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October 2019



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**Why Machine Health
Matters to Your
Manufacturing Operation**

SEE PAGE 15

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October has arrived. Scary.

The days tick by as quickly as the parts rolling through on the assembly line. That said, there's nothing to be scared of during this season of fright! You'll find plenty of tricks and/or treats within the pages of this issue of Gateway to help you get your own job done quickly, efficiently, and on deadline. If you're in need of a helping hand, don't be afraid of finding a partner and outsourcing all or a piece of a job to bring your end goals to fruition. That's why the Gateway exists. We bring manufacturers together, and with forged bonds we're all a little stronger in the end, right? Right. There's nothing sweeter than accomplishing the task at hand.

Have you engaged with us on our social media channels (Facebook, Instagram, LinkedIn, and Twitter)? Think about the benefits of showcasing some of your work in the digital world for people to look at, ponder, and take notice of. A lot of shops are enjoying the benefits of social media to drive a quick bit of attention to that part they just pulled out of production and are readying for shipment. If you're trying to make people aware that your shop exists, keep your social channels up to date. You'd be surprised at how much it can help. Maybe we'll write a feature on that very topic for a future issue... Muuuuhahahahaha!

In parting, enjoy the brisk air, and colors that Fall brings with it. Before you know it, we'll be firing up the snowblower in hopes that it doesn't sputter out before we reach the end of the drive. Now that's a scary thought...

Until then, stay productive, friends.



October 2019

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SPS SPINDLE PARTS AND SERVICE:

SPINNING MACHINE OPERATIONS IN THE RIGHT DIRECTION



There's a little shop in the heart of Goffstown, New Hampshire, that is home to three prominent companies that are invaluable partners in the manufacturing / machining industry.

The parent company is SPS Spindle Parts and Service, LLC, best known to its customers as simply SPS. SPS has been in existence since 2003 – founded by brothers Mike and Greg Gunski – and has played an active role in spindle repair, product sales, and services for its vast pool of customers.

Under the SPS umbrella is Quantum Precision Group who are a one-stop bearing and industrial supply shop which offer bearings, ball screw repair, motor repair, and power transmission supplies and services. The last company is Gunnex, a machine tool onsite taper and grinding service that are on the road 24/7 servicing their clients' needs.

So what?

That's what we're here to tell you.

As a machining company – one that relies on your fleet of machines operating at an optimal level for production's sake (because without production where's the bottom-line, right?) – you fear the possibility of the dreaded “downtime,” which means a working piece of your operation is down, and thus, your team of human resources is likely scratching their collective head wondering how to justify their place on the shop floor as well.

The first obvious call that most of us look to is the manufacturer of the machine in question. And, upon making this call, you quickly learn that the waiting game is a very real thing (in many cases it's the stuff nightmares consist of...) “Sure, we'll be there in a month,” is a response you've likely heard – many

times... If you're a small shop – one that the big machine tool dealers aren't making as much money on – that turnaround time inflates from there. You know the drill.

Enter SPS (and with it, Gunnex and Quantum).

What sets SPS apart from the “competition” is their ability to service your needs fast. In most cases, a diagnostic consultation, be it on the phone or at your location is achieved in 48 hours. In a world where productivity pays the bills, that's a very important and, quite frankly, imperative distinction to make.

SPS is your go to source for help. They don't exist to simply sell you a solution or service set that is “out of the box.” They treat you and your operation with respect and are trusted partners in the industry as consultation specialists that do what's right by you and your unique operative goals. 60-70% of their business exists right here in New England, but their reach is felt throughout the entire country.

Service Industries:

- **Aerospace**
- **Automotive**
- **Medical**
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(CONTINUED ON PAGE 6)

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SPS SPINDLE PARTS AND SERVICE

Provides high quality spindle rebuilding services, new spindle products, and innovative technologies for the machining industry. They pride themselves on responding to the customer's need(s) promptly, providing products and services at a fair price, while working to be a valuable resource as a the one-stop solution for limiting machine and operation downtime. SPS has developed a full line of product offerings to complement their extensive list of award-winning services. Having built a reputation as a valuable service resource for their growing list of customers, they use their knowledge of machine tools to bring new and innovative products that can improve a current machine shop environment's collective performance.

Although spindle rebuilding is what SPS is known for, they offer more than just that. If you have a need, pick up the phone and they'll be happy to talk through any machining related problem you might be facing.

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(CONTINUED ON PAGE 10)



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Downtime is not an option in today's manufacturing plants. Machine tool dealers in New England and abroad have become so large it's hard from them to cater to the smaller outfits. SPS and its affiliates help the little to medium sized shop (and are not afraid of the enterprise level plants as well). From new pieces and parts to spindle requalification and taper grind repairs and beyond, SPS is on call to get you up and running again. Their hands on approach and convenience driven operation (you can ship your spindle / issue to them, or they can come to you) is with your shop's success in mind.

