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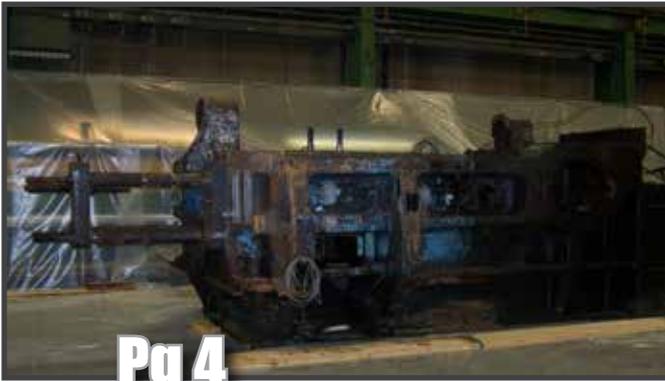
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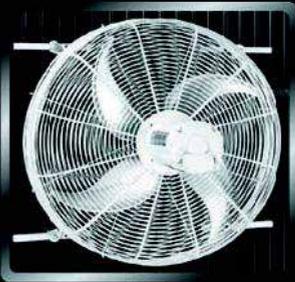
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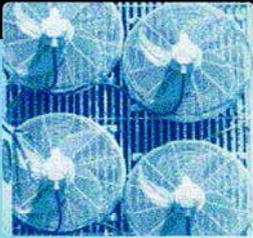
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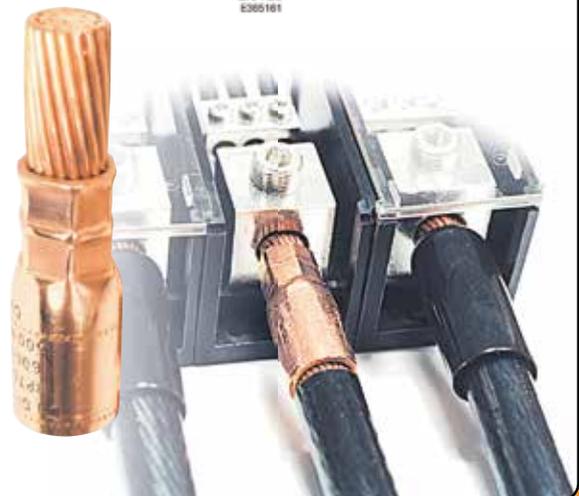
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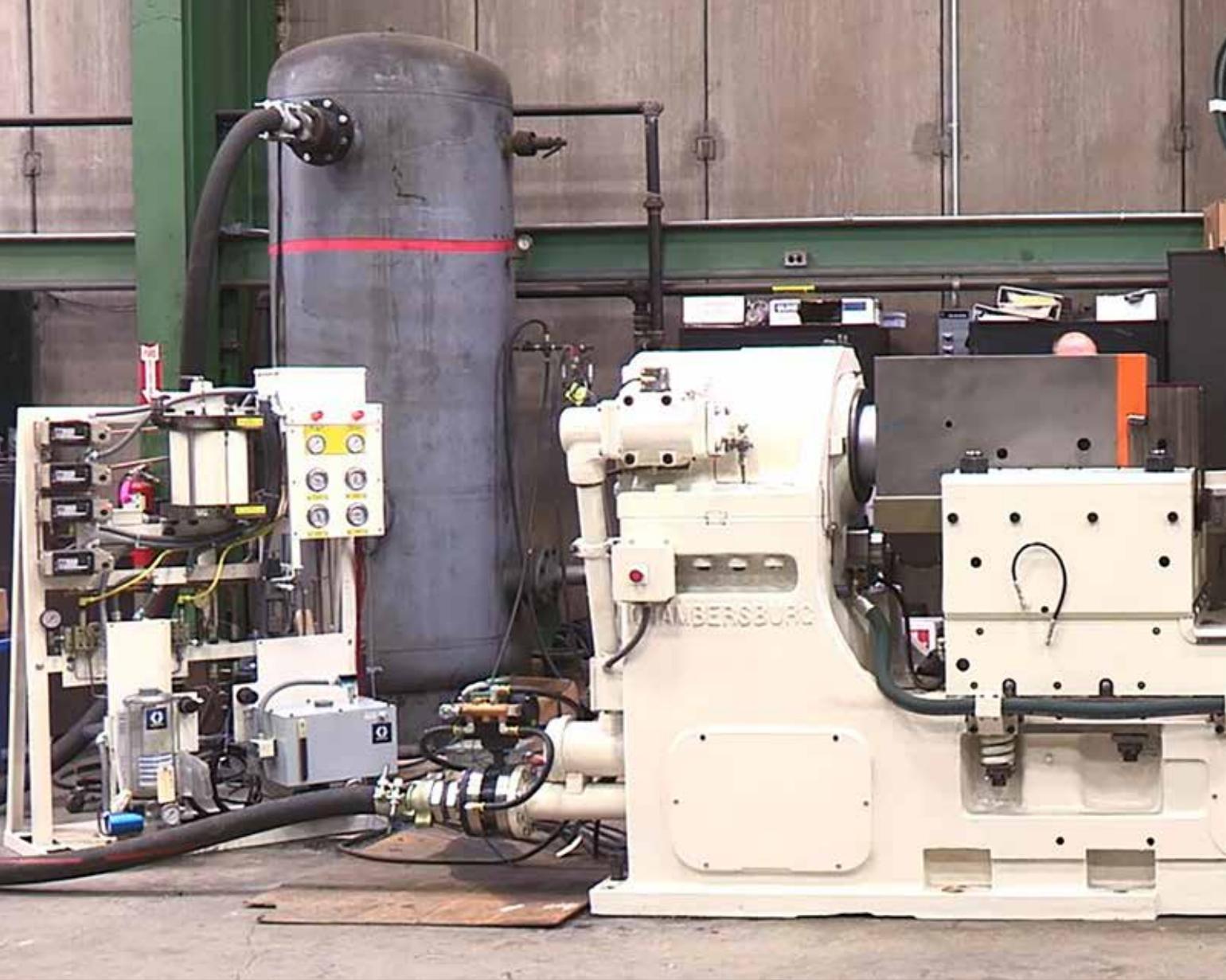


