

PEDDI NEWS

ISSUE 52 | 2016

SEVERFIELD (UK) LTD

EUROPE'S LARGEST
FABRICATOR BUILDS
LONDON



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ENGINEERING LTD.**
AGRICULTURAL MANUFACTURER
FARMS THE FUTURE WITH CNC



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MACHINERY**
MAKING CNC WAVES WITH
A PEDDINGHAUS PARTNERSHIP

Peddinghaus



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Carl G. (Anton) Peddinghaus
Chief Executive Officer | Peddinghaus Corporation



Dear Friends and Industry Colleagues

I think you will agree that our world has seen few changes as dramatic as those we have experienced the past few weeks. Twenty years ago, when I started working for Peddinghaus Corporation, it was a \$26 million dollar international manufacturing company. At that time, I read a great book *Who Moved My Cheese?* by Dr. Spencer Johnson. It taught me how to remain swift and adaptive in the face of a challenge. For my summer 2016 reading material, I picked up the same book and gave it a second read. It served as a great reminder of why, at Peddinghaus, we never fear change. In fact, we embrace it.

Wherever your company is located worldwide, we all have our own maze to maneuver, and we constantly experience changes that complicate our race to find and keep our cheese. As Dr. Spencer Johnson said, "It is important to smell the cheese often, so you know when it is getting old." As leaders, we can't become too comfortable in our success but remain aware of our surroundings at all times.

The Greek philosopher Heraclitus once said, "The only thing that is constant is change." When change happens, the impact can be minimized by preparation and readiness to respond. Today, I am CEO of a \$100 million dollar international manufacturing company, and we didn't get there by hiding from change.

Change the Way You Fabricate

Speaking of changes, if you have visited any of our trade show booths recently, then you're already aware that Peddinghaus is the official North American representative and service provider for the Zeman Robotic Welding System. Talk about an advancement in technology - this is the first truly robotic welding system that actually works!

North America's first Zeman system is up and running in Canada, and the second two are being installed in the U.S. in August 2016. Don't be the last one! You can contact Todd Cordes at Todd-Cordes@Peddinghaus.com for more information. If full automation is what you are looking for, this system is for you.

It's Vacation Season

Did you know Chicago is one of the top vacation destinations in the United States, and the Peddinghaus World Headquarters is just a short drive from the city? If you haven't taken a summer vacation yet, you should plan a trip to the Midwest, maybe see a Cubs game, and stop in for a visit. Our Corporate Concierge, Meg Hamann, would love to arrange your visit, and Chef Marc Magiera is ready to welcome you with a delicious meal at the PeddiCafé. As always, we have plenty going on here in Bradley, and we can't wait to show you all of the changes we are making around the facility! ■

Sincerely,

Carl G. (Anton) Peddinghaus



Peddinghaus Made Magical Memories

Over 4,500 attendees filled the halls of the Gaylord Palms Convention Center in Orlando, Florida, USA April 13th – 15th. From the outdoor sunshine to the sizzling CNC technology inside, the annual NASCC: The Steel Conference was hot! Peddinghaus is a proud sponsor and supporter of the American Institute of Steel Construction (AISC) and wish to extend a sincere 'thank-you' to all attendees.

Visitors inside the Peddinghaus booth discovered 2016's CNC revelations and how to improve productivity with solutions for every sized fabricator. Onlookers witnessed live demonstrations of the NASCC debut - Peddi XDM-630 drill/saw combination system - which drew in crowds for the ground-breaking

technology. Guests inside booth #1301 also discovered Peddinghaus' innovative solution for robotic thermal processing with the PeddiBot-HD. Rounding out the NASCC debuts, Peddinghaus introduced the new PeddiRotator beam turning device (learn more about this technology on page 10).

Further in-booth technology included the Ring of Fire 360° thermal processor, the 410-DGA double miter band saw, Zeman robotic welding solutions and Peddinghaus-original, Raptor 3D CAD/CAM Software demonstrations.

No NASCC would be complete without a Peddinghaus exclusive networking dinner event. Two tiers of food and fun filled the evening at the Gaylord Palms' Wreckers Sport Bar. Famous magician, Drew

Thomas, transported Anton and Lyle back to Bradley on a magical beam ride through Peddinghaus' headquarters! Football legend, Archie Manning, kicked off the headline entertainment by Jeff Foxworthy - who made us laugh until our stomachs ached. Guests finished the night dancing to the beats of top Pioneer video DJ: DJ Roonie G.

Another NASCC has come and gone but the magical memories will live on. Join us next year in San Antonio, Texas March 22nd – 24th!

Missed this year's event? Check-out the NASCC 2016 recap video by visiting: www.peddinghaus.com

View your favorite photos by 'liking' Peddinghaus Corporation on Facebook.





FABRICATOR SPOTLIGHT | SEVERFIELD (UK) LTD Europe's Largest

SEVERFIELD



Fabricator Builds London

FIELD

The United Kingdom (UK) boasts an estimated 64.5 million residents and is made up of England, Scotland, Wales and Northern Ireland. The world's first industrialized country currently remains one of the most influential centers in politics, finance and culture.



Out with Old CNC Technology

Before investing in Peddinghaus, Severfield (UK) Ltd utilized older CNC machinery that was coming to the end of its operational life. Consistent breakdowns were costing the company both time and money. Wayne and the team at Severfield understood a new investment in technology was needed to uphold their reputation as world-class leaders in structural steel.

“We were looking at various manufacturers, and one of the big things I was looking for was a robust machine that had the durability to last a long length of time,” said Wayne. “I noticed the Peddinghaus machines had a very substantial build structure and would give us the confidence they were going to last.”

Invest for Success

Severfield (UK) Ltd currently employs seven Peddinghaus machines including two heavy-duty BDL-1250/9D drill lines, two DG-1250 double miter structural band saws, two HSFDB-2500 plate processing lines and a PeddiWriter standalone layout marking line from Peddinghaus to fulfill their extensive project books.

Wayne and the Severfield (UK) Ltd team credit the Peddinghaus technology for playing a critical role in the successful completion of London’s iconic structures. “I would say all of the machinery has been crucial to our operations but if one stood out for me it would be the BDL-1250/9D drills,” Wayne advised. “I’m used to seeing drills that take a considerable amount of time. I’ve seen our process sped up three-fold by using the new BDL; the drilling speed is phenomenal.”

Severfield (UK) Ltd previously faced slow processing times for conventional columns with spliced ends. Using their older CNC machinery from an outside manufacturer took approximately 1-1/2 hours to drill one section; with their BDL drill line, the processing was completed in less than 30 minutes, according to Wayne.

Passionate about the Future

The future is looking bright and busy for Severfield (UK) Ltd. Wayne and his team are optimistic with their continued investment in CNC technology. “Our relationship with Peddinghaus has blossomed,” Wayne described. “We’ve got a good relationship with the sales team, the engineers and the technical support team is fantastic as well.

The satisfaction we’ve got now from introducing Peddinghaus machines into Severfield is great. It’s given us a new lease of life and taken us into the 21st century.”

Tourists are attracted to the thriving historic and modern appeal of England’s offerings, renowned for its Royal Family, community pubs, legendary pop music stars (the Beatles, the Rolling Stones, and David Bowie, to name a few) and of course, tea. Its capital city, London, is considered a leading global destination. Iconic structures fill the city’s rainy skyline - 2012’s Olympic Stadium, 5 Broadgate global financial firm and the Shard at London Bridge – currently the tallest building in Western Europe.

