

Today's

December 2022

Industrial Products & Solutions™

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**Beckwood
Offers
All-Electric
Actuation
on Hot
Forming &
SPF Presses**

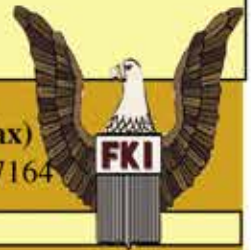
**Irrigation
OEM Holds
Fast to
Fastener
Quality**

Beckwood
LSP

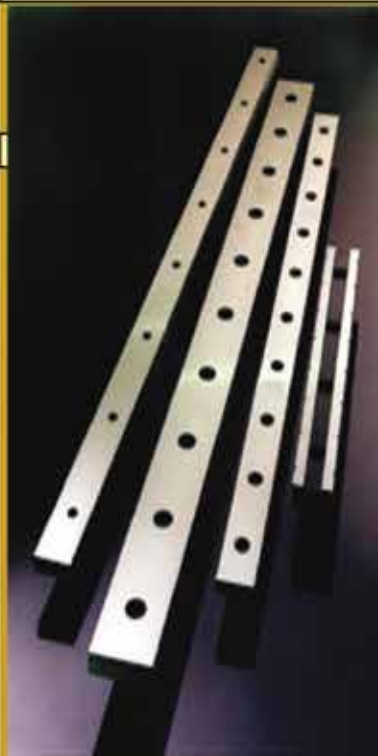


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Today's Industrial Products & Solutions

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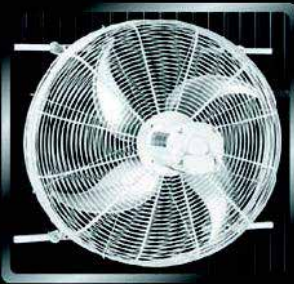
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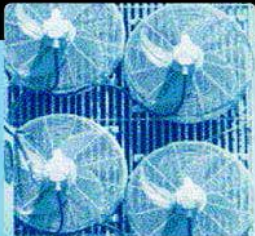
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Brass Knuckle®, Application-Specific Protective Gloves Are Easy to Source

User-friendly selection tools take the guesswork out of stocking

The hand is the leading body part injured at work and treated in hospital emergency departments, with acute hand and finger injuries sending over one million workers to the emergency room annually in the United States. Brass Knuckle® offers a complete line of gloves for maximum protection along with comfort and dexterity — and the company strives to make specifying gloves easier, with robust selection tools that make narrowing down glove choices a breeze.

In its effort to help make gloves fit better, Brass Knuckle shines in the “construction of the glove.” Gloves are tested and measured against the following criteria: longer wear life, maximum dexterity, defined flex points, plus a wide range of protective features. Application-specific glove construction is critical. Brass Knuckle leads in understanding fibers, coatings, special features, and other material construction attributes that blend protection and value.

Brass Knuckle offers three signature, application-specific glove lines, with multiple gradient options within each line. SmartCut™ gloves are cut-resistant from ANSI cut 2 through 5 and from 12 through 18 gauge. The cut lineup includes the company’s SmartShell™ glove, a favorite for impact protection. SmartSkin™ gloves keep hands dry from nasty and sometimes dangerous liquid hazards without compromising comfort. SmartFlex™ are superior general purpose gloves with construction that delivers unparalleled comfort. Clean-Hand® disposable gloves are also available.

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About Brass Knuckle

Brass Knuckle® grew out of a partnership with one of North America's oldest dedicated safety product supply companies. From product inception to quality control, we manage every aspect of product development to ensure ergonomics, protection, and cost efficiency, maximizing compliance and safety. Brass Knuckle is a member of the Volk Enterprises family of companies, whose international strategic alliances with documented professional supply partners allow for a full range of safety products, programs, and services to clients across the globe. For more information, contact Brass Knuckle® Safety Products, 1335 Ridgeland Parkway, Suite 120, Alpharetta, GA 30004. Phone: 770-674-8930.