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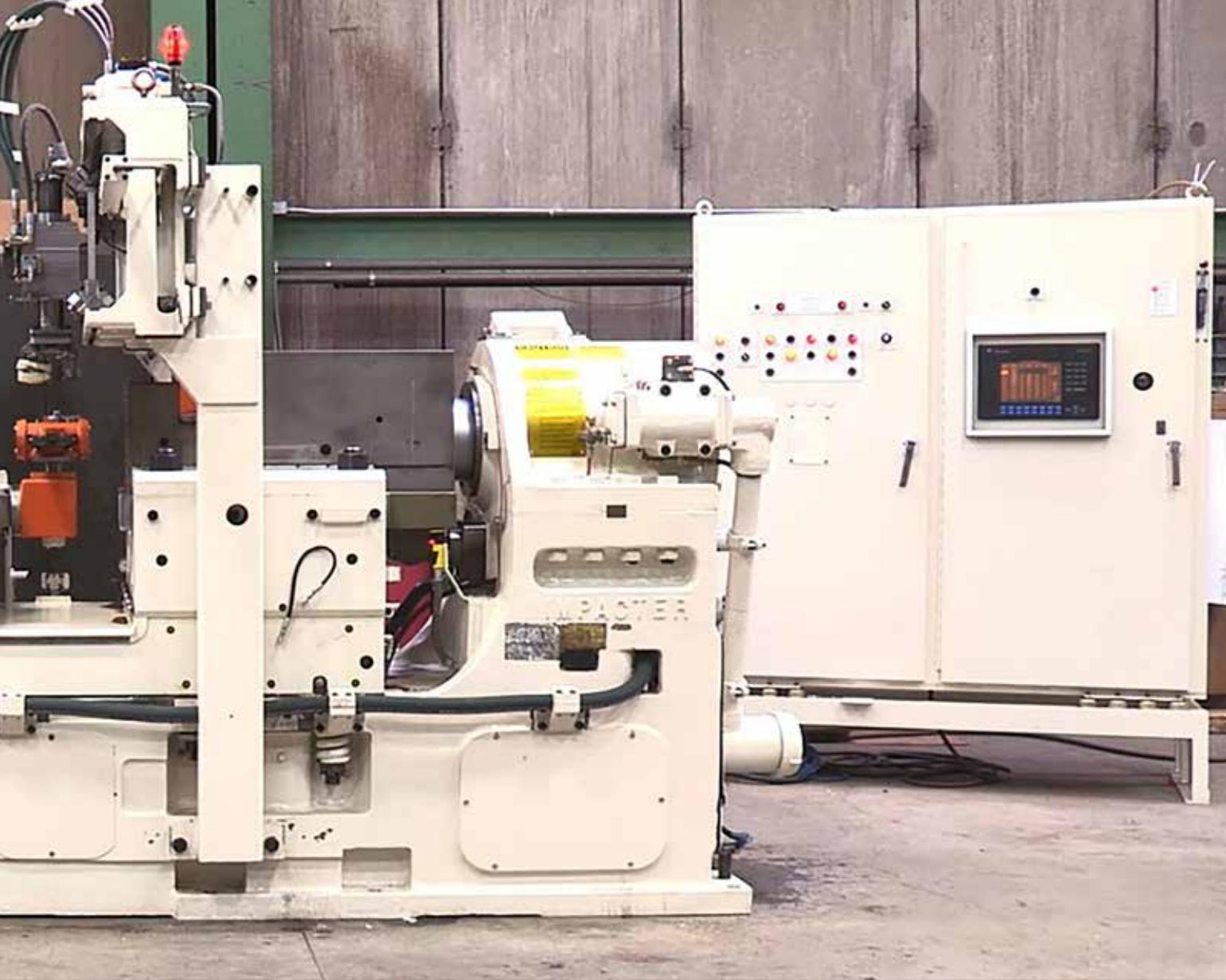
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# OEM or Rebuilder: Operators Face a Key Choice When Repairing or Rebuilding Forging Equipment

