

# Delmac comes up with a 'good fit'

Until about three years ago, Fresno, Calif.-based Ireland Manufacturing Co. was strictly a countertop shop. "We built countertops for other cabinet companies, primarily two of them," says Danny Deditius, owner of the 11,000-sq.-ft facility that employs nine people. "One of them shut its doors so we made the decision to start building our own cabinets. When we first started, we were building cabinets basically with a sliding table saw and panel routers. It just wasn't feasible. There was no way for us to be competitive with that equipment."

The decision was made to enter the world of CNC machining. "We wanted to grow in the commercial cabinet market, and the only way to do that was to upgrade equipment," says Deditius. "We looked at several different machines, but primarily I knew that the Busellato was a good machine because I had seen several operating in the past. Delmac put

us together with the right machine – the Busellato Optima RT router. We didn't under buy nor did we over buy. There are more expensive models, but Delmac didn't try to push a lot of equipment on us that we couldn't afford. Instead it came up with a fit that has worked very well for us. We also bought a Casadei ALA 23R edgebander. "The two machines work side by side and in conjunction with one another. With Delmac's input and some of the processes with which we thought we could work, we have come up with cabinets that meet all of the WI regulations, and our customers are very happy with them.

"The learning curve was not always easy, but we are now making the machine do things that we couldn't fathom it doing four months ago. I've spent a lot of time and done a lot of work. We weren't afraid to go out and make mock-ups. We've come up with a lot of innovative designs. We've done a lot of tweaking and now can pull up just about any cabinet we want to build."

As far as service goes, Deditius has high praise for Delmac. "We once needed a replacement part and I phoned Delmac on a Friday at about 6:00 p.m.," he says. "I had a replacement part on Monday. Delmac was right on top of it, and I was very pleased with that."

Deditius says the company has been able to secure more business and more types of business due to the new equipment. "We have just landed a job that is twice the size of any job we have ever done, and I have absolutely no fear

and no worry that we won't be able to process it," he says. "The biggest problem we have now is organizing the parts when they come off the machine because they come off faster than we can figure out what to do with them. But we have worked that out with incorporating some Excel programs. We are building most everything through Genesis software. We have an extensive parts list now.

"I don't think we will stop learning about this machine until it's outdated. As far as production goes, we are producing products, and we are making money."



*Danny Deditius, owner of Fresno, Calif.-based Ireland Manufacturing Co., along with shop foreman Ruben Rodriguez credit Delmac's Busellato Optima RT router with their ability to come up with innovative designs.*

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