

Industry: Steel service center

Equipment: HyPerformance® Plasma HPR130®



HyPerformance Plasma reduces over-capacity issues on steel service center's laser system

- The Connecticut-based company has virtually eliminated secondary clean-up that was approaching 20% of their jobs.
- Chapin & Bangs Vice-President Brian Williams says, "HyPerformance is the perfect supplement to our laser system."
- Chapin & Bangs is holding 2 degrees or less of bevel angle.



One of Chapin & Bangs' jobs being fabricated on their cutting machine with dual HyPerformance Plasma HPR130s.

The company and products

The Chapin & Bangs Company in Bridgeport, CT is a steel service center doing business mostly in and around the New England area since 1888. Working with state-of-the-art equipment, the company is known for its high-quality steel cutting at competitive prices.

The problem

The majority of mild steel cut at Chapin & Bangs is from gauge material to 1 inch thick. The company's challenge is to continually improve their cutting operation with high-quality cutting at a reduced cost. Their cutting methods include plasma and laser, each with its own niche and accompanying concerns.

- Conventional plasma is fast, but increased bevel angle is a problem for many customers. Also, some processes may require parts clean-up.
- Laser produces a high-quality cut edge with a very low degree of angle. With slower operating speeds than plasma, and a cost of operation that's higher, customers must pay more for this service. It is perceived by many customers as what they "think they need." As a result, the biggest problem for the laser system facing Chapin & Bangs is capacity: it is over-booked.

The solution

The local Hypertherm distributor and retrofit partner has a good working relationship with Chapin & Bangs. Calling on Chapin & Bangs each week, he has also developed an understanding of the company's thermal cutting needs. It was only after the distributor attended a Hypertherm training class on the new HyPerformance Plasma HPR130, that he realized it would be a perfect solution for

the steel service center. Armed with HyPerformance Plasma HPR130 information and cut samples, the distributor presented his case to Chapin & Bangs.

Upon seeing the cut samples, and understanding the system's capabilities, Chapin & Bangs decided to purchase two HPR130s.

Benefits

Chapin & Bangs owner and President Richard Hoyt says, "Right from the start the Hypertherm HyPerformance HPR130s made a difference." The HPR is producing great cut quality with a notable improvement to cut angle, holding 2 degrees or less of bevel. Secondary clean-up operations that had approached 20% of the job cost were now virtually eliminated, drastically reducing their costs.

Vice-President Brian Williams adds, "We were looking for equipment to supplement our laser system. HyPerformance Plasma was the perfect choice."

"We're getting the word out to our customers about HyPerformance Plasma," says Mr. Hoyt. "Many of our customers don't want their parts cut with plasma because of their perception of the bevel it leaves. This is not so with HyPerformance Plasma; its improved consistent cut quality and reduced angularity will leave those old perceptions behind."

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