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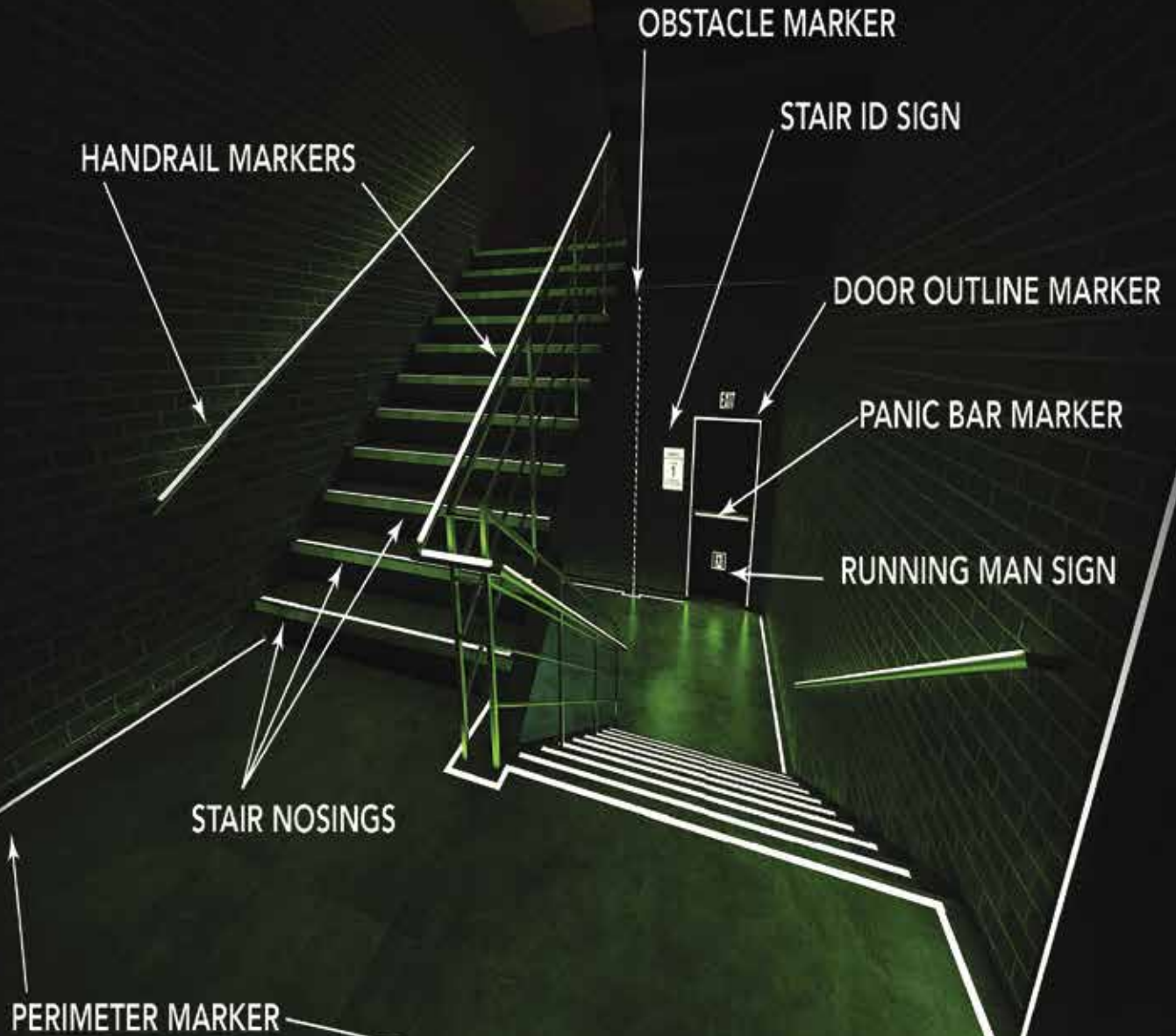
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Beckwood Offers All-Electric Actuation on Hot Forming & SPF Presses

Beckwood Press Company, a leading manufacturer of hydraulic and servo presses, hydroforming machines, automation systems, and precision forming equipment is now offering all-electric linear servo actuators on any hot forming or superplastic forming press up to 500 tons.