These remarkable structures are only a small segment of Severfield plc’s impressive project inventory. Europe’s largest structural steel fabricator successfully operates within multiple manufacturing locations, including Severfield (UK) Ltd in Dalton, North Yorkshire.

The Proof is in the Production

Under the Severfield plc group, Severfield (UK) Ltd has the annual capacity to produce 50,000 tons of structural steel for the global company. 250 employees operate 10 fabrication lines spanning across 50 acres of land to complete noteworthy projects for clients. Serving market sectors such as industrial, commercial, sports stadiums, health, education, distribution, power and energy, and retail and transportation, Severfield remains on top of the structural steel industry.

“Without a doubt, Severfield at Dalton is the largest of all the Severfield locations,” advised Wayne Barron, Production Director. “The volume we can produce at this factory is what sets it aside from other businesses.”

Severfield Beginnings

Severfield began as most steel fabrication companies originate, as a family business. Founded in 1978, Severfield began with one fabrication line in a 200 meter (650 ft) space. The evolution of the company is undoubtedly a remarkable one. Today, it has five manufacturing locations operating under the Severfield plc umbrella, four are within the UK and one in India – JSW Severfield Structures Ltd, which is a joint venture with JSW Steel Ltd.

The four UK-based manufacturing locations have a combined annual capacity of approximately 150,000 tons of fabricated steel, working on at least 35 major projects at any given time. “There are many projects Severfield has been a part of,” explained Wayne, “sports stadiums such as the 2012 Olympic Stadium, various distribution centers including Amazon and high-rise towers such as the Heron Tower (featured on the cover), 5 Broadgate and the Shard at London Bridge. To be fair, Severfield has built the majority of London.”





“ With our previous machinery, it was taking about 1-1/2 hours to drill...with the BDL drill line, the processing was completed in less than 30 minutes. ”



IN FOCUS | SEVERFIELD (UK) LTD

LEFT TOP: Emie Hudson, Shop Supervisor, and Wayne Barron, Production Director, of Severfield (UK) Ltd

LEFT BOTTOM: Severfield's fab shop floor remains busy cranking out 50,000 tons of structural steel at the Dalton location.

RIGHT TOP: Processing heavy plate is no problem using the HSFDB-2500/B plate processor.

RIGHT BOTTOM: The PeddiWriter and the BDL-1250/9D are two machines in an arsenal of 10 fabrication lines.

TECH SPOTLIGHT | THE PEDDIROTATOR

Peddinghaus Introduces 360° Turning Device

Save time and money with the PeddiRotator beam turning device. Eliminate the need for excessive crane usage for turning profiles and welded fabrications. Following processing with your Peddinghaus CNC technology, continue efficiency and increase productivity by utilizing a 360° design for turning profiles. Don't let material handling be a bottleneck in your fab shop.

Ideal for fitters and welders alike, the PeddiRotator is designed for turning profiles without the need

for a crane. Experience the versatility of two turning directions and adjustable stand height for maximum productivity. The PeddiRotator can easily handle heavy loads quickly and safely with the push of a button. The robust design is what you would expect from a partner like Peddinghaus – durable for machine longevity. Featuring a compact footprint, this turning device will take up minimal space in your production line.

Increase productivity and save 30-40% of working time using this technology. The PeddiRotator benefits a variety of applications including grinding operations, painting, assembling and allows for fast visual inspections after welding processes.

Learn more about the versatile advantages of the PeddiRotator by contacting Alex Berghouse: alex-berghouse@peddinghaus.com





HEAVY DUTY CHAIN SUSPENSION



POWERFUL MOTORS



SAFE AND PRECISE ROTATION



EASY ACCESS TO WELDING POSITIONS



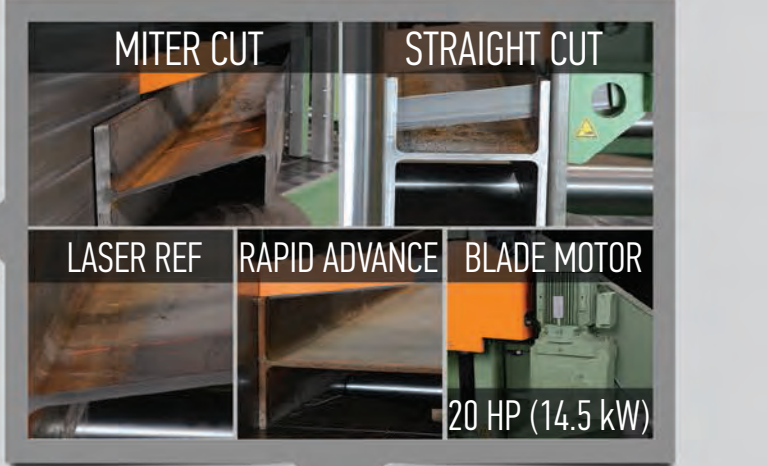
TOOLBOX | BAND SAW PRODUCT FINDER

Find the perfect cutting solution for your fab shop by following this simple step-by-step product selector. Begin by choosing the profile size you would like to process, and then follow the directional arrows to select the features you want your machine to include. These selections will bring you to your final CNC solution! For a more detailed version and to explore additional product lines, visit www.peddinghaus.com/selector

1
SELECT PROFILE SIZE |



2
SELECT FEATURES |

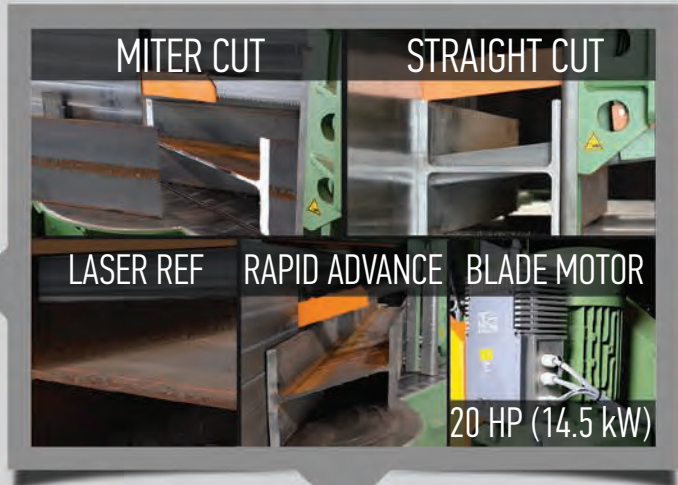
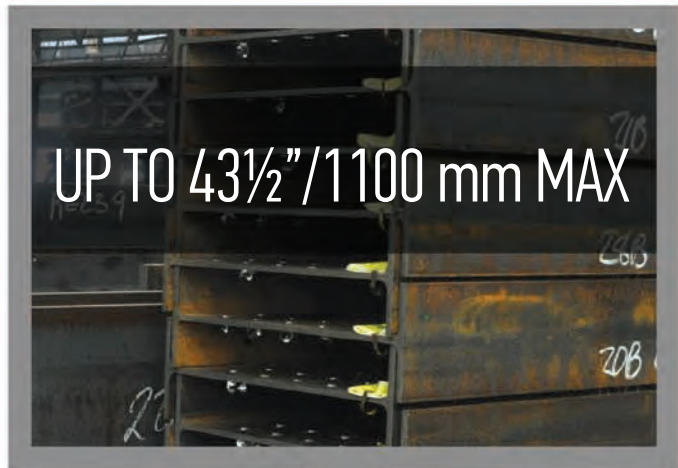
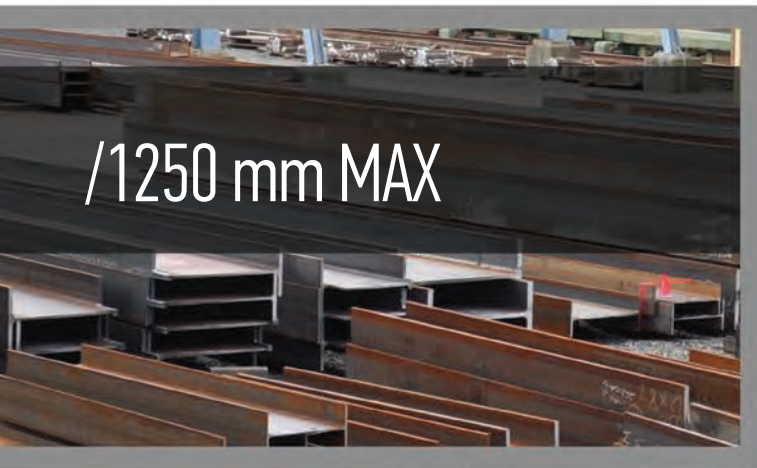


