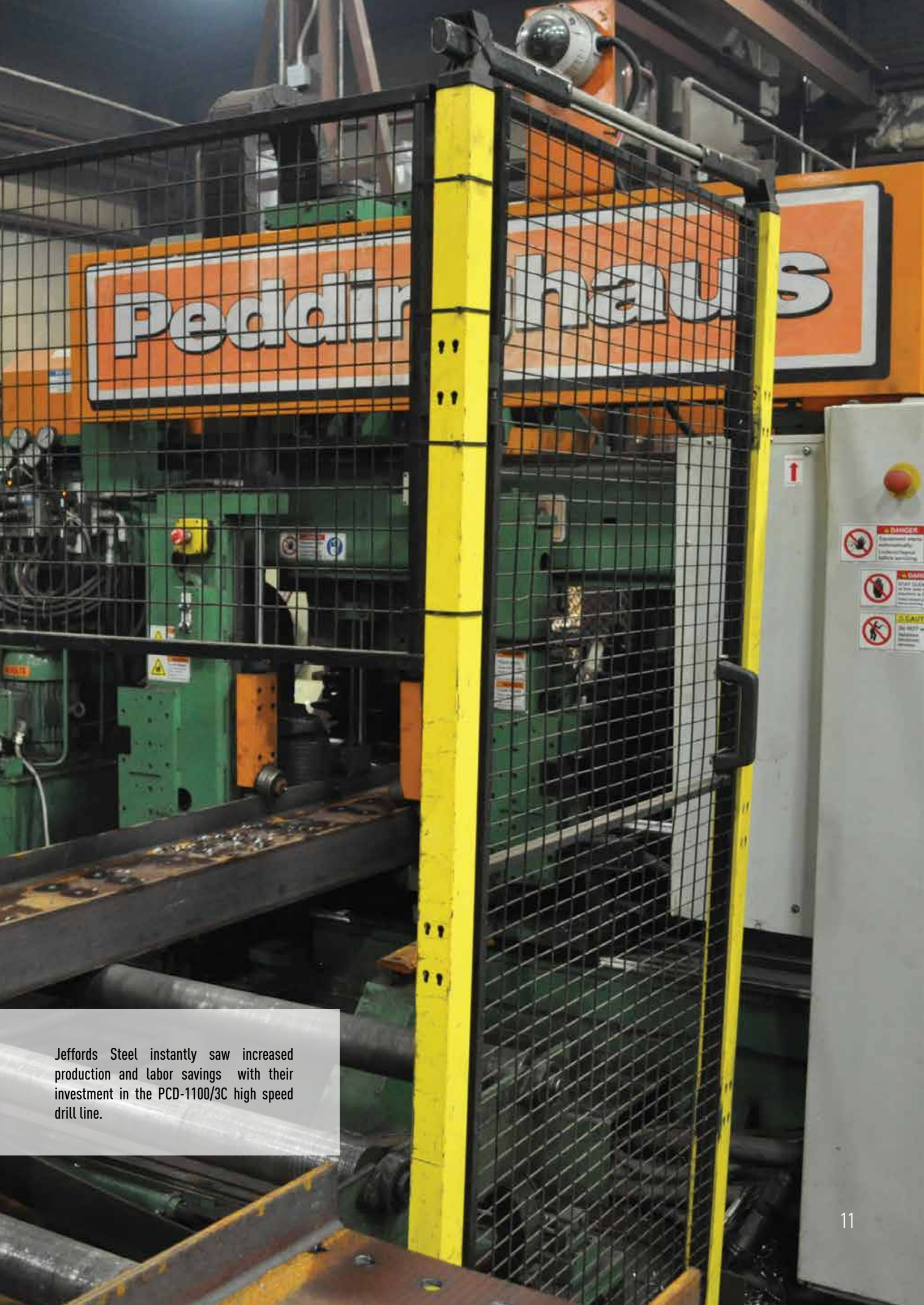




Fabricator Spotlight

JEFFORDS STEEL

The One Stop Shop's CNC Success



Jeffords Steel instantly saw increased production and labor savings with their investment in the PCD-1100/3C high speed drill line.