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In an era where equipment is routinely rendered obsolete at an ever-increasing pace, forging equipment stands alone as machines built to work on a daily basis for decades – if not the better part of a century. Their built-to-last roots are from a bygone industrial era and their longevity is a testament to the quality of the original design and build.



It is a combination of good design, manufacturing quality control and correct operation of equipment that makes it possible for it to work so long. Good design begins with the OEM that builds forging equipment using sound mechanical design principles along with proper material grade selection and correct heat treatment specifications for internal component parts. This is also critical knowledge for future repair or rebuilds of forging equipment.

While an operator has the responsibility to operate the equipment correctly, no matter how well it is maintained, the high impact nature of forging will eventually take its toll over time. When this occurs, parts will need to be replaced, and a rebuild may be necessary to extend the life of the forger.

At that point, the choice is either to contact the OEM to do the work or contract with a third-party rebuilder. The decision is significant, given the need for a correct, complete and dependable repair or rebuild that will perform as expected for many years.

## Rebuilders Emerge

Over the decades, as some OEMs focused more on new equipment sales, many forgers turned to third-party rebuilders for parts and service. Today, rebuilders also play an important role in the used forging equipment market, where they often go to auctions to acquire a machine they can repair and re-sell.

To repair or rebuild equipment, many rebuilders use a reverse engineering process to create their own parts or have them machined at local CNC shops. Although this approach may work in the short term to “get the equipment up and running,” it ignores the long-term view.

In addition, rebuilders with experience working on a variety of other types of equipment, such as stamping presses or injecting molding machines, may not fully appreciate the forces exerted during the forging operation.

“When an independent rebuilder reverse engineers a part, considerable amount of critical engineering design data is lost resulting in inferior part construction and premature wear or component failure,” says Ken Copeland, President of Ajax-CECO-Erie Press. “Often they are rebuilding a machine without really understanding the original design intent or the loads that will be placed on the parts and equipment.”

