

# Delmac maintains a good fit

Dave Bertino recognizes a good fit when he sees one. That's why 20 years from when he started out building cabinets for schools in his father's garage, he's still thriving in that particular niche today. Colton, California-based David M. Bertino Manufacturing now employs 30 people and is a California leader in the industry of plastic laminate casework for elementary schools, high schools, trade schools and colleges in addition to other institutional and commercial applications.

Only recently, however, did Bertino take the plunge as far as transitioning to a more automated process. "I knew the technology was out there, but I kept putting it off," he says. "The impetus for getting the updated machinery was that the competition was leaving me in the dust. That was the key factor. What was happening was that we were keeping our prices down to get work, but we were not making a profit. We were working a lot of overtime as well, and that really hurt us. Last year from June to October, we worked six days a week, nine hours a day. So it was pretty simple for me to say that I better start looking at the business that brought me here and do something about it. I had worked with Systems Wood, a distributor, in the past and I trusted them. I was flown out to Delmac for a first hand look at some equipment and was very impressed with their operation. I purchased a package deal – a Busellato JET Optima C1 CNC machining center, a Bonacin N2500 FMC 30" case clamp and a OMAL HBD 1300 bore and dowel machine. We only implemented them last December."

Bertino says the benefits of automated equip-

ment to his production process have been immediate. "Before, we handled a cabinet side seven times before it was machined, doing lock joint construction. Now we can put a left side and a right side into the point-to-point, and we're handling it only one time. It has been very exciting to see that. The Busellato has increased our speed by at least 30 percent. The case clamp has been working as well, too. The time that it takes to assemble a cabinet has been cut in half. We aren't picking up a staple gun anymore. It's all pressed together with dowels, a little bit of hot melt glue, and boom, it's out the other side. By the time

the glue dries, it's as strong as what we were doing. Before we got the bore and dowel machine we were doing a shoulder on each panel, running it through a shaper with a power feed. As far as a superior joint, I would say the dowel joint is superior over the lock joint."

Bertino says he was very impressed with

the service from Delmac. "Their service was fantastic," he says. "They always called to make sure things were happening. My guys had no problem with the learning curve – everything is user-friendly. There was no fear factor, they welcomed it all.

"When it comes to machinery purchases, I feel like if I can get seven to 10 years out of a piece of equipment, I'm doing real well. I'm very comfortable that we will get that and more out of this new equipment from Delmac. My advice to anyone who is thinking about upgrading their equipment is not to sit on their hands – get out there and do it."



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