EXECUTIVE SUMMARY

CUSTOMER NAME: ISM H. Schulz GmbH Stahlbau

INDUSTRY: Industrial steel construction

LOCATION: Hammah, Germany

CHALLENGE: Need for increased productivity led to costly outsourcing and untimely deliveries

SOLUTION: Installed the HSFDB plate processor, PCD-C “Advantage-2” drill line with a tandem DG-1100 band saw and CNC material handling

RESULTS: The new Peddinghaus technology increased speed, higher productivity and reduced labor costs

With 30 plus years of service in the structural steel industry, ISM H. Schulz GmbH Stahlbau has evolved into a trusted name that reflects their business philosophy ‘living steel, delivering quality’. Built by founder Hermann Schulz in 1981, ISM (meaning Industrial Steel-Construction Mounting), provides a range of customer services including development, planning, manufacturing and assembly for steel construction. As the sole employee, Hermann began the first years of steel production from a local barn. 2009 brought along company transformation when Hermann’s son, Patrick Schulz, took the reins as the new Managing Director for ISM. With his newly appointed position and a 2,000 square meter (22,000 square feet) production facility, Patrick set his sights on the company’s future: expansion and increased automation.

New Generation, New Vision

As Managing Director, Patrick applied his background in business administration and finance to ISM’s production needs. Wanting to expand their range of services in order to remain competitive, Patrick knew that ISM needed to invest. The cost of outsourcing structural plate parts was increasing and timely delivery was becoming difficult. ISM’s ability to quickly meet their customers’ needs was being compromised. Patrick decided the best business solution for ISM was to produce plate parts internally and he began to research the tools for adding
Solving their Plate Problems

“We knew about Peddinghaus’ first class quality because of our previous CNC investments,” Patrick explained. “Our Peddinghaus punch is about 40 years old and the used TDK drill line was 20 years old; both were durable and reliable.” Utilizing Patrick’s financial skills, ISM searched for a long-term investment that would increase production while keeping overhead costs low. Patrick and his team at ISM were confident that the HSFDB plate processor from Peddinghaus was the perfect piece of equipment to produce their plate.

Seeing CNC Results

Finding instant success with their newly installed HSFDB, ISM boasts the increased speed and higher productivity. Noting the precision of the machine and error rate decrease, ISM was convinced they made the right choice. “The time saving is enormous,” Patrick stated. “The new machine not only cuts plate in high speed but also enables drilling, milling and more.”

Patrick calculated additional CNC investments for increased productivity by replacing their aging TDK drill line for a complete new drill and saw system. “For ISM, it was more reasonable to invest a little more money and purchase complete new system,” Patrick stated. Peddinghaus’ high-speed drill lines in tandem with structural band saws captured ISM’s attention.

Counting on a Trusted Partner

“Peddinghaus was with ISM from the very beginning,” said Patrick. “Quality, longevity and great service are the reasons we continue to invest with Peddinghaus. Their customer service is the best in the industry. If we have any issues, the service team is available at once. The following day a technician is on-site if necessary. That is great service!” ISM credits Pascal Peters, Peddinghaus’ International Sales Manager, for his knowledge regarding the space saving system layout. ISM integrated a PCD-C “Advantage-2” drill line with a tandem DG-1100 band saw and CNC material handling into their fabrication firm.

Following their system installation, ISM experienced increased efficiency, higher tonnage and reduced labor costs. Patrick was impressed with the “seamless” flow of material from one machine to the next without operator intervention. “Our operators are extremely proud to run the Peddinghaus machines,” Patrick explained. “After about two to three weeks, they could operate the machines flawlessly.”
‘Living Steel, Delivering Quality’ for the Future

Patrick is building his ISM vision one piece of CNC technology at a time. By utilizing his business background and recognizing ISM’s needs, Patrick was able to add the HSFDB plate processor and the complete drill/saw system with CNC material handling. ISM can quickly and efficiently complete building production halls, produce fittings for shipping containers, process industrial railings, industrial stairs and expand into new markets with the precise tools for each.

The future is looking promising for Patrick and the team at ISM. “Let me take a look into my crystal ball,” Patrick laughed. “I can’t predict the future but I know we are definitely well-prepared with our Peddinghaus machines.”

FOR MORE INFORMATION

To learn more about Peddinghaus Corporation visit:
www.peddinghaus.com

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