Copeland admits that due to mergers and acquisitions, along with some OEMs going out of business, repair business has been pushed in the direction of rebuilders. However, the large OEMs that remain have re-dedicated their efforts to providing parts manufactured to the original design specs along with repair services with quicker turnaround at a competitive cost.



A prime example is Ajax-CECO-Erie Press, which has merged leading brands Chambersburg (CECO), Ajax Manufacturing and Erie Press Systems under the Park Ohio parent company.

Today, the company is the largest forging equipment manufacturer in North America and services the original products of all three companies with the strength of their combined engineering resources and field services. OEMs such as Ajax-CECO-Erie Press remain the repository of detailed forging equipment knowledge which is a key consideration for repairing or rebuilding a forger.

“No one knows the equipment like the OEM,” says Copeland. “The OEM has the original design specifications. It is essential information as it pertains



a secondary heat treat surface coating as part of the original design specification that later wore off over years of use, it would not be apparent to a re-builder. Not adding a replacement surface coating during a repair or rebuild could then compromise the longevity of the repair. Whereas the OEM keeps documentation on all modifications which will later be reviewed when replacing parts.

“Given the decades of use there are a lot of different purpose-built forgers in the market,” said Copeland. “While common forger knowledge can be amassed just by working in the industry, it is not possible for a rebuilder to know each brand and type of forger at the same level. This is what can end up costing an operator over time.”

Without the benefit of the original design specifications, there is the risk of a wrong or sub-optimal part being used in the repair or rebuild. Given the loads placed on a forger, even minor material changes can make a major difference in equipment longevity.

to the design principles, engineering data, critical component specifications and is fundamental to an understanding of what the equipment was originally designed and built to do.”

Information such as the design specifications, including critical data on high-wear parts, the material grade of the steel, the heat-treating process that was used, and the required clearances that were used in the engineering of that particular forger are all needed for a quality repair or rebuild.

Age and modifications over an equipment’s operating life can obscure this information making it difficult for a rebuilder to source all the details.

For example, if a 60-year old forging machine had

Consider that forging equipment has to take the highest impact and accept the highest pressure of any type of metal forming equipment. Simple things like the size and placement of a corner radius can affect the longevity of a component.

There is also the risk of working with a rebuilder who takes short cuts. Said Copeland, “A conscientious rebuilder will try to reverse engineer how the forger was built which may lead them to contact the OEM to source the correct part. But there are also shops who will just apply a fresh coat of paint and not do all the work needed.”

The cost of having an incomplete or incorrect repair ultimately is born by the operator. Forging performance may be sub-optimal, the forger may operate

less efficiently, and the life of the equipment may be shortened. Often there is no warranty offered on the repair or rebuild. Importantly there can also be operator safety risk and OSHA compliance issues too.

Moreover, with large spare part inventories, choosing an OEM can reduce service times as compared to going to a rebuilder that would first need to purchase a piece of steel and then machine it. The parts

and the rebuild are also backed with a warranty from the OEM.

Working with an OEM also gives an operator the option to consider replacing their forger rather than rebuilding. Today's modern forging equipment benefit from automation and modern options added to deliver enhanced efficiencies. They also are built to comply with all required safety regulations without a need to retrofit.

"Despite the savings of having an older machine rebuilt, it may not capture the savings in efficiency, operation and safety features that a new machine would accommodate with all the automated and modern options available in the 21st century," says Copeland.

Whether new or rebuilt, a forger is a significant investment for a manufacturer. Maintained correctly, the equipment will provide decades of productivity. How long that lifespan ends up being is dependent upon how well the forger is maintained. Selecting an OEM for a repair or rebuild gives an operator the confidence that the work will be based on the specifications unique to the machine backed by the people that originally built it.

For more information on Ajax-CECO-Erie Press please visit <https://www.ajax-ceco.com>.

