

TALKING tools

SUMMER 2014 / ISSUE #2

Penny-Wise: Pound-Foolish

The cost of equipment is a serious part of the overall running costs of a business. This can be even more significant as a proportion if the business is very small or even acting as a sole trader.

European tool manufacturers are faced with stiff commercial competition from equipment made in low labour cost countries such as China and Thailand. The way we cope with this is by focussing our products (and services) on niche markets. Some larger European brands have set up manufacturing plants within the Asian area to reduce production costs, but this can only be achieved with volume manufacturing.

Metal finishing is a difficult process requiring a high proportion of labour cost to achieve the desired effect. Therefore, the equipment and the quality and type of abrasives that are used are paramount. Time lost due to tool failure, problems with speed variation, low yield from an abrasive or use of an incorrect combination of tool and abrasive can lead to huge cost over runs. This is the area where Suhner and other quality manufacturers are focussing their attention.



Often, saving on the tool and abrasive can and probably will end up costing far more in labour time. Remember to carefully consider the equipment you buy. Here are some simple tips on making the right choice in the case of metal finishing:

1. Has the tool the right speed output for the abrasive and finish required? Is it powerful enough to maintain that speed?
2. Does it have a variable speed that is constant when set (this is an expensive electronic feature)?
3. Is it comfortable and ergonomic to use?
4. How much vibration does the tool produce? This can be annoying and potentially dangerous if it is too much.
5. Do you require a rotary type machine giving a disc – spun finish or do you need a brush – straight line finish?
6. How much use will this tool have – perhaps after the immediate application. If not much, how versatile is the equipment?

Answering these simple questions will help you choose wisely.



Case Study

Suhner Helps Melbourne Company Save on Time and Money while Improving Quality

Early in 2013 Suhner Australia pioneered a new initiative – a professional training service specifically for the metal finishing industry. Since introducing the service, Suhner has not looked back. It has been taken up extensively by industry participants.

Although provided by Suhner Australia, the professional training service is not linked to any requirement to buy Suhner product or equipment. It is run as an independent offering with a focus on conveying training skills and expertise.



‘This service aims to provide cost-effective tuition in the workplace so that businesses can speed up their processes and reduce labour time costs while producing a superior finish,’ explained Robert Bartrum, General Manager, Suhner Australia.

‘Also, as we charge for the time, there is absolutely no obligation to purchase the tools and abrasives that are demonstrated during a training session,’ he added.

One company that has already taken advantage of Suhner’s training service is Melbourne based firm, EP Draffin. The long-established family company is a leading firm in the design and manufacturing of street furniture. Dedicated to providing councils, park authorities and commercial customers with quality benches, tables, chairs, shelters, bike racks, bin enclosures surrounds and ancillary metal products, EP Draffin use durable materials including timber and stainless steel to create their pieces.

To maintain their quality excellence, EP Draffin asked Suhner to undertake a series of in-house training sessions focussed on the polishing of stainless steel litterbin tops. However, as the training progressed, the brief was expanded to cover many more of their stainless and other metal products.

The first training session undertaken by the company took 4-5 hours. All subsequent training sessions were deliberately scheduled in either 2 or 4-hour block sessions to ensure productivity was maintained. For maximum convenience and to ensure the technicians got the most out of their tools, all the training was conducted on-site using EP Draffin’s existing equipment.

The training sessions covered techniques such as simple weld removal by grinding welds in correct procedures to blending the finish back to a satin/brush result through to more complicated processes.

Thanks to the training provided by Suhner, EP Draffin were able to bring much of their polishing inhouse, reduce their metal finishing times drastically, and most importantly, improve the finished product’s look as well as consistency.



‘Our market is changing - with the volume of stainless steel work we do increasing every month. The team at Suhner has worked with us to bring a lot of our polishing inhouse. This gives us control over our quality, timeframe and costs.

‘For me, a good supplier is one that you can trust, and that’s how we feel about Suhner. They have the technical team to support us, and I know that they will be there to back us up when needed,’ said Ian Draffin, Managing Director, EP Draffin.

‘Each customer’s requirements are different and this is where our training service is ideal. It is entirely tailored to the needs of the customer. We focus on their precise requirements and develop the best methods to improve their processes and achieve the desired result,’ explained Robert.



Tips & Hints

Polishing Stainless Steel

One of the much over-looked aspects of polishing stainless is the material's ability to work harden and to resist head absorption.

This means it will get very hot at the point of abrasive contact and throw the heat back into the abrasive itself and even the tool holder.

A good example of how this problem can affect polishing techniques is balustrade finishing.

Suhner's UTG 9R tube polisher can be used to blend back welded joints in a hand rail to

match existing finishes. If this is a finish requiring 3 or more steps, the area will quickly heat up. This means burning patterns appear on the surface – caused by abrasive wear, heat transfer and delamination, melting of the nylon rollers resulting in belt slip, which exacerbates the problem.

To reduce this issue have a very wet cloth at hand and cool the metal down after each step; ensuring that the metal is dry before commencing the next work step.

