

## Delmac ensures cabinet and casework manufacturer sticks to commitment

Since 1996, Ironton, Mo.-based Cabinet Masters has been providing creative solutions for its custom commercial casework and residential cabinetry clients nationwide. The company takes pride in its commitment to being on time, on budget and providing products with only the utmost quality. That commitment also means a commitment to implementing the latest technology in order to make each custom client's vision a reality.

The latest addition to Cabinet Masters' equipment arsenal is a JET 400 RT CNC router from Delmac Machinery Group. "Our production has been at maximum capacity since the day we opened," says Matt Dunn, owner of Cabinet Masters, "so we have not really had any slow times in the last 12 years. Therefore, the challenge has always been to not only find the time to make up our minds about buying equipment, but also to deal with the slowdown that comes with implementing new equipment due to the learning curve.

"That was the case with the JET 400 flat bed router we just bought. We knew we needed to make a change, along with a change in our software, because we were taking too many steps in our manufacturing process. There were also some things that we couldn't do on our pod and rail machine along with certain things that we could do but were not really the right process for us. We needed another machine to do it correctly and speed things up a little bit. It was just time to do things a lot more efficiently. But that's the great thing about working with Delmac. They were there for us throughout the entire process from decision making to implementation and afterwards. This allowed us to go ahead and make the transition as smooth as possible."

Before the installation of the JET 400, Cabinet

Masters had to cut out all of its parts on a beam saw and drill holes on another machine. That station has now been eliminated. "That two-step process made us handle our parts twice and also allowed for the human error factor," explains Dunn. "Now we only handle parts once -- at the JET 400. I'd say it has speeded things up for us by about 20 to 25 percent. It also has allowed us to go to dowel construction instead of stapling and screwing. The consistency is so much better with this machine. All of our parts and pieces are in place in the same spot where they are cut and the computer telling us exactly where those holes are being drilled. Without that extra handling we

have a better product. It also has allowed us to keep up with our schedules better.

"Delmac was great on training everybody. They went out of their way to accommodate us time wise. After the installation, they made sure we were happy with everything. Delmac has never done us wrong. One of the main things that we look at is somebody's service

department. We want to know that if there is a problem, that we're going to be able to get answers and that the company is going to be looking out for our best interests and not just their interest. We've been dealing with Delmac for seven or eight years now, and we've never had a problem with them. That's the most important thing to us.

"We have a 140,000-sq.-ft. building, and we're only using 60,000 sq. ft. of it. In five to seven years I would like to see us using it all. We are nationwide now but there is a lot of work out there that we haven't targeted yet. I would like to see us fill our building up for sure. There's still lots of potential out there. Even with the economy the way it is, we have seen no slowdown whatsoever on the commercial side and very little on the residential."



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