Utilizing Beckwood's patented LSP™ technology, new hot forming and SPF presses will have an all-electric option that eliminates the need for traditional fluid power systems. Additionally, existing hot forming presses can be retrofitted with linear servo actuators to reap the same benefits of a new servo machine at a fraction of the cost.

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ponents than hydraulic presses. Eliminating the hydraulic power units and associated components make these systems safer, quieter, more efficient, and free of leaks—eliminating the risk for part contamination due to pressurized oil. By reducing the number of moving components, electro-mechanical presses are also easy to set up, maintain, and troubleshoot. In fact, Beckwood LSP™ presses run for millions of cycles before maintenance is ever required.

Tonnage monitoring and overload protection are standard on these machines, and extreme bed-to-ram parallelism is a byproduct of the technology. The intuitive programming and cycle parameters offer the highest degree of flexibility in configuring speeds, pressures, positions, and recipe creation. The programming infrastructure offers full control with strict part traceability while monitoring key components to ensure system health and party quality.

“Gone are the days of placing pressurized hydraulic systems above high-temperature pressing ovens,” said Beckwood president, Jeffrey Debus. “Linear servo actuation is the future of heated presses because it’s safer and easier to maintain, and Beckwood is excited to be the only OEM offering this technology on both new machinery and retrofits of existing hydraulic and mechanical systems.”

About Beckwood Press Company

Beckwood Press Company is a leading manufacturer of hydraulic and servo presses, located in St. Louis, MO - USA. Established in 1976, they offer both standard and custom presses, unique engineering capabilities, and automation equipment for virtually every industry and application. Beckwood also manufactures the Triform line of precision forming equipment, the EVOx line of servo-electric presses, and the LSP™ line of linear servo presses. Get the latest news from Beckwood at www.beckwoodpress.com/news •

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The advertisement features a collage of images showing industrial applications of laser technology. On the left, a person is using a laser line system to mark a floor. On the right, a projected sign system is shown projecting a 'STOP' sign onto a floor. The background is a dark, industrial setting with various equipment and safety markings.



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Irrigation OEM Holds Fast to Fastener Quality

Working with a responsive fastener supplier has helped an irrigation OEM to maintain exceptional quality and excel - even during the pandemic's supply chain disruptions

To produce irrigation products trusted by crop growers around the world, a leading irrigation OEM's engineers and quality assurance team submit each part of every product to military-grade testing. The rigorous tests involve the fasteners that ensure leak-free performance under high-pressure and rugged outdoor conditions.

"The company owners want any product with their name on it to be associated with quality all the way down to the fasteners used," says the head purchaser at the irrigation OEM, whose role includes inspection and quality control. The OEM has generations of experience in agricultural and industrial applications as well as multiple patents.

Although fasteners are often considered mere commodities in many industries, the quality can be



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extremely important in terms of ensuring safety, performance, and longevity for important applications.

“Some of our valves hold and regulate up to 200 PSI of working pressure. Catastrophic failure could be very dangerous. So, we provide a generous safety factor for our products, particularly valves, and our fasteners must be extremely reliable,” says the head purchaser.

In this case, he notes that the OEM utilizes the fasteners to secure its irrigation products to the main pipe, which branches off and feeds various combinations of downstream agricultural equipment, such as pivots or hand lines. The OEM provides plated fasteners in kits with the various valves that it manufactures to secure a leak-free connection to inline piping.

When working with suppliers, the purchaser emphasizes quality in addition to responsiveness, price, and availability, which has helped the OEM to weather widespread supply chain shocks during the pandemic.

For kitted, plated fasteners, such as screws, studs, nuts, and washers in different sizes and configurations, the OEM has long relied on AFT Industries, a fastener and industrial supply distributor that provides in-house metal plating and finishing, manufacturing, and kitting/assembly. Based in Mansfield, Texas, the distributor has over 30 distribution centers across the U.S. and offers over 500,000 standard and custom fasteners through an easy-to-use e-commerce website with highly competitive pricing.

To ensure quality, the OEM requires a special zinc nickel fastener electroplating from the distributor.

