

Delmac takes closet manufacturer to next level

As the housing economy was booming – and the closet industry taking off with it - John Manidis, owner, founder and CEO of Top Shelf Closets and Cabinetry (Morgantown, PA) felt it was time to take his company to the next level. In order to keep up with a dramatically increased market demand, Manidis called upon Delmac Machinery Group to help him transform his “wood shop” into a “lean, state-of-the-art closet manufacturing facility.”

“At that point in our company’s history, we decided to get a machining center because it would enable us to do so much more,” explains Manidis, 40, whose company was recently featured in both *Closet* and *Inc* magazines, and was himself a runner up as *Inc*’s Entrepreneur of the Year (2006). “The building we were in at the time wasn’t really adequate for that big an upgrade, though - either in size or electrical capacity.” His 15 employees were using manual equipment (line boring machines, small sliding table saws, hand jigs, etc) in a cramped, 5,000 sq. ft. facility. Manidis continues, “It became apparent that moving to a new facility would give us a lot more potential. When we moved, we also decided to really ‘move up’ to the next level of equipment; we needed to do more than just buy a machining center - we needed to transform ourselves. Before the move to better equipment, we were just a woodshop - now we are a factory.”

“We worked with Delmac to lay out the floor plan of the new facility. They packaged everything together for us - software, material handling, and the machinery. We purchased a Busellato JET 3006 CNC machining center and a Mayer PS9 3800 panel saw. The Mayer has a 12’ cutting capability. This machine is ‘bullet proof’ – it cuts 50 to 70 sheets a day, day in and day out. We later bought a Fraval RX-5PM edgebander and a contour bander and trimmer, which Delmac

customized for our needs. Our most recent acquisition was an OMAL Rafx insertion machine. We utilize computerized cut lists, and all parts are bar-coded. We use Cabnetware combined with CAD-CODE for post processing, as well as ARDIS optimization software.

“Quite honestly, I think we would not be able to compete if we hadn’t invested in our company’s future with this machinery; it was a bold move, but it paid off big time. We now have an engineering department, and with everything integrated, it’s all streamlined from design to manufacturing. We’re up to 28 employees now and do work for builders,

developers, architects, designers and homeowners. Our ‘market’ is still booming. Our clients often want floor to ceiling work with finished molding at the top (even if the ceilings are very high), along with matching backs. Closets today are more like having pieces of wardrobe furniture in the room. Having the right machinery, soft-

ware, and systems has enabled us to do a lot of new things more accurately and efficiently.”

“My return on investment has been huge - we grew 46 percent last year. And the machines have really allowed us to take better care of our customers, too. Whether it’s fulfilling their needs or satisfying their desires for nicer products, we’re in great shape. We’ve won some nice jobs because of our increased capabilities.”

“As far as service and technical support, I can e-mail anybody from top to bottom at Delmac and get an immediate response. The machinery is top notch and they have great, friendly service. Parts are shipped overnight with no problems.”

“As for the future, we’re at 10,000 sq. ft. right now, and we’d like to be at 30,000 sq. ft. with more automation. We’re just booming. And when the time for the next phase comes, we’ll absolutely turn to Delmac again.”