3
LOCATE SOLUTION |



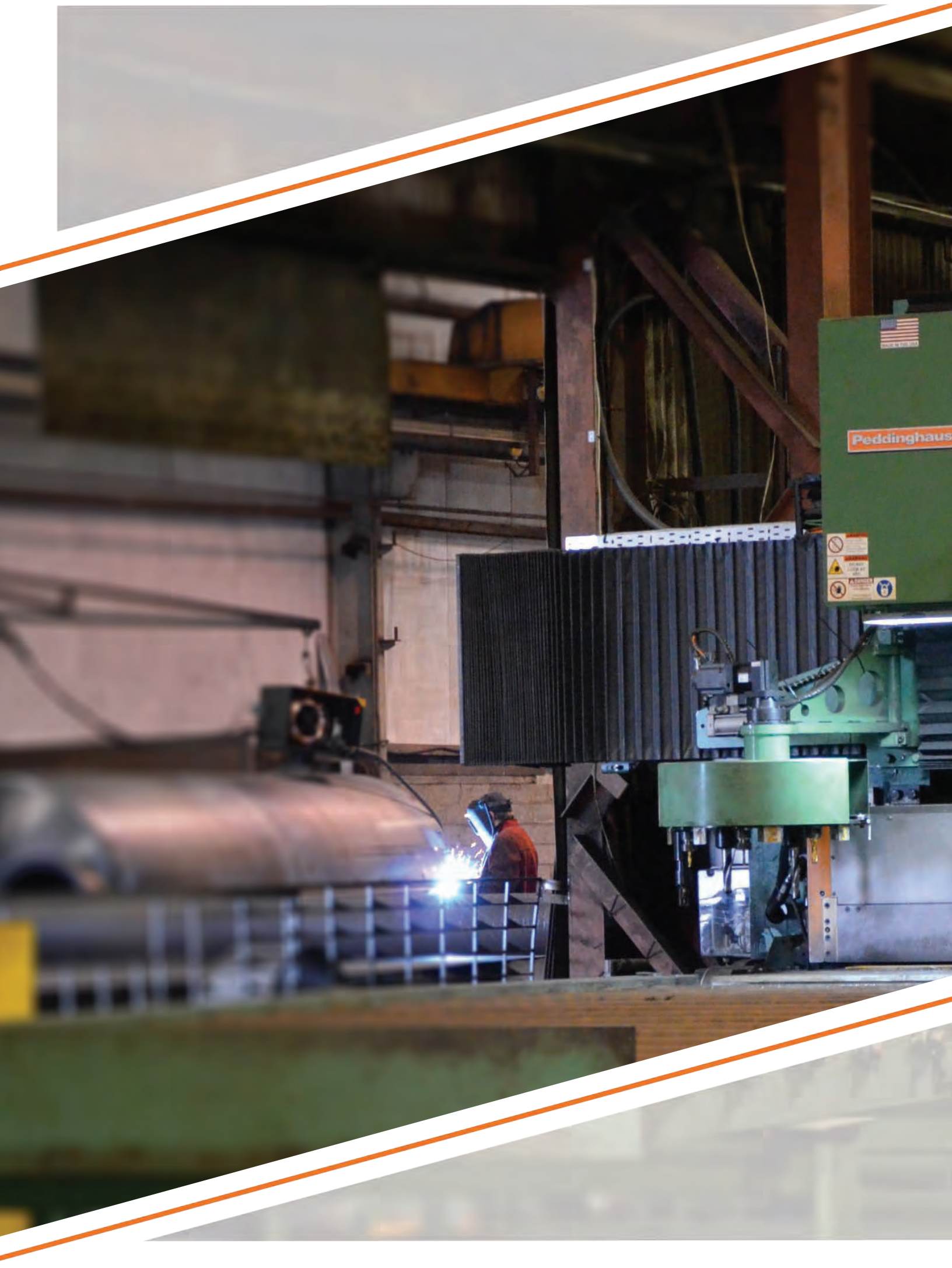
The DGP-1270 is a double miter band saw with a unique portal frame design. This feature employs an overhead gear rack for the miter of the saw, ensuring maximum clamping power and eliminating the potential for cutting byproduct to enter the mitering mechanism. Comprehensive material drive rollers underneath the material, combined with a large sawing bed, make the removal of small components possible. The DGP-1270 can operate in tandem with a drill line or as a standalone system.

The DG-1250 double miter band saw features a rugged twin column construction. This feature eliminates vibration which is critical for cut quality and blade life. Adjustable support rollers automatically shift in accordance with the cutting head location, providing maximum support while cutting within the mitering range. Automatic lift and kneel roller lift material above the cutting surface for optimal material transport, eliminating dragging. The DG-1250 works perfectly in tandem with a drill line or as a standalone system.



The 1250-510 straight cut band saw is similar to other Peddinghaus saw designs featuring a twin column design, eliminating vibration which is critical for cut quality and blade life. Auto feed creates precision feed rates for optimized cutting times and allows for a rapid blade approach to the surface of material. A unique lifting and lowering bed mechanism and automatic chip collection make the 1250-510 ideal for any structural fabricator or steel service center.

The DG-1100 utilizes a smart design with twin column construction to ensure perfect symmetry during the blade head assembly's approach to material. Rapid advance technology maximizes efficiency even before the cut occurs. With full miter capacity capable of 60° right and left, the DG-1100 works perfectly in tandem with a drill line or as a standalone cutting system.





MANUFACTURER SPOTLIGHT

HI-SPEC ENGINEERING

Agricultural Manufacturer Farms the Future with CNC

With fertile soils, temperate climate conditions and abundant rain water, Ireland provides natural advantages for farming. Goods such as food and fuels are regularly produced by the country rich in the tradition of farming skills handed down through 200 generations. Today, beef and milk production

are the two most important farming sectors within Ireland, accounting for 60% of agricultural output. Ireland is currently the largest beef exporter in Europe and one of the largest in the world. Similarly, 85% of dairy output is also exported.

With over 140,000 farmers located within the Republic of Ireland, one must remain consistent and reliable for grown goods. Similar to structural fabrication technology, agricultural machinery is sought to improve efficiency and productivity. Hi-Spec Engineering Ltd. in Carlow, Republic of



IN FOCUS | HI-SPEC ENGINEERING LTD.

IN THIS PHOTO: (L to R) Stephen Nolan, John Nolan, Henry Nolan and Michael Nolan make up the 'hands-on' owner/management team at Hi-Spec.

Ireland, is the preferred machine manufacturer for high-quality agricultural equipment throughout Europe and its surrounding areas.