“We have done a substantial amount of salt spray testing on different fastener platings. We found a zinc nickel plating with very high resistance to moisture and corrosion. So, we requested a thick-

er plating than is typical in the industry,” says the purchaser.

Standardized salt spray testing is conducted to evaluate the corrosion resistance of materials and protective coatings. The test mimics corrosive environments in an accelerated time frame.

“The plating provides really good corrosion resistance and keeps the fasteners looking beautiful. You could have a stud and nut kit out in the field for 10 years and the fasteners will still have a sheen and be rust-free. That capability is critical to fasteners exposed to irrigation,” he adds.

According to the purchaser, he has approached other firms and platers to provide the special electroplated fasteners at the required sizes, volumes, and specifications as a backup provider. “However, we get turned away all the time. Only AFT has met our specifications at the volumes we need,” he says.

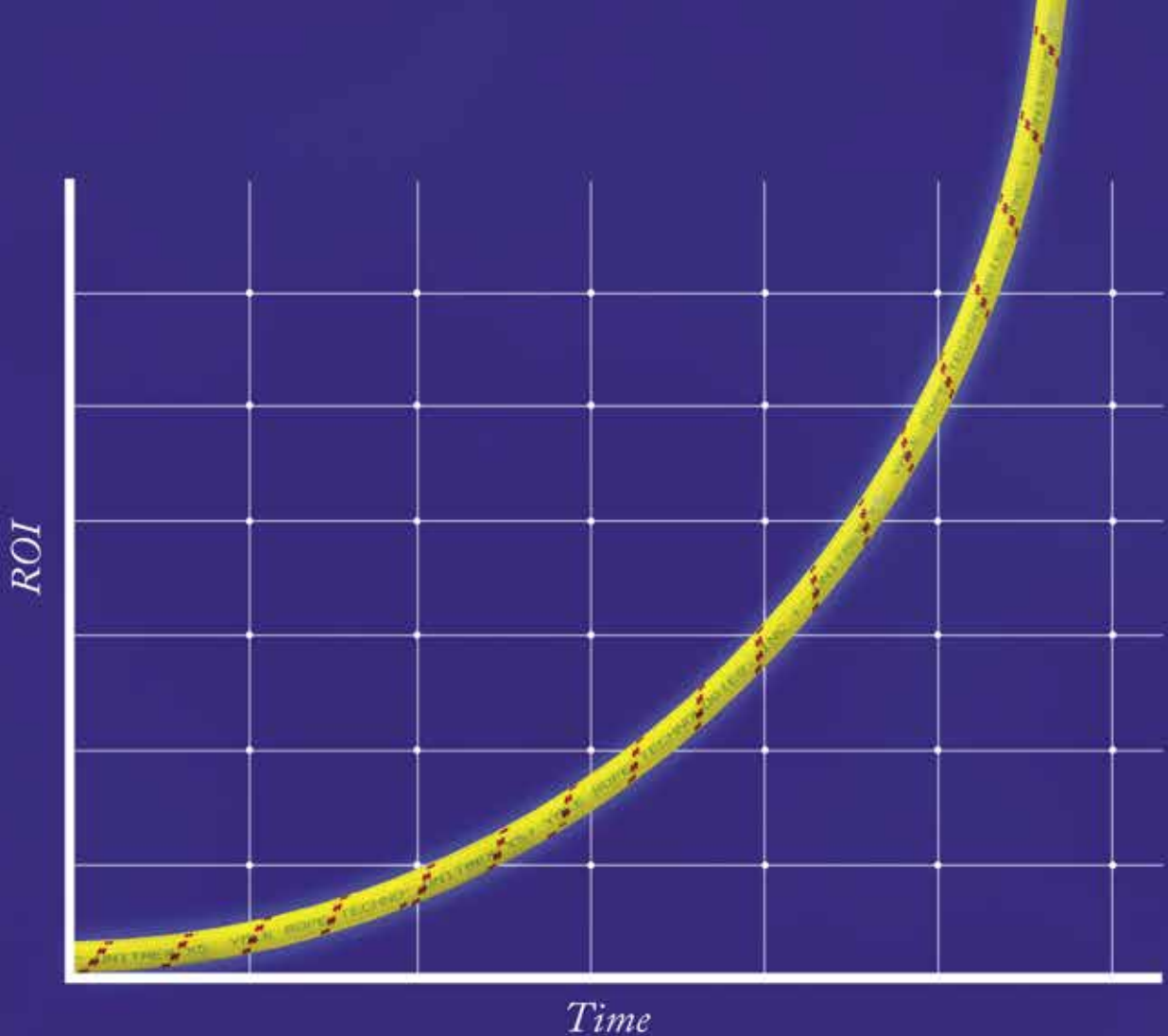
As head purchaser, of course, price is always a prime concern. In this regard, he says that the fastener distributor’s pricing is quite reasonable and facilitates his company’s product sales and marketability.

