

## New Stamper Saves Production Time, Produces High Quality Marks

### PROBLEM

TurnFab Inc. is a downhole oil tools manufacturer headquartered in Houston, Texas. They produce tools of many different sizes and configurations, all of which must be stamped individually with part, heat, and purchase order numbers for customers. The owner of the company, Clifton Wedgman Jr., was having problems marking all of his products.

Often, it was not unusual for Wedgman to have to individually stamp 200 to 300 parts by hand. He was using hammers and stencils to mark the tools, and was very dissatisfied with the outcome of the marks, worrying that they made his company seem unprofessional. His customers required that he met the ISO 9001 standards of identification and he wanted to do that to the best of their ability.

Wedgman knew that to raise his standards, he needed to replace his marking equipment, but was unsure of which technology to use. He knew he wanted something portable, as some of the parts he was lifting and marking weighed several hundred pounds. He experimented with hand etching, but found himself dissatisfied with the depth of the mark.

His main concerns were to cut his production time while meeting his customers' requirements. He wanted a product that was easy to use, however, he was also concerned with the price and availability of new equipment.

"I needed a simple solution and Pannier offered it. I was stamping my first part literally two minutes after I received the stamper."

- Clifton Wedgman Jr., Owner

### SOLUTION

Wedgman remembered the Pannier Corporation from a trade show in Houston, Texas. He thought that one of Pannier's programmable stampers might suit his marking needs.

Wedgman contacted Tim Bland, Pannier's Regional Sales Manager in Texas, regarding the stamper. Bland and Wedgman worked together to determine that Pannier's P Series marking equipment was the best fit for TurnFab's requirements. Bland was recovering from knee surgery, but Wedgman was so eager to try the new technology that he drove 250 miles to Bland's house for a demo. Bland marked two parts, Wedgman three, and Wedgman was convinced. He immediately bought the stamper and was "pleased from the start." Considering that his job shop is "hot, dirty, and not too pretty, the stamper has stood up very well and is very rugged."



Wedgman manually enters the information for marking his parts. "I may have 25-30 different parts to number and I can change the information in just a matter of seconds," he said. "With Pannier, it only takes a fraction of the time and looks very professional." He is also very pleased with the portability of the stamper because he can move about his shop to mark the tools without having to lift each one.

Of the overall results, TurnFab is extremely pleased. Their customers are satisfied with the quality of the marks, and they are also internally utilizing the marks. Wedgman believes "there are fewer errors and less blood and broken bones" in their marking process.

The Pannier solution supplied TurnFab with a competitive advantage due to professionalism of the mark. They believe the quality of their mark demonstrates the professional service reputation they want their company to convey.



**GET RESULTS NOW. Call 412.323.4900 to talk to a Pannier Product Specialist about your application.**