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*Creform NSI-K9 model AGV will be one of the several products Creform will exhibit at MODEX 2020, March 9-12, Atlanta, GA.*

Creform Corporation, Greer SC, a manufacturer of unique products for the design and building of material handling structures and automatic guided vehicles to help achieve lean and continuous improvement programs, will feature several of its products in Booth 6669, at MODEX 2016, March 9-12, 2020, Atlanta, GA.

Highlighting the exhibit will be the Creform BST NSI-K9 AGV which can control up to 50 courses with 128 commands each via HMI touch screen and built-in RFID for routing, and with load capacities to 1320 lb. depending on floor conditions.

Also featured will be a heavy-duty workstation, cart and flow rack with wide Placon conveyors.

The workstation is built using Creform 42 mm plastic coated pipe and metal joints. The pipe is 2-1/2 times stronger than standard 28 mm pipe. Creform workstations feature an ergonomic lift system with various load ratings capacities available and have an adjustable stroke for positioning the work surface.

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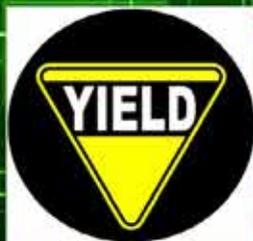


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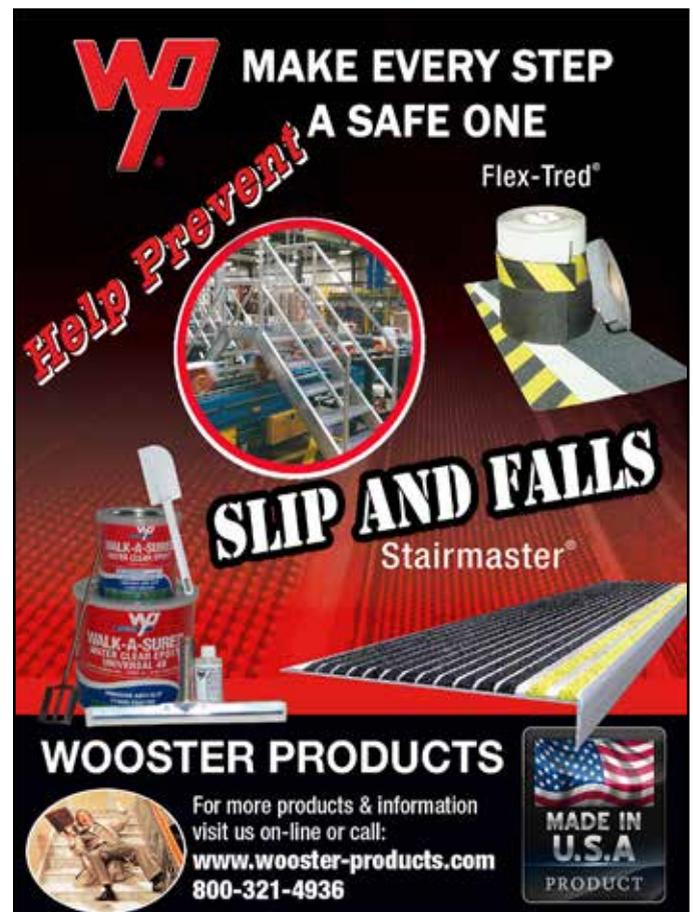
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Creform carts are available in a variety of capacities and sizes as configurations are possible with the Creform system of 28 mm, 32 mm and 42 mm plastic coated steel pipes and metal joints.

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# CalAmp and Pallet Alliance Partner to Provide the Industry's First IoT-Enabled Wooden Pallet System for Greater Supply Chain and Logistics Visibility



*CalAmp iOn Tags, Gateways and CalAmp Telematics Cloud Provide Granular Environmental Supply Chain Visibility and Risk Mitigation*

CalAmp, a global technology solutions pioneer transforming the mobile connected economy, is partnering with Pallet Alliance, a leading innovator in holistic pallet management programs. This partnership will allow multi-site manufacturing companies to leverage IntelliPallet™, the industry's first turnkey, IoT-enabled platform and supply chain managed service integrated with wooden pallets. Employing CalAmp iOn Tags™, gateways and the CalAmp Telematics Cloud (CTC)™, multinational enterprises challenged with managing hundreds of thousands of pallets will be able to integrate this subscriber-based telematics solution to enable more sustainable, secure and efficient tracking of shipments and assets.