Ireland Manufacturer Plants Its Roots

Hi-Spec Engineering originated in 1988 with four brothers; three of which can still be easily found working alongside employees on the shop floor. Serving agricultural and light industrial markets throughout Europe, Russia, Iceland, New Zealand, Australia and South Africa, Stephen Nolan, Operations Manager, and family remain busy year round.

Hi-Spec manufactures vacuum tankers, diet feeders, spreaders, slurry handling equipment and trailers. These product lines promote farm efficiency and productivity for their customers. Recent product launches

such as the Kompactor push-off trailer prove that Hi-Spec has evolved since its inception. "We regularly release new products into the marketplace," explained Stephen. "Where we are located in Carlow is a good farming area that gives us an advantage to be close to our clients and receive feedback on products."

Searching for CNC Efficiency

In any manufacturing industry, one of the many keys to success lies in production and efficiency. From labor to machinery to overhead costs, smart manufacturing aids in producing higher profit margins. To produce Hi-Spec's vertical feeder line, the sturdy framework required heavy plate processing of 2.5m x 6m x 22m (8ft x 20ft x 72ft) plate. Unsatisfied with their plate line's output, Stephen and his family knew they needed to invest in new technology.

Hi-Spec explored options within the structural steel marketplace that could process heavy plate for the frames of their feeder equipment. They were first introduced to Peddinghaus Corporation by John McCarthy with Lister Machine Tools - the exclusive distributor for Peddinghaus technology throughout Ireland. Stephen visited Peddinghaus' headquarters to witness a firsthand look at the heavy plate technology. The HSFDB-2500 plate processor captured his attention with capabilities for plasma cutting, oxy-fuel cutting, drilling, milling, tapping, countersinking and scribing on heavy plate up to 75mm (3") thick.

Doubling Plate Production

After introducing the HSFDB-2500 into their manufacturing, Stephen and the team at Hi-Spec instantly saw results in their plate



production. The speed, increased capacity and versatility of the HSFDB-2500 allow Hi-Spec to be flexible in their processing. Added benefits include bringing back plate production they were previously forced to outsource, and increased quality control on finished parts.

“On our previous machine, we were producing the floors for the vertical feeders at 1-2 per day,” Stephen explained. “On our first day with the HSFDB, we were able to produce four. We are definitely getting a lot more off of the HSFDB than that previous plate machine. It’s enhanced our capabilities.”

Answering Agricultural Industry Needs

The agricultural industry is currently undergoing a period of growth. Hi-Spec and its customers are able to experience direct benefits from the HSFDB-2500 plate processor. Increased accuracy results in top-quality manufacturing for which Hi-Spec is renowned.

“We are extremely focused on producing an excellent, quality product to our customer,” Stephen assured. “We are continuously improving our products and have an excellent team here at Hi-Spec. We will continue to grow to meet and exceed agricultural industry needs with Peddinghaus machinery.” ■



“On our previous machine, we were producing vertical feeder floors at 1-2 per day. Our first day with the HSFDB, we produced four.”

For further information about Peddinghaus in Ireland, contact John McCarthy +353 87 2577883

PEDDIPICTURES | MOTORCYCLE FAB SHOP TOUR RECAP 2016



PEDDINGHAUS
ANDREWS, SC - USA



STEELFAB, INC.
CHARLOTTE, NC - USA

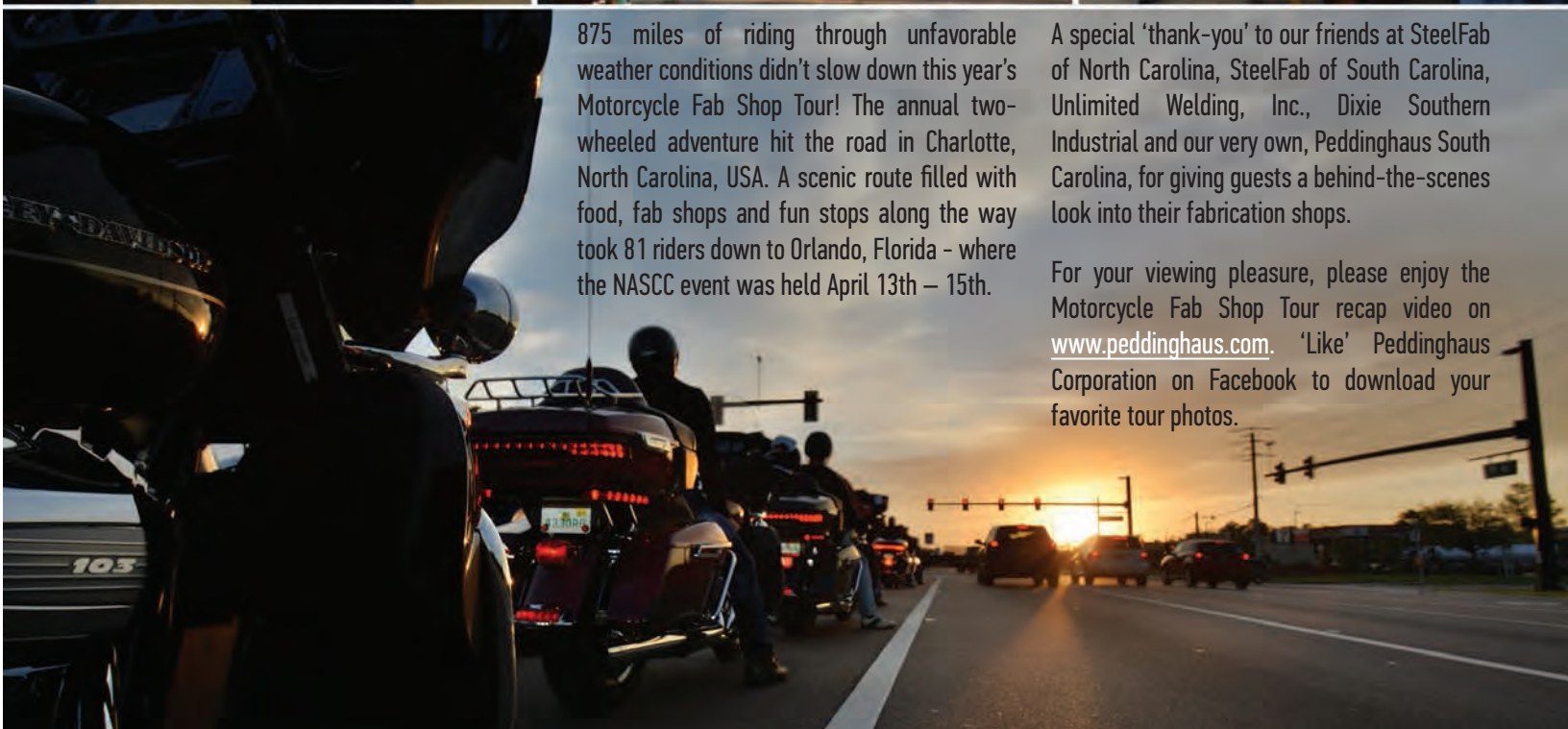
STEELFAB, INC.
FLORENCE, SC - USA



UNLIMITED WELDING, INC.
WINTER SPRINGS, FL - USA



DSI INDUSTRIAL, INC.
POLK CITY, FL - USA



875 miles of riding through unfavorable weather conditions didn't slow down this year's Motorcycle Fab Shop Tour! The annual two-wheeled adventure hit the road in Charlotte, North Carolina, USA. A scenic route filled with food, fab shops and fun stops along the way took 81 riders down to Orlando, Florida - where the NASCC event was held April 13th - 15th.