IN FOCUS | Jeffords Steel

IN THIS PHOTO: Jesse Ringer, Kent Niles, James Favreau and Douglas Poquette with the 'main ingredient' to Jeffords production success: the PCD-11000/3C drill line.

Larry Jeffords, owner of Jeffords Steel and Engineering Company, has a story similar to others in the structural steel industry. He built his business in 1985 with limited capital and began operating out of a modest rental space. Larry's tale would take a successful twist when he acquired the necessary CNC tools to push his production forward. As a result, Larry and the team at Jeffords Steel have increased productivity while reducing labor cost.

Jeffords Steel is a full-service steel fabrication company located in Plattsburgh, New York, USA. Their range of services includes design/build, drafting, fabrication, installation and a full-service steel center. Jeffords currently specializes in structural and ornamental steel fabrication with emphasis in miscellaneous steel including stairs, rails and "anything that requires steel". Larry and the team at Jeffords Steel credit their "design to build" concept and upgrading to state of the art CNC technology as the centerpiece for their success.

Strategic Growth Yields Smart CNC Decisions

Jeffords Steel is no stranger to Peddinghaus' innovative CNC technology. Their past investment in the BDL-600 drill line proved to Jeffords that Peddinghaus machinery could handle processing heavy structural profiles. Wanting to break into a new marketplace and tackle larger projects, Jeffords patiently waited for the ideal job to make their next CNC investment. "It takes money to keep the business going and making smart investments," explained Larry. "We waited for the right customer and job to move forward."

The opportunity to fabricate larger steel beams arose to complete a 100,000 square foot/9,300 square meter Schluter warehouse expansion project in local Plattsburgh. Larry and his team continued the ongoing partnership with Peddinghaus for their next drill line investment. "We have good rapport with all of the Peddinghaus people and Steve (Farrow), our regional salesman, was a great influence," Larry stated. "Peddinghaus is the only true American structural steel equipment manufacturer with 24-hour service and the ability to provide spare parts."

Increasing Production without Increasing Employees

Jeffords Steel replaced their BDL-600 drill line with the PCD-1100/3C drill line and instantly saw results. The new drill line drastically reduced shop error from 20% to 2% and increased productivity. "Production capability has increased ten-fold using our Peddinghaus CNC machinery while reducing labor costs," said Larry.

Even a small footprint is no match for Jeffords Steel. Peddinghaus' expert layout engineers worked with Jeffords to optimize their main facility (10,000 square feet /1,000 square meters) to streamline production. Jeffords utilizes outdoor material handling and storage to reduce their overall footprint. In addition to their recent drill line, Jeffords employs a DG-1100 band saw with an AccuMeasure measurement system, an Ocean Liberator coper, an Anglemaster-623 angle/flat line and an F-1170 Fabripunch system. "I'm amazed with our production capability and with the service from the Peddinghaus Technical Support team. Their 24-hour availability and rush delivery of spare parts have played a supporting role to our overall success," said Doug Poquette, Fabrication Manager. "I don't know how they (Peddinghaus) get the parts to our facility so quickly."



Recipe for Success

The Jeffords Steel project list is extensive but most recently includes a completed Fort Drum storage hangar addition for ten UH-60 Blackhawk Helicopters for the Army Corp. Jeffords credits their array of Peddinghaus equipment with the ability to process the tonnage needed for the 76,000 square foot/7,000 square meter space, but adds that their new PCD-1100/3C drill line is the 'main ingredient' to their production line success. Providing customers with in-house services ranging from design through erection, convenience plays an important role in Jeffords' ongoing achievements. "In-house engineering allows us to make fast changes if needed and in the end, provides more profits to the customers," stated Kent Niles, Fabrication Operations Manager.

With a small production facility and an intricate repertoire of projects, Jeffords completes "difficult jobs" with their Peddinghaus technology. "Anyone can complete an eight or ten story building," Larry explained. "Our Peddinghaus equipment gave us greater buying power, increased our production capacity, reduced shop error, ensured faster delivery time for our customers and saved us money. I'm impressed every day by what we can do."



Production is no problem at Jeffords Steel with the help of the DG-1100 band saw, AccuMeasure system, Ocean Liberator copier, Anglemaster-623 angle/flat line and the F-1170 Fabripunch system.



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