By integrating CalAmp's iOn Tags with wooden pallets, enterprises can now access location and environmental data on assets in transit all over the world from the point of pack to the final destination via a CalAmp telematics gateway and the CTC. Pallet Alliance and CalAmp are increasing global supply chain visibility, eliminating tracking blind spots, reducing the potential for theft while also minimizing spoilage as products travel across sea, land, and air.

"Not only will our iOn Tags and gateways help corporations monitor shipment departures and arrivals, but access to our CTC information dashboard will also provide environmental conditions and data analyses to ensure optimal shipment control," said Jeff Newman, vice president of supply chain visibility solutions at CalAmp. "In today's connected econo-

my, there is no reason for a company not to have point-to-point traceability about the location and conditions of their valuable assets throughout the shipment process, from the first mile to the last. Smart pallets enable more efficient business operations that help maintain product quality and maximize revenue potential.”

The IntelliPallet system employs CalAmp telematics technology and AT&T mobile connectivity enabling Pallet Alliance to provide a range of pallet tracking options that deliver precise in-transit data for point-to-point traceability and monitoring for warehouses, manufacturing facilities, retail distribution points and shipping routes. Developed through extensive laboratory and field testing as well as proven through more than a year of real-world use, the patent-pending integration is virtually undetectable when installed.

Pallet Alliance’s success integrating CalAmp’s advanced telematics technology with wooden pallets eliminates the need to convert to alternate materials. Wooden pallets are significantly more economical and sustainable than engineered alternatives, and can be easily configured for specific customer requirements. With Pallet Alliance and CalAmp’s IntelliPallet platform service, monitoring compliance, handling and environmental changes can now be more effectively managed by making more informed decisions based on real-time supply chain insights.

“The ability to integrate end-to-end IoT connectivity with customers’ existing pallet systems will transform the logistics industry,” said Mike Jones, a principal at Pallet Alliance. “Customers can implement location and data services without abandoning their wooden pallet systems, avoiding the added expense and limitations resulting from converting to plastic or composite pallets, not to mention the other required infrastructure investments.”

#### *About Pallet Alliance*

*Pallet Alliance, Inc. is an innovative leader in the design and implementation of national pallet management programs for large, multi-site manufacturing companies. Working collaboratively with customers to employ a holistic approach that combines manufacturing, pallet, and market expertise to identify and eliminate the factors that drive cost reduction by optimizing the product-process interface with knowledgeable, industry-specific pallet management systems. For more information, visit [www.tpai.com](http://www.tpai.com), e-mail [solutions@tpai.com](mailto:solutions@tpai.com), or call 919.442.1400.*

#### *About CalAmp*

*CalAmp (Nasdaq: CAMP) is a technology solutions pioneer transforming the global connected economy. We help reinvent business and improve lives around the globe with technology solutions that streamline complex mobile IoT deployments and bring intelligence to the edge. Our software and subscription-based services, scalable cloud platform and intelligent devices collect and assess business-critical data from mobile assets and their contents. We call this The New How, facilitating efficient decision making, optimizing mobile asset utilization and improving road safety. CalAmp, headquartered in Irvine, California, has been publicly traded since 1983. LoJack® is a brand of CalAmp and a leader in stolen vehicle recovery and innovative automotive services. For more information, visit [calamp.com](http://calamp.com), or LinkedIn, Facebook, Twitter, YouTube or CalAmp Blog.*