A special 'thank-you' to our friends at SteelFab of North Carolina, SteelFab of South Carolina, Unlimited Welding, Inc., Dixie Southern Industrial and our very own, Peddinghaus South Carolina, for giving guests a behind-the-scenes look into their fabrication shops.

For your viewing pleasure, please enjoy the Motorcycle Fab Shop Tour recap video on www.peddinghaus.com. 'Like' Peddinghaus Corporation on Facebook to download your favorite tour photos.



Record-Breaking Numbers Hit Latin America

May 4th – 6th over 12,000 attendees roamed 146,000 square feet (13,500 square meters) of exhibit space at the Centro Banamex in Mexico City. Peddinghaus proudly exhibited at the leading metal forming, fabricating, welding and finishing event for Latin America. Booth #2804 was the place to be for hot product releases and live CNC demonstrations.

Onlookers were amazed at the release of the all-new Peddi XDM-630 drill/saw combination system. The two-in-one machine revolutionizes steel fabrication with high-speed carbide drilling, miter sawing, 4-axis scribing, tapping,

countersinking and milling (slot and cope) with no stop in production. This technology is the first of its kind to combine a true multi-spindle CNC beam drill line and a structural band saw into one space-saving solution.

Peddinghaus also introduced the new PeddiRotator beam turning device. With a 360° design, two turning directions and adjustable height, users eliminate the need for excessive crane usage for the turning of profiles and welded constructions. Ideal for fitters and welders alike, the versatile machine benefits a variety of applications including grinding operations, painting, assembling and allows for fast visual inspections after welding processes. Learn

more about how to save 30-40% of working time using this device on pages 10 & 11.

Completing the booth, attendees witnessed the time-tested technology of the PeddiWorker ironworker, a Peddinghaus staple. Don't miss Peddinghaus at FABTECH Mexico 2017 in Monterrey for more industry innovations from the global leader in structural steel fabrication technology.

To learn more about Peddinghaus in Latin America, contact Jose Cavazos: jose-cavazos@peddinghaus.com



Making CNC Waves with a Peddinghaus Partnership

The common saying 'two is better than one' can explain why business owners are motivated to create partnerships in today's challenging marketplace. Building a partnership not only requires skill, but clear lines of communication. Sharing core business values, common goals, similar interests and even potential friendship results in a mutually beneficial partnership. This feat may be difficult for some, but for Ocean Machinery and Peddinghaus Corporation it was a perfect fit.

Renowned business partnerships have revolutionized the world. Procter & Gamble, Barnes & Noble – even famous ice cream entrepreneurs Ben & Jerry to name a few – have found the secret to partnership success. The structural steel industry is no different. While many share the common root of a family-owned and operated business, many others combine to compete as an unstoppable force. Ocean Machinery and Peddinghaus formed a unique industry partnership in 2003. With shared values, a



PARTNERSHIP SPOTLIGHT

OCEAN MACHINERY

clear vision and a handshake, the powerhouse duo reports 1,000 CNC machine installations worldwide since their partnership took the structural steel industry by storm.

Humble Beginnings

Hunter Fry founded Ocean Machinery in 1989. What originated as an idea grew into a thriving business distributing structural steel fabrication technology. Hunter broadened his horizons in 2001 when he stumbled upon Danny Steyn on the beaches of Fort Lauderdale, Florida, USA. Both men shared interests and a love for sailing. This laid the foundation for friendship and also

set the groundwork for the future business duo. They quickly realized their talents and sales drive were similar. Danny teamed up with Hunter as Vice President of Ocean Machinery and the rest is structural steel history.

Ocean Machinery previously imported fabrication machinery for the U.S. structural steel market. Both Hunter and Danny understood that in order to grow their business within the United States, importing machinery from foreign companies wasn't favorable to U.S. fabricators. With limitations in resources and manufacturing, Hunter and Danny went back to the drawing board

on how they could tap into their chosen niche market. With an industry-changing proposal in tow, Ocean Machinery approached Peddinghaus Corporation.

Manufacturing Success

Ocean Machinery researched several manufacturers within the structural steel industry, but was confident Peddinghaus was the perfect fit to the missing piece of their manufacturing puzzle. With U.S.-based manufacturing, high-quality machinery and 24-hour technical support, Peddinghaus pioneered the steel fabrication industry with innovations dating back to 1903.

PARTNERSHIP SPOTLIGHT | OCEAN MACHINERY



OCEAN AVENGER DRILL LINE
NUMBER OF INSTALLATIONS
655
Introduced 2003



OCEAN AVENGER+ DRILL LINE
NUMBER OF INSTALLATIONS
51
Introduced 2013



OCEAN CLIPPER ANGLE LINE
NUMBER OF INSTALLATIONS
154
Introduced 2006



OCEAN LIBERATOR COPING LINE
NUMBER OF INSTALLATIONS
78
Introduced 2008



A trusted and reliable name, Ocean knew Peddinghaus' CNC technology is what the market sought after. Now all they needed was a partner to fit their same business values.

"We managed to meet with Peddinghaus during a trade show event and we instantly hit it off," explained Hunter. "They accepted our business proposal to manufacture the product we wanted. We've never looked back from there and that was in 2003."

Two is Better than One
Ocean Machinery and Peddinghaus Corporation initiated their unique partnership within the structural steel fabrication industry. It began with Hunter and Danny's original concept of creating a single-spindle CNC beam drill line for the small-to-medium sized fabricator. Peddinghaus designed and manufactured the product line. The Ocean Avenger by Peddinghaus was born. Although manufactured by Peddinghaus, the new product line wasn't green and orange but a new color scheme: ocean blue and orange. The

industry response for the Avenger single-spindle drill line was overwhelming. For 13 continuing years, this remains Ocean's top-selling product with 700 installations in 60 countries.

"The Ocean range of machinery differs from others because we cater to the small-to-medium fabricator," Hunter explained. "It's a niche that other people don't really pursue, and that particular niche in the industry is the largest. Having Peddinghaus as a manufacturer and a partner allows us to sell confidently knowing the machines are supported 100%



IN FOCUS | OCEAN MACHINERY

LEFT: Ocean Machinery customers are able to build and grow their business using CNC technology.

RIGHT TOP: Danny Steyn, Karen Castorina and Hunter Fry of Ocean Machinery stand proudly in front of their Fort Lauderdale facility in Florida.

RIGHT BOTTOM: The Liberator is one of four product lines that promotes reduced operating costs and increased profits for small to medium-sized fabricators.



by a well-established company. Everyone in the industry knows Peddinghaus - that gives us credibility we would never have gained on our own."

The partnership success continued as the Peddinghaus team designed and manufactured future product lines for Ocean Machinery. The Ocean Avenger Plus beam drill line, the Ocean Clipper angle line and the Ocean Liberator beam coping line by Peddinghaus all promote the partnership focus of reducing fabricators' operating costs to aid in increased profits. By introducing CNC technology on the shop

floor, smaller fabricators are able to grow and increase their competitiveness to new levels.

Sailing into the CNC Future

Since the origination of the partnership in 2003, Ocean and Peddinghaus have released four successful product lines. Customers are able to complete complex projects utilizing CNC technology throughout an array of industries not solely in structural steel fabrication. These areas include bridge work, truck and trailer manufacturing, material handling, highways, railroads, stainless work and specialized projects such as water treatment facilities.