The distributor now provides the OEM with hundreds of thousands of fasteners a month in a variety of kits, bagged and labeled.

For the OEM, uninterrupted availability is vital.

“Today, working with a reliable distributor is more important to us than ever. They must be willing to always fully stock their shelves and have the financial stability to do so. They need to earn the loyalty of customers like us who cannot afford to be out of stock or face excessive shipping delays,” says the purchaser.

Like many manufacturers, the OEM was faced with the prospect of interrupted supplies during



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the pandemic but fared better than many since they had a relationship with a reliable domestic provider.

"JIT delivery was a serious problem for many manufacturers during the pandemic, who found their supply chains disrupted and couldn't fulfill their orders in a timely way. However, it was not an issue for us because I know our suppliers, and we choose to purchase domestically as much as possible," says the purchaser.

As a predominantly agricultural company, the irrigation OEM's sales tend to proceed along predictable patterns since farmers usually focus on work that follows the seasons, which also affects distributors that stock their products.

"The challenge occurs when demand suddenly spikes, which has happened in the last couple of years. When panic buying occurs, customers may purchase a year's worth of product very quickly,"

says the purchaser.

Fortunately, his fastener supplier was very responsive at a critical point during the pandemic when a tremendous surge in demand threatened to overwhelm supply.

"When we unexpectedly needed a large supply of plated #6-10 screws, AFT bailed us out big time. They set up the air freight for a million screws ahead of time. They took control of the situation and handled it. I made a phone call, and they took the issue off my plate," says the purchaser.

In-house plating and testing capabilities from a domestic distributor like AFT offer significant time and cost savings for OEMs when the order size changes or there is a question about meeting strict specifications. As a result, OEMs do not need to rely only on offshore sources that can cause months of delay in fulfillment when domestic options can readily satisfy their volume and quality requirements.

Over the years, the head purchaser adds that the distributor has worked with his company to improve the entire fastener fulfillment process including plating, packaging, palletizing, and shipping.

"They are always right there with us whenever we want to make adjustments to improve our product, process, and business. They have been a true partner in our success," he concludes.

For more information on plated and kitted fasteners, visit the AFT website at www.aftfasteners.com; call (877) 844-8595; or email info@aft-corp.com.