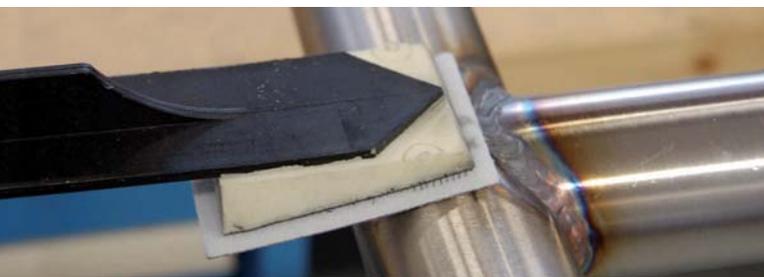
Also, always earth your stainless steel work as it is a poor conductor and static build up can come back through the tool. We often receive complaints that our tool is giving the operative mild electric shocks and that the tool earth must be damaged. This is never the case as the tool is not earthed and has special electronic protection should there be any fault.

New Product

Suhner Revolutionises Tight Corner and Joint Finishing with the Release of its UMC 6RL Tool

Suhner has unveiled its novel UMC 6RL electric power file/polishing system to set a new industry benchmark.

The powerful hand tool revolutionises the finishing of difficult areas. The UMC 6RL features a long stroke within compact dimensions to provide access to tight corners, edges and joints for polishing, graining and brushing applications.



Whether working with stainless steel or aluminium, the tool allows users to attain a 'grained' finish right up to close edges and internal corners – something, which until now, has always been problematic to accomplish.

The UMC 6RL features a file type action so that the brush effect is made in the same direction right up to the weld/internal joint. Thanks to its hook and loop attachment of abrasive

pads and surface conditioning pieces, the tool can quickly and efficiently help achieve the desired finishing, particularly in snug uprights.

Highly robust, reliable and easy to use, the UMC 6RL boasts an excellent low weight to power ratio while delivering little vibration. The tool features a 500W electric power file with a 8mm stroke and variable rate of oscillation from 2500 to 5250 strokes per minute to achieve the desired finish.

Saving users both time and money, the UMC 6RL is ideal for use in furniture internal leg joint finishing, scallop joint finishing on balustrades, fillet weld blending and internal section de-burring.

The UMC 6RL is a further addition to Suhner's technically sophisticated range of abrasive tools and a testament to the company's ability to deliver real and viable solutions for industry.





www.suhner.com

Partner News

Suhner Australia/NZ Contacts

Suhner operates its direct sales out of Sydney, Melbourne and Brisbane. Here are the main contact points for your area or city.

North Queensland (Mackay and North)
Wilco Industrial Supplies
Townsville.
admin@wilcoengineering.com.au
07 4755 0376
Contact Bill or Mark

Perth and South East Western
Australia
Taman Tools
sales@tamandiamondtools.com.au
08 9474 4669
Contact Mike Taman

Adelaide and South Australia
Abrasive Belts and Buffs
sales@abrasivebelts.com.au

08 8326 3766
Contact David Jackson

Tasmania
Kennedy's Welding Supplies
kws@bigpond.net.au
03 6273 1166
Contact Dave Kennedy

West and North West Victoria
Vic Stainless Supplies
sales@vicstainless.com.au
03 5336 2191
Contact Maryanne Fletcher

North New South Wales
Rocket Tools
craig@tools.com.au
02 6551 2266
Contact Craig Jones

New South Wales West Riverina
A & G Engineering Sales
probertson@agengineering.com.au
03 5024 5791/sales PR
Contact Peter Robertson or
Chris Burns

New Zealand
Searco Distributors
sales@searco.co.nz
+64 3 381 0077
Contact Jason McDowall or
Nathan Barrett

All of our partners have been trained and are routinely supported by our own sales engineers.

Upcoming Events

Suhner Australia has Relocated



Suhner differentiates itself by offering solution expertise in stainless, aluminium and other metal finishing techniques.

Our ability to combine the best tools available with the correct quality abrasive and offer experience and knowledge about specialist techniques has allowed us to be market leaders.

To assist our customers further we have moved our head office to a location that provides state of the art conference and demonstration facilities. These will enable us to carry out training and testing to further support our customers and industry

Our intention is to have ready-made work stations where all types of metal finishing applications can be undertaken as well as having the facilities to present to groups of managers and operatives alike.

Suhner offer their own "Suhner Abrasive Academy" in Europe and this will be based entirely on that concept.

Launch date is expected by May 2014, so watch this space.

SUHNER Australia Pty. Ltd.

Unit 11, 52 Holker Street
Silverwater NSW 2128
Tel: (02) 9648 5888
Fax: (02) 9648 6891
www.suhner.com

Disclaimer

Any representation, statement, opinion or advice, expressed or implied, in this publication is made in good faith but on the basis that Suhner Australia, its agents and employees are not liable (whether by reason of negligence, lack of care or otherwise) to any person for any damage or loss whatsoever which has or may occur in relation to that person taking or not taking (as the case may be) action in respect of any representation, statement or advice referred to in this newsletter.

Unsubscribe

If you do not wish to receive a copy of Talking Tools please email: sales@suhner.com