

The simplest solution

Making significant capital investments in a challenging and unpredictable economic environment can fill, even for the most hardened of business owners, with fear and trepidation. In an industry of stagnant sales, the ever present risk of participating in the race to the bottom, and the growing stress on profit margins, means you are forever chasing the tail of the price-quality cycle.

This is why Jade Consulting – the problem solving department of Jade Engineering – is proving to be a go-to resource for fabricators. *The Fabricator's* special correspondent Ed Humphreys talked to Jade co-owners Adam Jones and Sean Mackey

The company occupies a position between the systems houses and the fabricators. This gives it probably the most thorough knowledge and understanding of the fabrication landscape in the UK. It can often come up with solutions which are so simple and low cost that you wonder why it was never thought of before.

And therein lies the conundrum for many fabricators – how can you ask for something that you do not know even exists? There is a comfort in the familiarity of every day, which means that sometimes you do not see the wood for the trees. Maintaining existing systems when large scale investment is not practical can narrow your vision and keep you focused on spinning plates rather than analysing those day-to-day operations.

It was this mindset that led Jade to bringing out the simplest and lowest cost of time savers – one that is already seeing a growing list of fabricators adding their names to the waitlist for delivery – the Jade JBC2 reverse butt welder cleaner.

This small piece of kit has a small footprint, which means it can sit in even the most restricted of factory spaces. It mechanises what has always been a manual technique carried out by a skilled operative with a moon knife. Consequently, this £7,000 piece of kit can significantly improve the speed, efficiency and quality consistency, eradicating the potential for damaged frames and consequent remakes.

“Sometimes the simplest of solutions is hiding in plain sight,” said Adam Jones, co-owner of Jade alongside his co-founder Sean Mackey. “Creating efficiencies and improving quality – changes that often seem to be expensive and time consuming – can often be achieved by taking a step back and gaining a new perspective. This is exactly the path we followed when we came up with the



Sean Mackey (L) and Adam Jones (R)

design for the JBC2.

“This type of weld has always been carried out by hand, despite the popularity of this type of window. A number of our customers asked if we could do anything that could improve the process from the point of view of efficiency and quality, so we put the problem into the melting pot that drives Jade Consult. And whilst this division increasingly designs and fulfils full production lines, we love a challenge.”

Jones and Mackey both believe that the industry has evolved to such a degree that radical overhauls of production lines are increasingly unnecessary, particularly in view of increasing demands on profit margins. While investment for scalability remains important, often the simplest of tweaks in processes can yield the biggest of gains. Jade Consulting is shaping up to be a key resource for fabricators who want to explore more creative and intelligent ways to improve manufacturing efficiencies, over and above the more high profile five and six figures investments in new machinery. The JBC2 is a prime illustration of this – small, affordable, and sits within an existing factory with minimal disruption to existing operations. □

www.jade-eng.co.uk

Cleaning, made quick

PV-C-U and aluminium fabricator Hart & Co has recently upgraded its production line with the purchase of a Kombimatec EV470 CNC corner and transom cleaner and a new DGS450/500 electronic double mitre saw.

Hart & Co specialises in fire windows and automatic opening vents (AOVs) for high rise buildings for new-build window installers.

The EV470 has been programmed to clean the Rehau Total 70 PVC window and door system. It is powered by a Mitsubishi servo control system and comes with a new large colour touch screen interface. Built in usb and ethernet ports enable simple backup and download of cleaning programs. A profile identification system comprising of two measuring devices and three photo electric laser sensors is designed to make the machine run smoothly.

Director Chris Hart says: “Kombimatec is competitively priced and offers good turnaround times. From past experience we know the machines are built to a very high standard.” □

kombimatec.com



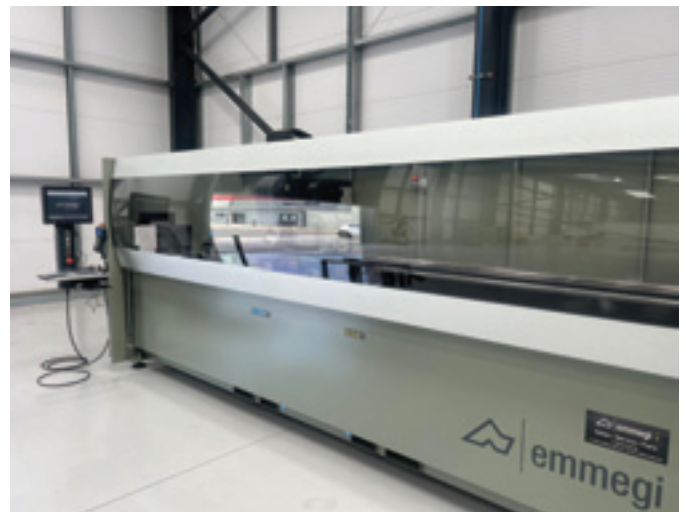
Ready for business

Emmegi (UK) has equipped Framexpress in Telford with a full package of machinery for its new aluminium factory.

The fabricator has manufactured PVC-U products for more than 26 years, but has now opened its first venture in aluminium responding to demand from existing trade customers.

The new facility is a 12,000sq ft purpose designed unit situated alongside an existing Framexpress composite door facility. The Emmegi (UK) team visited during the planning stage and recommended a full aluminium machinery start up package. This includes a Classic Magic saw, Phantomatic X4 CNC, Solution crimper, bead saw and Lilliput end miller, as well as Acca XL work benches, Spin 4 gasket trolley, Stack and Taglio cut piece trollies and WT450 finished frame racks. They also provided advice on layout, operation and training.

Ian Latimer, Emmegi (UK)’s managing director, says: “This is our classic package, ideal for companies like Framexpress who want to guarantee optimum efficiency as well as precision quality. With a crimper, bead saw and end miller included alongside the saw and CNC, Framexpress has everything it needs to start



manufacturing aluminium products.”

Jonny Green, principal product manager at Framexpress says: “Emmegi machines were recommended to us on the basis of quality and durability and that they can do everything we need right now and grow with us as we expand in the future.” □

www.emmegi.com/en/home
www.framexpress.co.uk