SPS operates with the mantra that, sure, you can have the best tool in the world, but if your spindle isn't performing correctly your entire production is going to be jeopardized. They're here to get it in order. From initial consultation, to preventative vibration analysis maintenance solutions, to full on reactive fixes, SPS is ready when you're in need.




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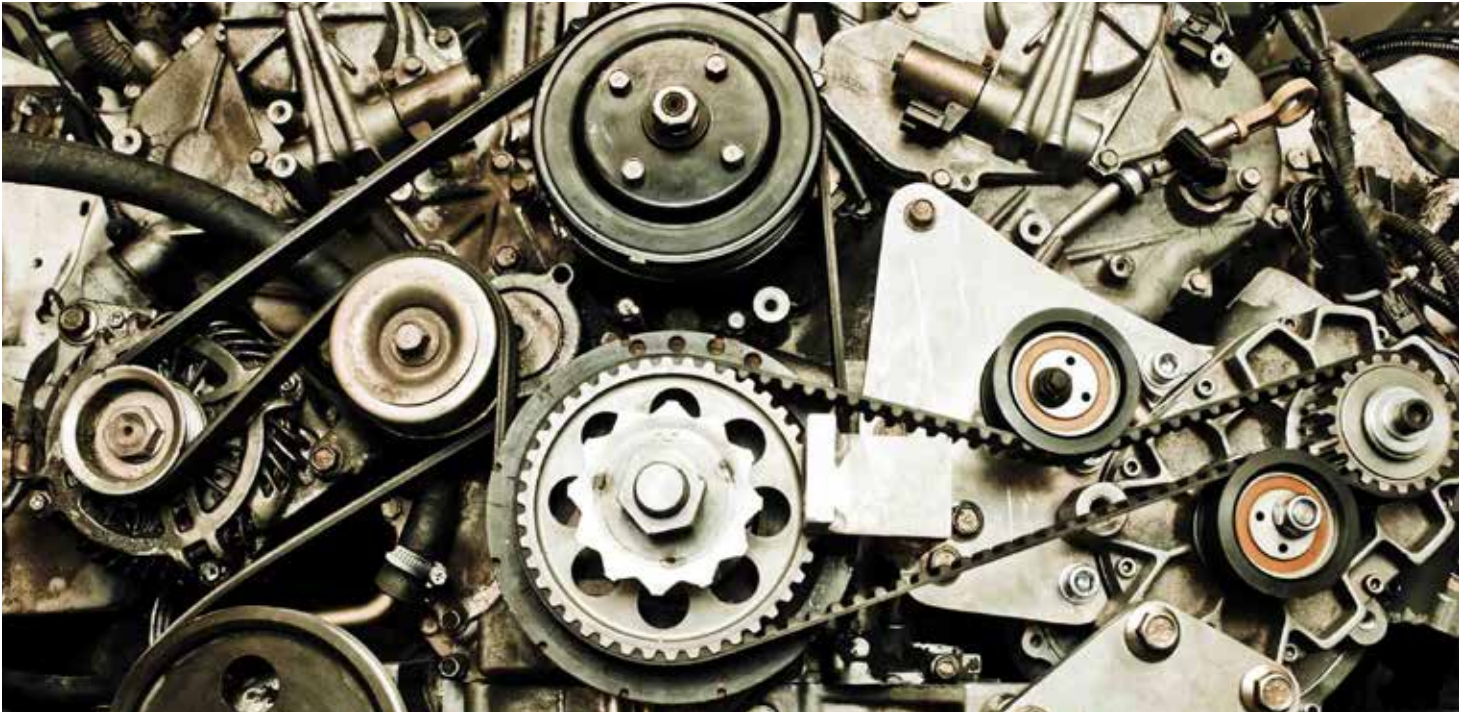
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WHY MACHINE HEALTH MATTERS TO YOUR MANUFACTURING OPERATION

**How's your car running? Pretty good?**

Chances are you probably get it serviced at least once annually and, if you're looking to get as much out of it as you can, you probably get the oil changed on a more frequent basis, right?

It's good to keep things fresh. It's good to get as much out of that investment as you possible can. Afterall, a vehicle isn't cheap.

Now let's apply the same logic to the machines you have on the shop floor.

How are they running? Pretty good?

When was the last time you had them serviced? (We've learned in recent conversations that the last time a shop had their machines serviced might actually be "never.") Whoops. Sorry to put you on the spot.

Let's recap:

The average vehicle fiscally falls somewhere in the five-digit range. Owners of said vehicles get them serviced regularly.