"As luck would have it, we ended up with Peddinghaus as our partner," Danny relayed. "Peddinghaus is a company that stands behind its product like no other company, and this fits in Hunter and my approach to satisfying our customers. Peddinghaus' build quality, its commitment to support, the quality of staff - this makes it an absolute pleasure to do business. I think we still haven't even begun to scratch the surface of where the Ocean-Peddinghaus partnership will take us." ■

TOP TEN | REASONS WHY PEDDINGHAUS IS THE GLOBAL LEADER IN STRUCTURAL STEEL FABRICATION TECHNOLOGY

1 ROBUST, QUALITY-BUILT CNC MACHINERY



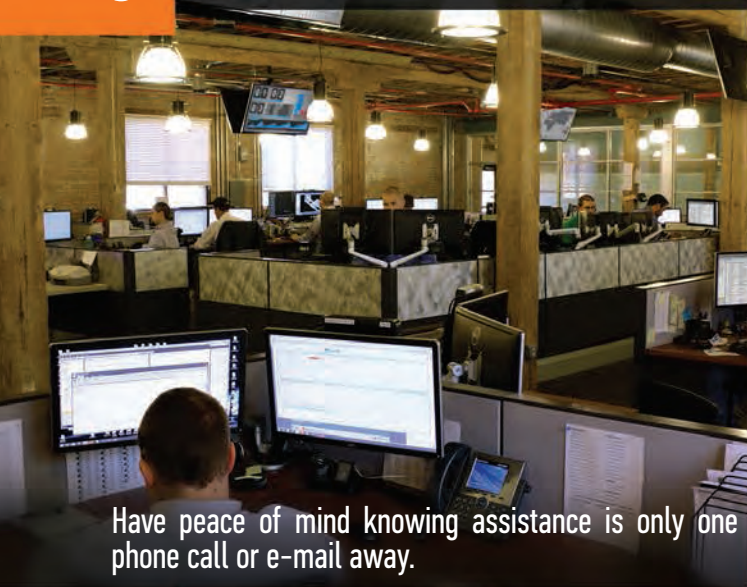
Peddinghaus technology is renowned for withstanding the test of time since 1903.

2 CUSTOMERS ARE PARTNERS



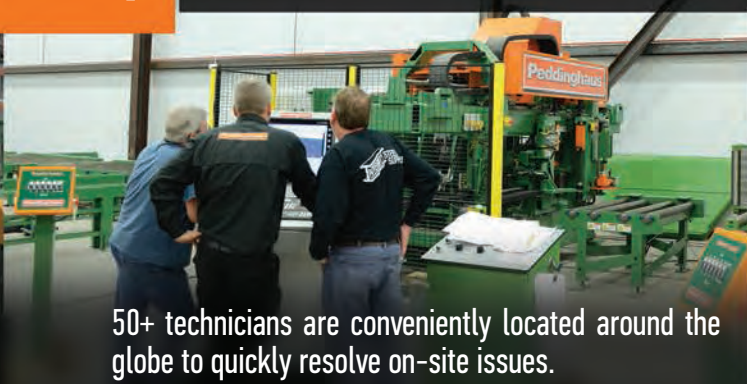
Investments in Peddinghaus CNC technology make you a part of the Peddinghaus family; your success is our success.

3 INDUSTRY-LEADING 24-HOUR TECHNICAL SUPPORT



Have peace of mind knowing assistance is only one phone call or e-mail away.

4 LARGEST NUMBER OF FIELD SERVICE TECHNICIANS



50+ technicians are conveniently located around the globe to quickly resolve on-site issues.

5 GLOBAL ACCESS TO SPARE PARTS



Why wait when you don't have to? Parts are accessed from a variety of our international warehouses for fast delivery when you need it.

6

MODERN MANUFACTURING FACILITIES



Continual investments in technology allow Peddinghaus to produce top-quality machinery for every sized fabricator.

7

DEDICATED RESEARCH AND DEVELOPMENT TEAM



Since 1903, Peddinghaus' engineers have redefined industry standards for structural steel fabrication.

8

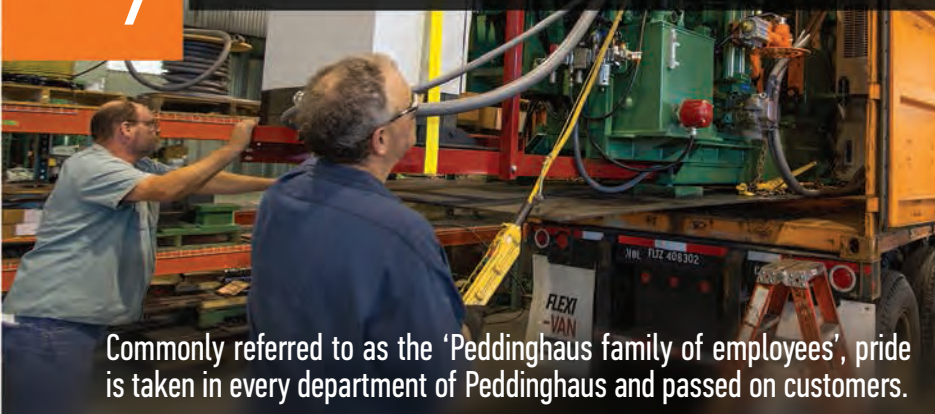
QUALITY CONTROL VIA IN-HOUSE MANUFACTURING



Our in-house manufacturing provides complete quality control benefiting end customers with the highest accuracy and machine longevity.

9

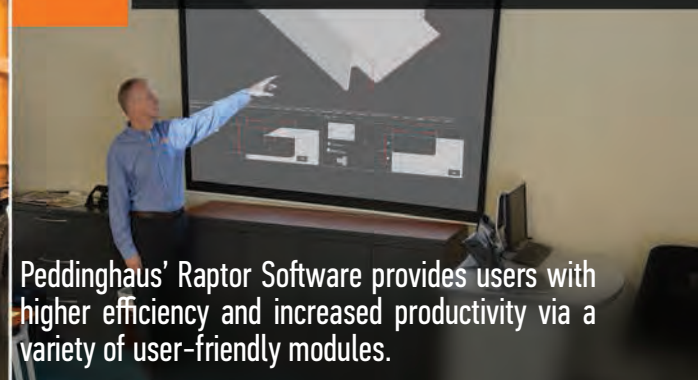
PEDDI-EMPLOYEES



Commonly referred to as the 'Peddinghaus family of employees', pride is taken in every department of Peddinghaus and passed on customers.

10

INNOVATIVE RAPTOR 3D CAD/CAM SOFTWARE



Peddinghaus' Raptor Software provides users with higher efficiency and increased productivity via a variety of user-friendly modules.



Coolants



PeddiCool

PeddiCool from Peddinghaus Corporation is the solution for your band saw blade lubrication. The environmentally-friendly, vegetable-oil based coolant is designed for the toughest structural band saw jobs – without the coolant mess and associated hazards.

The high-quality, low-viscosity oil is recommended for use as a micro dosing lubricant for machining ferrous and non-ferrous components. PeddiCool has a uniquely low surface tension that enables very small quantities to spread out and wet large surface areas very quickly, unlike other lubricants on the market.