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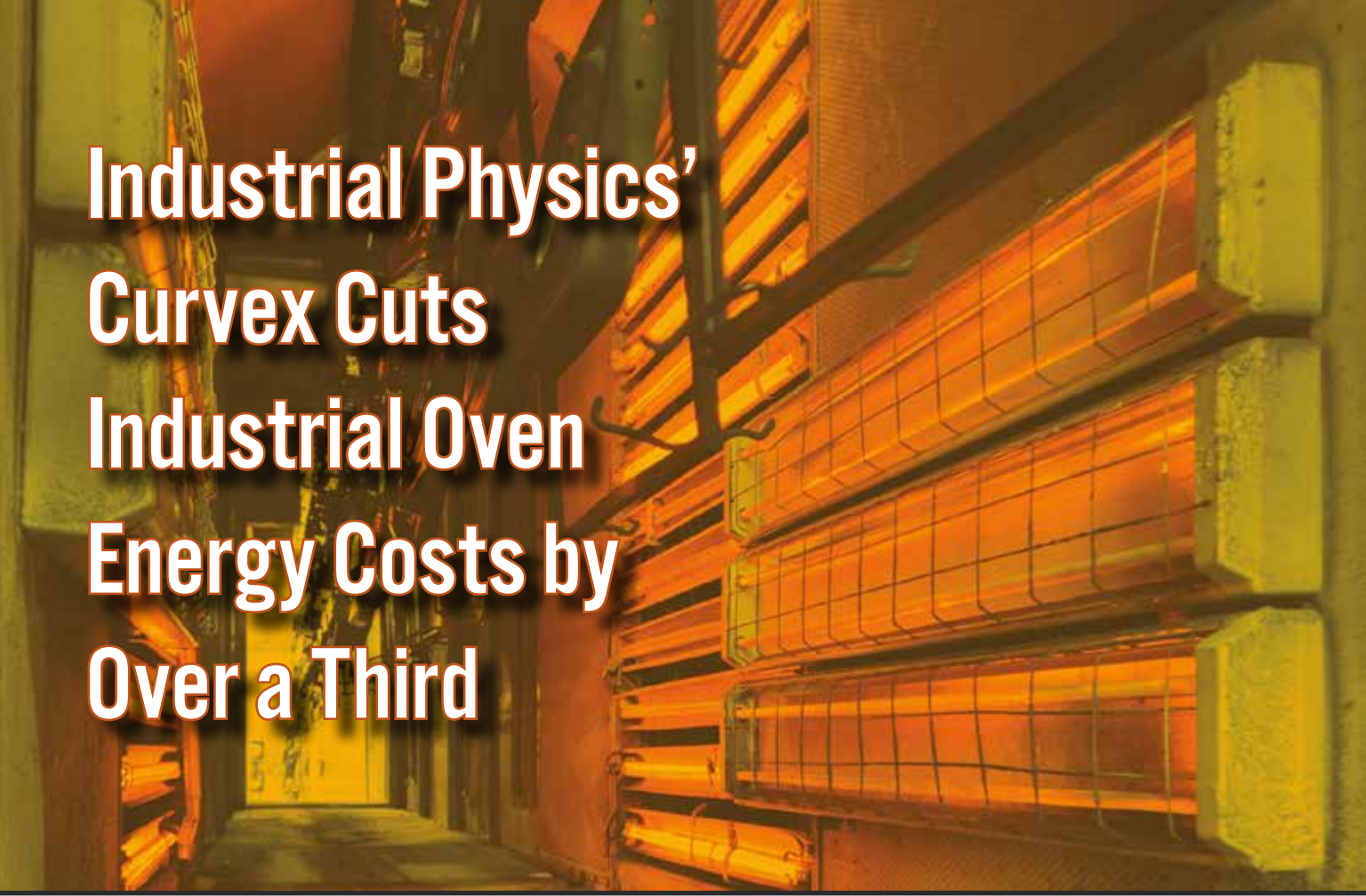


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Industrial Physics' CurveX Cuts Industrial Oven Energy Costs by Over a Third

THAME, UK, Industrial Physics is encouraging customers involved in industrial coatings looking to reduce energy costs to consider the energy saving properties of its TQC Sheen CurveX 4 and CurveX Nano Oven Logger Kits.

The call comes as the average prices in the non-domestic energy sector continue to increase. Latest figures from the UK Government show that the average price for electricity between April and June 2022 was 18.64 pence per kWh, up by 5.8 pence per kWh (45 per cent) compared with April to June 2021. The price for gas was 4.76 pence per kWh, which doubled from by 2.4 pence per kWh over the same time period¹.

Figures from the wider European Union show year-on-year non-household gas prices in the first half of 2022 increased in all 25 EU Member States that reported those prices. The increase ranged from 67% to 271%². Within the USA, the Energy Information Administration (EIA) now expects natural gas prices to average above \$6.00/MMBtu this winter, from around \$4 in January³ 2022.

Nico Frankhuizen from Industrial Physics said: "Our TQC Sheen CurveX range offers manufacturers that use industrial ovens a highly effective method of reducing energy consumption, optimize production processes and deliver a rapid return on investment. The information generated by the data loggers allows users to fully understand how efficiently their oven and production processes are running. They added: "The loggers can help them understand and quantify the energy required in the curing reaction of their products, be able to accurately profile their ovens and streamline their operations.