The average machine in your plant fiscally falls somewhere in the six-digit range. Owners of said machines get them serviced.... not so regularly (if at all).

From what we've learned through ample research, shop owners are more reactive when it comes to system maintenance rather than proactive. "If it ain't broke, why fix it," is not the right mode of thinking here... We're proactive with our automobiles, and they're a far less substantial monetary investment than the machines we're running to "pay the bills."

Reasons to have your fleet of machines annually include:

- Optimized productivity
- Increased machine uptime
- Decreased machine downtime
- Decreased job “re-dos” due to machine defect
- Improved standardization
- Machine longevity / less wear and tear
- Improved return on investment across the board

Like your vehicle, you don't need us to tell you that the machines you're operating in the shop have a lot of moving pieces and parts. For many, we're not cognizant of what it all does, we're just concerned with how we get from Point A to Point B. Be it from your house to work or from raw material to finished product. Most days, we take that journey for granted. All we know at the end of the day is, we either made it or we didn't. Sometimes we make note of the bumps along the way; if for nothing else, to be used as a story around the dining room table.

We're merely suggesting that you employ the expertise of a professional to keep your working environment up to snuff. In short: Protect your investment.

Annual maintenance will likely include:

- Systems check / calibration
- Electronic diagnostics
 - Motors
 - Drives
 - Cables
 - Amps
 - HMIs
 - Other applicable electronics
- Oil and fluid check / change
- Internal hardware diagnostics such as spindles, etc.

As far as spindles go, you can have the greatest tool on planet earth in your possession, primed and ready for production go-time, however, if your spindle is “wonky,” the tool is going to produce parts that will have you scratching your head and putting holes in the drywall. Your tool is only as good as the spindle it's on in the working confines of your machine. If it's off axis, you're going to get some undesirable results. If it's suffering from some corrosion or other signs of wear, you're going to get some undesirable results. If the motor that fires the spindle isn't being tested and treated, it's not going to drive the spindle correctly, and thus, that other-worldly tool you've had developed and delivered is nothing but a fancy paperweight.

(CONTINUED ON PAGE 18)

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Nobody enjoys breaking down when they're on the road to where they're looking to go. The same can be applied to the machines that outfit your manufacturing operation. If just one of your machines goes down you're losing a considerable amount of your production, and compromising the job at hand, and future customer engagements. When deadlines are missed future opportunity is questionable and the bottom-line is the direct victim of such an inconvenience. Thus, do what you can to avoid systems malfunctions. They're not 100% avoidable, but if you're not proactively seeking a solution right now, you're at much greater risk of sustaining loss – in more than one way.

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A smart way to do this is to simply plan for routine, annual machine maintenance. Outside of having a professional take a close look “under the hood,” there are also all kinds of tools/solutions out there that are analytical, and give you real time machine health analysis right on your handheld device. We'll talk more about this in a future issue. You can also Google it and get a mile's worth of results for yourself. The trick is finding the right solution that works for your unique need(s).

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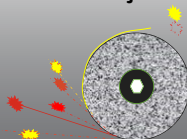
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Piedmont Plastics will be retaining the Plastic Supply, Inc. and Mechanical Plastics, Inc. current building locations to serve as two new branches, creating, in total, four strategic locations to serve the New England region and facilitate continued growth in the Northeast.

All Plastic Supply, Inc. and Mechanical Plastics, Inc. employees will be joining the Piedmont Plastics team, including John Murphy, former owner of both companies.

"We are extremely excited to have the Plastic Supply, Inc. and Mechanical Plastics, Inc. families join ours," said Tyler Booth, President of Piedmont Plastics. "The culture that John has created within and between his two companies will prove to be a fantastic fit and we look forward to building upon their internal capabilities and growing in two important geographies in New England."

"We are thrilled to be joining the Piedmont family," said John Murphy. "Their company philosophy and values mesh perfectly with ours, making this a win-win. However, the big winners will be our customers and employees as we continue to grow and thrive in the region."

For more information, visit www.piedmontplastics.com



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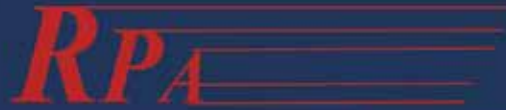
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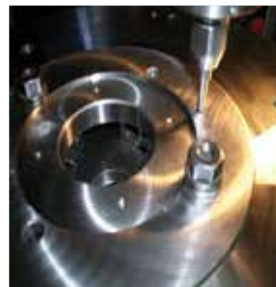


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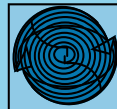
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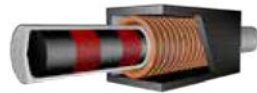
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