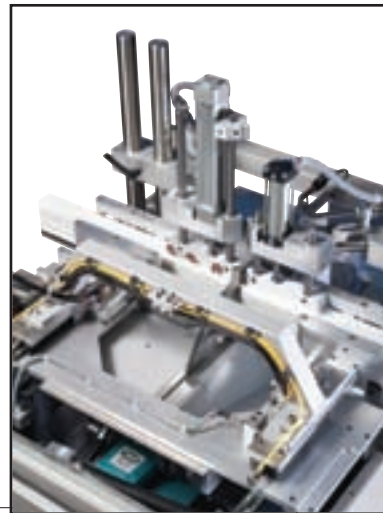


Making it big

After a long period of serious investment by large fabricators and newly formed groups, it is interesting to see that the medium sized fabricator is still alive and well with some investing in technology, writes Stuga's Steve Haines

Back in the period of 2000 to 2010 when automatic sawing and machining centers became the must-have new technology the concerns were always about the 'all our eggs in one basket' and we spent time convincing fabricators that the answer to this was, primarily, good back-up from the supplier. These machines are complex and due to the nature of PVC-U, and in particular the relatively unskilled nature of machine operators, they get damaged by misshapen profile as well as operator error.

When a key piece of production equipment goes down the demands to get it going again are high, especially when the fabricator has only one machine. But with good fault finding and fast technical response in the field, downtime can normally be minimised. Well run fabricators tend to be up to date with production as these sawing and machining centers are so quick they drive production and with extra hours they catch-up quickly after a breakdown. It may be tempting to get a machine running flat out all day every day, but then it probably makes sense to look at buying a second one. Spreading production over two machines evenly can reduce the chance of a breakdown and, when one occurs it doesn't completely



technology breaks down at a critical time or is due its regular service. The salesman that says his machines don't break down is almost certainly on a very good commission. At Stuga we sell direct to the market. We don't have salesmen on the road as most of our enquiries and orders come from recommendation; and nobody at Stuga gets commission.



We have a first class service operation based in Norfolk. A qualified technician is always available on the end of a phone and our machines all have internet connectivity to the on-board diagnostics. Every Stuga sawing and machining center comes equipped with high definition cameras that have sound so Stuga technicians can look and listen to a machine to quickly detect faults or problems. When this fails our team of field staff can be dispatched to any part of



halt production.

With material and labour costs higher than ever the savings to be made from automation are even greater than ever, so the payback time from saving profile, saving mistakes and saving labour are even more worthwhile. As a bonus the fabricator can also say goodbye to missed or misplaced preps,

offset arrowheads and other such common mistakes.

What a fabricator should never do is trade-in or sell its old manual equipment. It will be very useful if the new

the country and if the fault has been correctly diagnosed in advance parts can be timed to arrive before the technician arrives. We always aim to attend within a maximum of twenty four hours in a total breakdown situation.

When customers replace or upgrade we will take previous machines back on a part exchange basis. These are refurbished and fully rebuilt and offered to the market. We are sufficiently confident in these machines to provide a 12 months parts and labour warranty. This applies to automatic sawing and machining centers, stand-alone automatic saws and prepping centers and the well-known Stuga Routermaster cnc router which we also supply for aluminium.

So whether new or refurbished we can offer a range of automatic centers for all types and size of PVC-U window and door manufacturer. □

www.stuga.co.uk