- Applies in a fine mist directly onto the blade before it enters the cut
- A thin sheen provides full protection to glide the blade through your material
- Ideal for all profiles from channel to tube to jumbo wide flange beams and columns
- Glides chips away with ease

Webstore



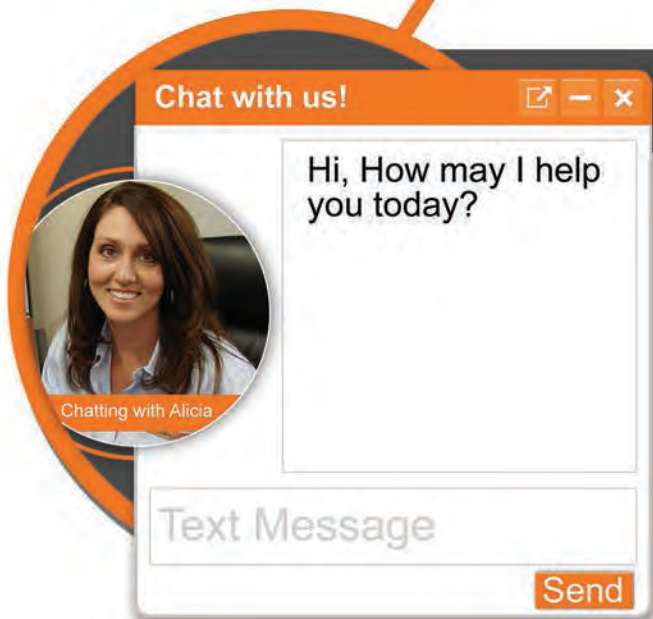
Peddinghaus WebStore

Conveniently order PeddiCool and PeddiCat band saw blades online via the Peddinghaus WebStore with a simple click of a button. Follow these easy steps for your first order and receive free shipping using the code: PEDDIFREESHIP

- 1) Visit www.peddinghaus-store.com
- 2) Create/Log-in to your free account
- 3) Select desired coolant and/or band saw blades
- 4) Check-out
- 5) Enjoy!

Fast. Easy. Click. Complete. Create your free webstore account with secure checkout and a variety of convenient payment options available. Order history makes for quick and easy re-ordering. Receive real-time shipping estimates. Get started today!

Live Chat



Questions? Live Chat with an Expert!

What type of coolant should I use? Which band saw blade is right for me? How do I setup my free online webstore account? We've got you covered! Click our 'Chat with an Expert' option and our consumables specialists will instantly reply!

Visit www.peddinghaus-store.com to begin your interactive online experience.

Meet Rachel Lewke – Peddinghaus Assistant System Layout Engineer

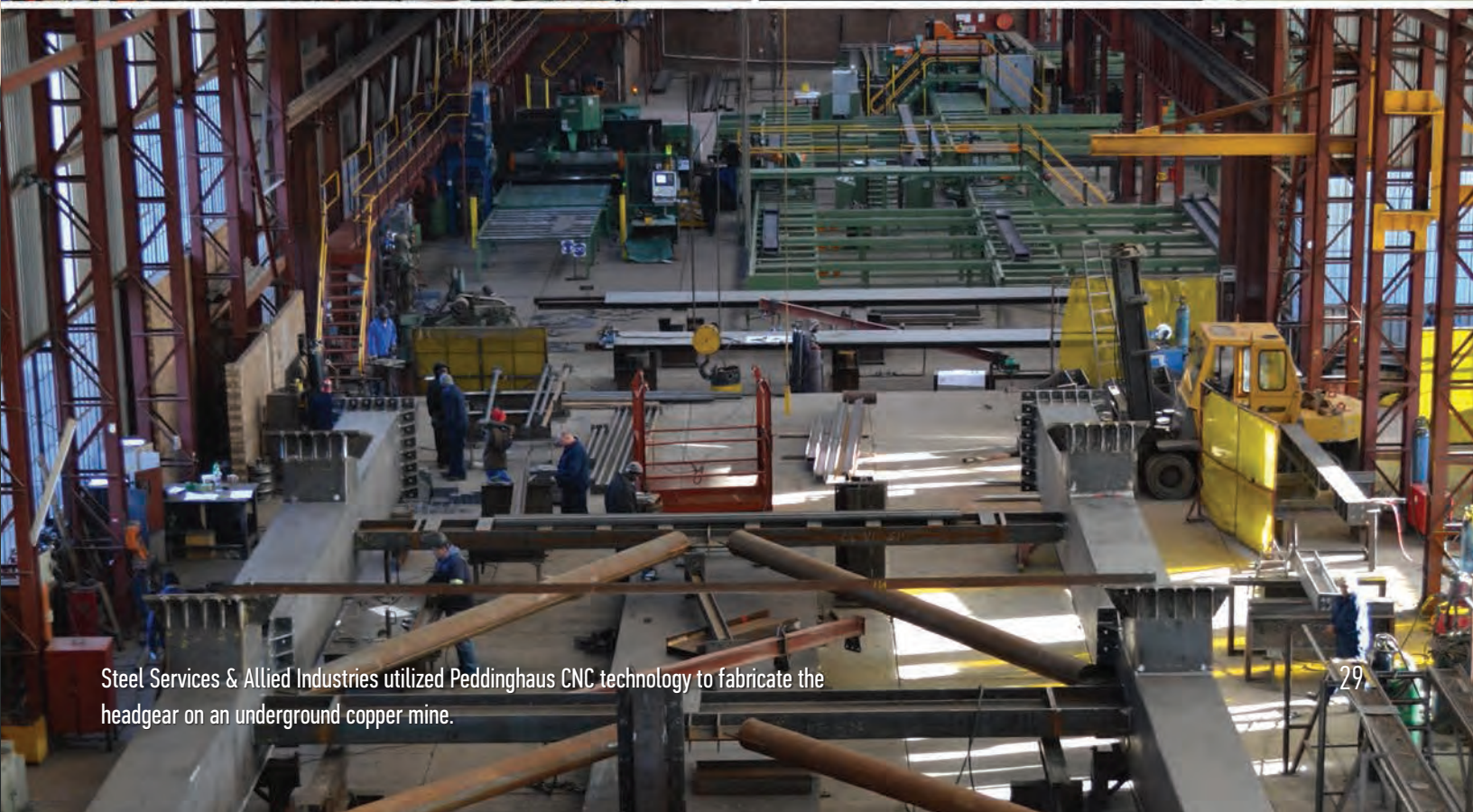
Many employees wear multiple 'hats' and execute various responsibilities in their place of work; that expression may be an understatement in describing Rachel. Most customers have encountered Rachel diligently working behind a counter – either behind the trade show front counter at the Peddinghaus booth for FABTECH and NASCC industry events, or behind the front desk at Peddinghaus' headquarters. For some, she is the first smiling face you see upon entering the main building in Bradley, Illinois; for others, she may be the first voice you hear when you call. For all, she has some way been involved in your Peddinghaus experience.

Rachel began with Peddinghaus in October 2006 as a sales assistant. She immediately began completing machine quote requests and quickly proved she was capable of managing more daily responsibilities. Adding travel accommodations, tour coordination, trade show assistance and more, Rachel's administrative work was proving her worth in an unfamiliar industry. "I ask questions to learn," explained Rachel. "Some [employees] may find it annoying at times, but if I don't ask questions along the way, then I'll never learn."

In 2014, Rachel accepted a new position as assistant system layout engineer. Her extensive background plays an integral role in the streamlined quoting system for Peddinghaus partners. Rachel assists the custom system layout design team with preliminary planning and shop layout concepts, all Ocean Machinery orders and also retrofits. Rachel provides customers with a detailed description of machinery and layouts to improve their productivity and efficiency. "This makes it more beneficial to our customers," described Rachel. "We [Peddinghaus] are constantly changing and evolving. Accepting this new position just made sense and allows me to learn more about Peddinghaus and our customers."

A wife and mother of three remains busy not only at work, but in her personal time. Rachel jokingly describes her hobbies as "sitting on bleachers" (at her children's school and sports functions). "I enjoy what I do," Rachel humbly stated. "Peddinghaus has continuously improved in the past 10 years since I began with the company – from modern CNC technology to our 24-hour technical support, our sales and marketing growth to the camaraderie of the Peddi-employees. It's always good to have a good relationship with co-workers and customers. It makes for a better company, and you enjoy what you do more." ■





Steel Services & Allied Industries utilized Peddinghaus CNC technology to fabricate the headgear on an underground copper mine.