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From lowering the set temperature of the oven or increasing the production speed, these changes can lead to huge economic and energy savings for their business.”

Having a solution in place to cut energy use is an effective method of mitigating the effects of some of the recent energy price rises. The brand new CurveX 4 and CurveX Nano do this because they are intelligent temperature data logging systems that are specifically designed to provide users with complete profiles about their ovens and advanced insights of their coating productions.

In a recent independent analysis, the CurveX solution was shown to reduce an aluminium profile manufacturer’s energy consumption and costs by over a third. Previously, operatives at the company had to make guestimates as to the temperatures and time parameters of the oven, which was proving to be extremely costly in terms of energy use and requiring additional labour hours.

CurveX 4 and CurveX Nano have been a vital part of a growing number of paint curing oven operations around the globe, although its energy saving benefits have now made it more relevant to an even wider range of coatings manufacturers. The data logger provides highly accurate and user friendly insights into oven temperature efficiencies.

Reducing fuel usage also helps Industrial Physics customers meet their environmental commitments by reducing GHG (Greenhouse Gas) emissions at a time when COP27 is calling on all nations around the world to address climate change.

Frankhuizen added: “Industrial Physics’ CurveX 4 and Curve X Nano Temperate Data Loggers achieve impressive energy use reductions in industrial ovens by providing highly accurate information about the drying/curing time of the products.”

This data allows manufacturers to drastically improve the production process and make smarter decisions by quantifying exactly how long the coated product needs to remain in the oven and at what temperature. In addition, it informs manufacturers of the exact temperature the oven should be for each specific product.

By providing this highly accurate data, CurveX removes guesswork around optimum temperatures within industrial ovens.

CurveX 4 is an 8-channel temperature data logger that has been designed for ease of use. Its memory can store a total of 1,000,000 readings and is divided into 20 memory blocks of 50,000 readings each.

The CurveX family of loggers are supplied factory calibrated for immediate use and capable of measuring temperatures in the range of -100 °C to 1200 °C, with an accuracy of ± 1 °C / 1.8 °F. It features a useful programmable paint type memory for immediate pass / fail result. Sample interval times can be set from 1 second through to 60 minute intervals.

