

Universal Steel - Sydney, NSW, Australia

Taking Plate Production into their Own Hands



Gian Callegaro (Managing Director) of Universal Steel - Sydney, New South Wales, Australia

EXECUTIVE SUMMARY

CUSTOMER NAME: Universal Steel

INDUSTRY: Steel Fabrication
Company - commercial, industrial
retail, & utility work - mostly plate

LOCATION: Sydney, NSW, Australia

CHALLENGE: Process a large
amount of plate in a short amount of
time - must have a small footprint and
be easy to use

SOLUTION: Stop outsourcing
and purchase the HSFDB for plate
production

RESULTS: Reduced lead times, and
working as a processor for other local
businesses

Taking Plate Production into their Own Hands

Gian Callegaro is a businessman on a quest for perfection. As Managing Director of Universal Steel, (Sydney, NSW, Australia) Gian applies a hands-on approach to every aspect of the 35 year old family firm. From front door to shop floor, Gian frames every business decision with both production, and profit advancement in mind. Whether it's commercial, industrial retail, or utility work, Universal Steel has a history of delivering a quality product within promised lead times. This, in some situations however, came with a cost – namely when it came to plate components.

Enough is Enough - Universal Takes Control of Plate Production

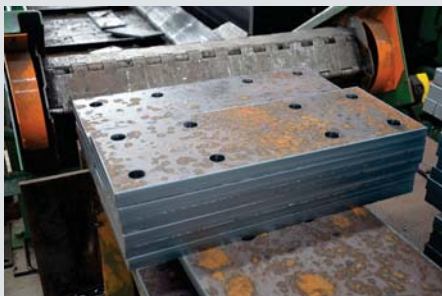
“The catalyst for change was a mining project in the Northern part of New South Wales” Gian stated, “it wasn't a particularly large project, but we had an enormous amount of plate components that needed to be manufactured, and I basically had a worker manually cutting shaped plates, punching and marking each individual piece, for three weeks. That just wasn't good enough for Universal Steel and we knew we needed to look at alternatives.” Gian began to explore his options. Local plate stock-holders and processors were available, but by using these firms Universal's lead times would be dictated by the processors' back log. On top of this, quality was out of his control and processor markup would eat away at his bottom line. That's when Gian was introduced to



Step 1: Load Stock Plate Outside



Step 2: Process Material on HSFDB



Step 3: Finished Parts are Delivered to the Operator via Side Unloader



The side unloader of the HSFDB delivers finished parts directly to the operator at an ergonomic height.

the HSFDB from Peddinghaus.

“Most of our work, or most of any fabricators’ work is in the preparation of the small parts for any project. After looking at a number of machines, the Peddinghaus HSFDB really stood out for what we do,” stated Gian. “In particular with the Peddinghaus plate machine, the high speed drilling was simply unbeatable. Just look at the size of the spindle, it’s an enormous motor, it just chews through steel. Since the installation of the machine we have not only reduced lead times, but now we work as a processor for other local businesses who faced the same problem we had. This is another commercial opportunity that we have been able to entertain as a result of the new machine.”

Space Savings - A Key Component for the Urban Fabricator

Yet another consideration for Gian was the amount of space that the system would occupy. With an existing facility in the heart of the Sydney metropolitan area, land is valued at a premium. Using the unique roller feed design of Peddinghaus machinery, the HSFDB is able to maximize production without sacrificing costly floor space. “We set up the machine so we use our yard space for material handling, and storage. When it’s time to process plate, we load material using a fork truck onto roller conveyor, and send the plate through a small opening in our wall,” stated Gian, “typically there are no plates inside the workshop until they’re cut, meaning we only deal with finished parts inside our facility. We’re only taking up 6 to 8 meters (20 to 26 feet) wide by about 6 meters (20 feet) out from the wall, so it’s a small footprint for the production you receive.”

By using a set of oversized rollers to clamp the material and feed it to the operating area of the machine, the HSFDB’s material handling is not required to be under cover. Additionally, there is no need to maintain a rigid scrap skeleton for nested sheets to be processed effectively. This allows the machine to take advantage of unique programming and cutting methods, thus reducing overall scrap the machine produces. The Peddinghaus plate processor can start cutting from the edge of plate, minimizing the amount of scrap produced to as low as 5% when nesting like parts.

A Family Business that Continues to Succeed

Universal Steel is a family business by every definition. Mom is in the front office, Dad is in the shop, and Gian oversees production. The very same tenacity which started Universal Steel still exists today, and is evident with the continual investments in technology they make. With the know-how to implement these new processes, and savvy to create



The Ocean Avenger Beam Drill Line is essential for the production of structural components at Universal Steel

value added services for clients, Universal Steel is a family business with no signs of slowing down any time soon.



Peddinghaus Corp Bradley, IL

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- Thermal Cutting
- Automated Layout Marking
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- Ironworkers
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