Lyle Menke
CSO | Peddinghaus Corporation



Roger Ferch | AISC President

First of all, I want to thank you for your many well wishes from my article in the last issue of PeddiNews. I appreciate your greetings and best wishes for achieving my “milestone” age.

NASCC – Premier Venue for Steel Construction

A big thank you to the AISC for another superb NASCC: The Steel Conference! Under the direction of Scott Melnick and Elizabeth Purdy, this conference in Orlando was another chart topper by nearly setting records for both

attendance and number of exhibitors. With the collaborative effort of the entire AISC team, this conference has now become the international standard for steel construction!

We will see you in San Antonio
March 22-24, 2017!

Roger Ferch to Retire as AISC President

Roger Ferch has dedicated his life to steel construction – a simple statement that speaks volumes to his drive and determination for the future of our industry. Roger will be retiring at the end of this year as AISC President, and we wish to honor him for his enthusiasm for structural steel.

His childhood aspirations of becoming a dentist dissolved while in midst of an Eagle Scout evaluation, that he “really wasn’t that talented using his hands”. What was the dental industry’s loss was steel construction’s gain.

Roger earned his bachelor’s degree in Engineering at the University of Washington (while working for a local structural fabricator). He obtained his MBA at the University of California, and then joined the U.S. Navy. This was the Vietnam era, but Roger ended in charge of construction while being stationed in the Aleutian Islands, Alaska. “The best part about the Navy,” said Roger, “was that it teaches you responsibility – whether you are ready or not...”

Upon concluding his military service, Roger spent the next 25 years in various management capacities with Herrick Corporation, culminating as Vice President of the firm. During his tenure, Roger was involved in many celebrated construction projects including the Boeing 777 Assembly building, San Francisco Int’l airport, the B-1 (Stealth) Bomber assembly building, and the Walt Disney Concert Hall, designed by Frank Gehry.

While at Herrick, Roger served on the AISC Board of Directors, and he liked what he saw. “I loved interacting with other members of the steel industry – fabricators, mill operators, etc. – and I really enjoyed the AISC staff.”

Upon the retirement of Lou Gurthert, Roger accepted the AISC presidency in 2006. But

being born and raised on the West Coast, Roger and his wife Nancy had to learn to enjoy the “four seasons” of the Midwest. Winter in Chicago can be no picnic, but they adapted well.

Under Roger’s leadership, AISC has seen continuous growth and improvement. In spite of the uneven economy in the past decade, steel construction continues to gain market share over other building materials. Roger is pretty humble, but his peers point to some of the accomplishments they noted during Ferch’s AISC tenure:

- Bringing the building and bridge groups back together
- Proper emphasis on government affairs
- Growth and improvement in certification programs
- Expanding the footprint and recognition of the AISC with other groups and trade associations (as well competing materials)
- Legal reorganization of the AISC to do away with our various affiliates (marketing, Black Squirrel, etc.)

Scott Melnick, AISC Vice President says it best: “I think he’s also done an outstanding job creating a highly qualified and functional staff. He’s been an incredible manager.”

Roger has seen rapid technology changes in his AISC tenure. His words of advice remain, “Don’t look too far into the future.”

After a long career, Roger reflects on his AISC legacy. “I feel that the AISC is in good shape – financially and structurally, with many dedicated, experienced employees. I hope that I have planted the seeds of growth for tomorrow’s AISC programs. I’m sure my successor will maintain the strength and resilience of a great organization and an even greater steel construction industry.”

Roger, on behalf of Peddinghaus Corporation – and our industry – THANK YOU! Your efforts on behalf of steel construction are deeply appreciated, and your contributions will be long remembered. ■



A LOOK INSIDE PEDDINGHAUS

PEDDI-IMPROVEMENTS:

Continually Striving to Serve You Better



The new training facility offers an enhanced learning experience in a modern, state-of-the-art setting for all Peddinghaus customers.



In an effort to support surrounding communities, Peddinghaus donated the steel used to erect a local stage for the performing arts.

MILESTONE ANNIVERSARIES:

The Power of Peddinghaus is in its People!

July 2016

- 5th – Joshua Elliott, Weld Shop, 5 years
- 10th – Pedro Manjarrez Rodriguez, Assembly Technician, 10 years
- 31st – Alex Hill, Stock Room Associate, 10 years

August 2016

- 7th – Marshall McCutcheon, Checkout Technician, 10 years
- 11th – William Trubach, CNC Machinist, 30 years
- 14th – Ronald Giasson, CNC Machinist, 10 years
- 15th – Randolph Snow, Assembly & Paint Technician, 5 years
- 21st – Brian Blanchette, Assembly Technician, 10 years
- 22nd – Vernon Hubert, Assembly Technician, 25 years
- 28th – David Zarate, Assembly Technician, 10 years
- 28th – David Trost, CNC Machinist, 10 years
- 29th – Curtis Hughes, Field Service Technician, 5 years

September 2016

- 5th – Steven Patnaude, Assembly Technician, 10 years
- 8th – Melanie Senerchia, Production Control, 10 years
- 11th – Steven Plakas, Checkout Technician, 10 years
- 13th – Cody Samborski, Peddinghaus Transport, 5 years
- 19th – Jeffery Green, Assembly Technician, 10 years

October 2016

- 3rd – Quincy McFadden, Assembly Technician, 5 years
- 5th – David Lutes, Panel Builder, 10 years
- 7th – Joshua Llorens, Inside Service, 10 years
- 13th – Thomas Rademacher, CNC Machinist, 15 years
- 14th – Kevin Woods, Regional Sales Manager, 15 years
- 17th – Eric Carroll, Production Control, 5 years
- 17th – Michael Merrill, Assembly Technician, 5 years
- 26th – Karl Propes, CNC Machinist, 10 years
- 30th – Kris Ponder-Moore, Administrative Service Assistant, 10 years

RETIREMENTS:

Saying Farewell to our Dedicated Employees & Dear Friends

October 14th – Bruce Hemphill – Field Service Technician

- Thank-you, Bruce, for 18 years of exceptional service for Peddinghaus (1998-2016)

Congratulations to our Peddinghaus family of employees on achieving these milestone anniversaries and retirements!

UP AND COMING

PRSR STD
U.S. POSTAGE

PAID

PERMIT NO. 169
JOLIET, IL

September 12th - 16th

- Electra Mining
- Johannesburg, South Africa
Booth #M3-2

Largest mining, industrial, machine tools and electrical trade show in Southern Africa

September 20th - 22nd

- Construmetal
- Sao Paulo, Brazil
Booth #7

Biggest steel construction exhibition in Latin America organized by the ABCEM

October 12th - 14th

- SDS/2 Users Group Conference
- Lincoln, Nebraska

Design Data software meeting for SDS/2 users sponsored by Peddinghaus

September 30th

- SteelDay 2016
- Bradley, IL - USA

Peddinghaus Corporate Headquarters Bradley, IL, USA AISC-sponsored, learning & networking event

October 7th

- MFG Day
- Bradley, IL - USA

Peddinghaus Corporate Headquarters Bradley, IL, USA FMA-sponsored, learning & networking event

October 25th - 29th

- EuroBLECH
- Hanover, Germany
Hall 12, Stand B05

Leading international sheet metal working technology exhibition

www.peddinghaus.com