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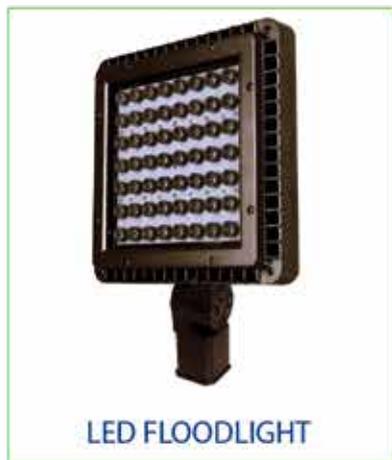
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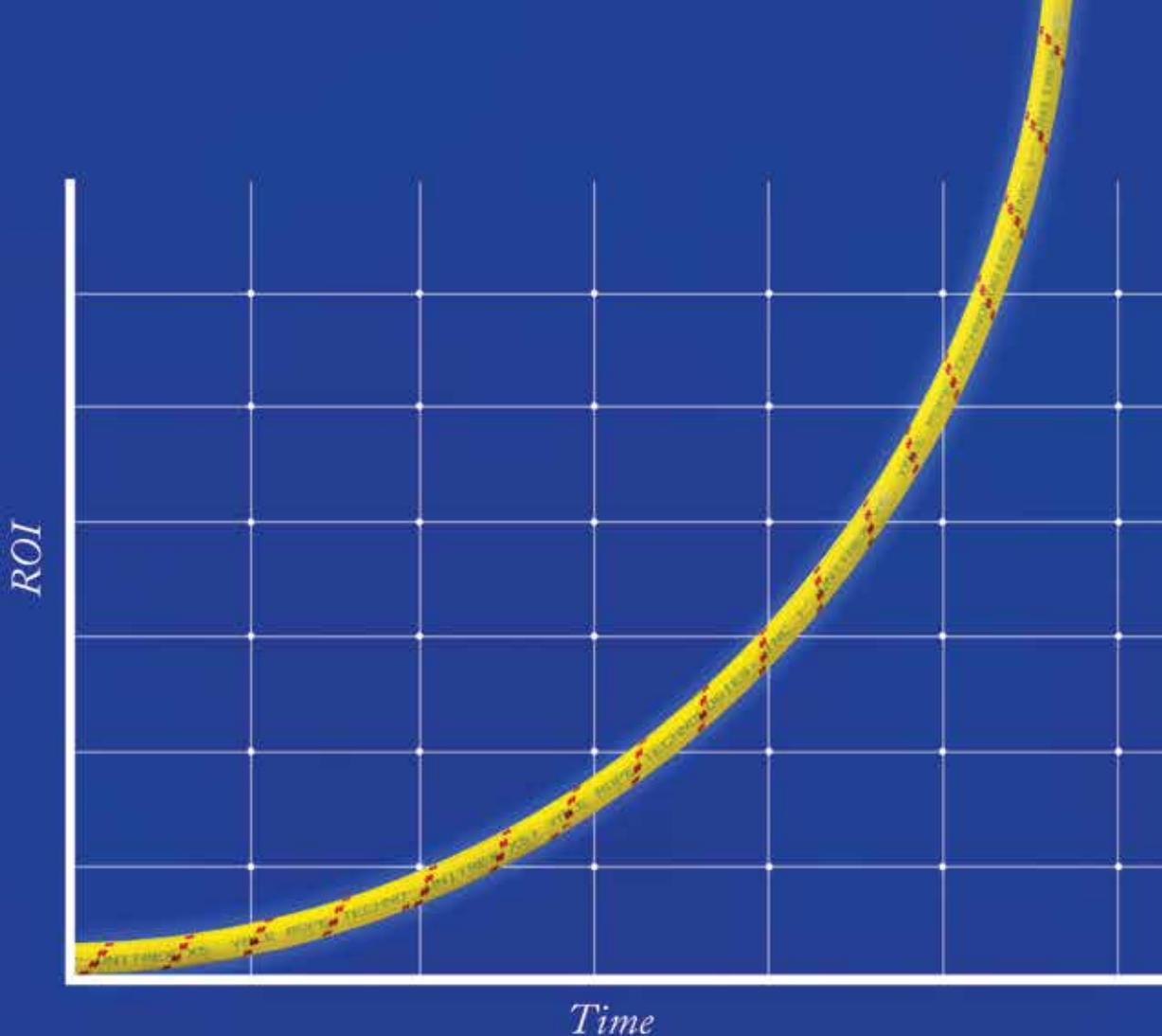
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