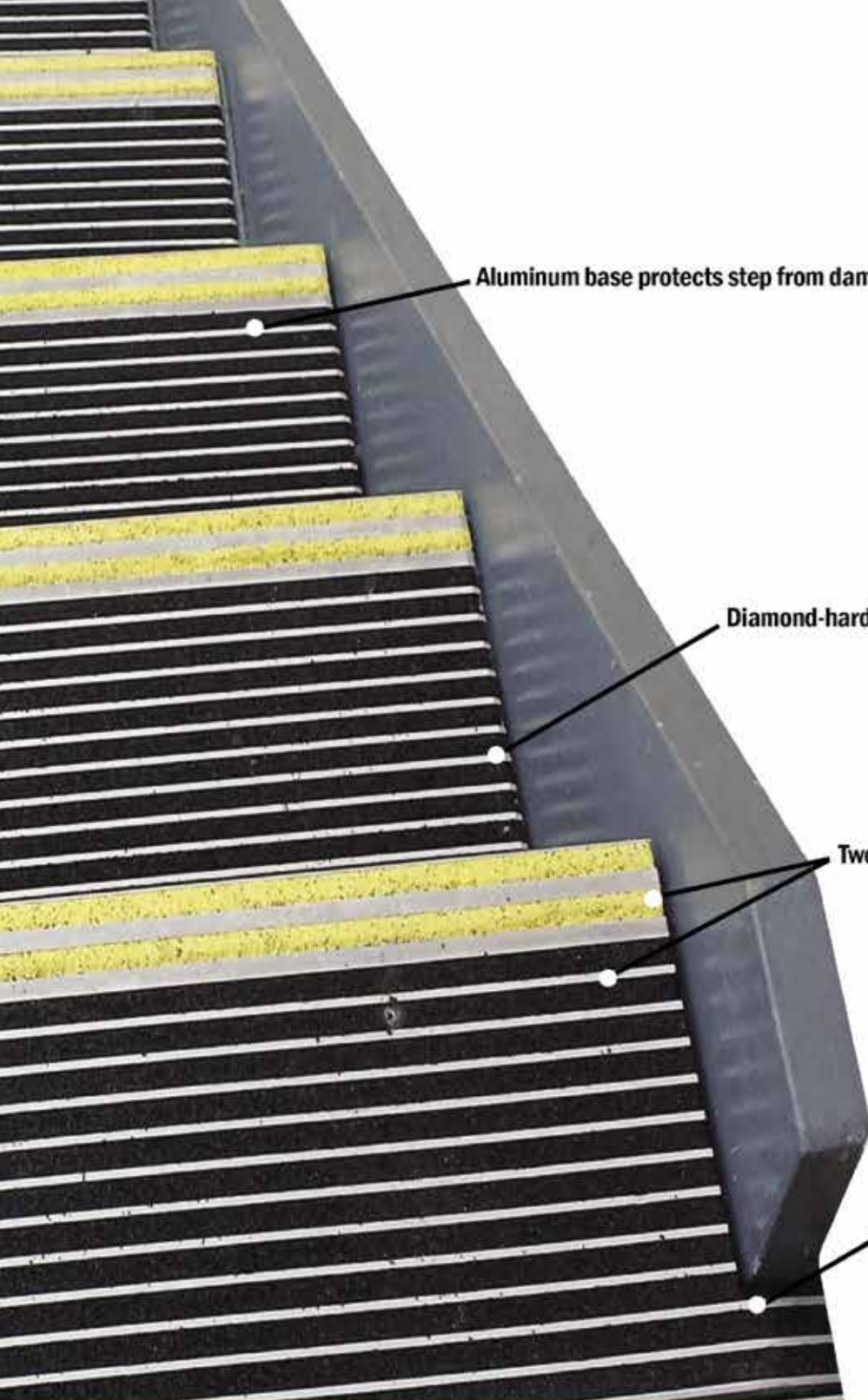
The data logger is supplied with the Industrial Physics Ideal Finish Analysis software, which is supported by a range of operating systems including Windows vista, Windows 7 and Windows 8 / 8.1, Windows 10. This enables the creation of detailed reports and sharing to authorised personnel across the business.

Latest updates from the European Commission predict wholesale gas prices are likely to remain high over the winter months, when the situation is expected to stabilize. Prices are expected to remain higher than the average of the past years. Against this outlook, there has never been a better time to look at ways of reduce energy consumption.



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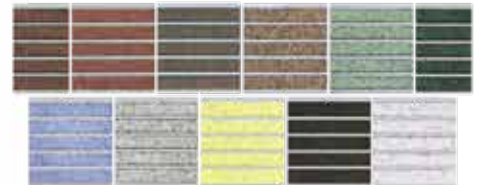
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Industrial Physics offers a range of packaging, product, and material integrity testing solutions to food and beverage, flexible packaging, medical, pharmaceutical, and coatings markets. The company adopts a collaborative approach with customers to help them work through the challenges of moving to sustainable packaging.

About Industrial Physics

Industrial Physics is a global test and inspection partner. Its purpose is to protect the integrity of customer's brands and products. Operating across a family of brands, the company has spent almost 100 years providing the highest quality of packaging, product, and material testing solutions for businesses across the world.

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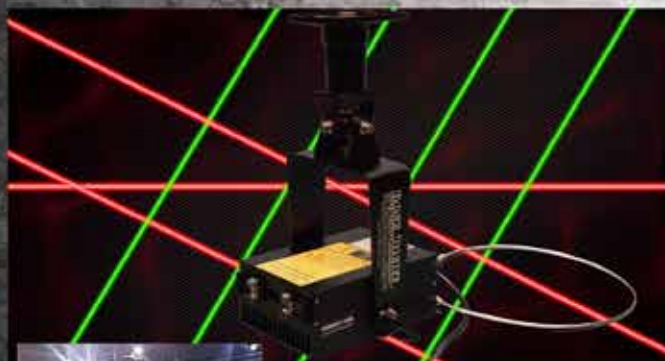
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