth C16020 at FABTECH to learn more.