

# New machines from Delmac keep Texas cabinet company on the path to profitability

As a manufacturer of high-end residential cabinetry, Marcon Cabinets places top priority on quality. When the College Station, Texas-based company experienced an increase in production and subsequent bottleneck in its panel production, the company knew it was time to increase production capacity without sacrificing quality.

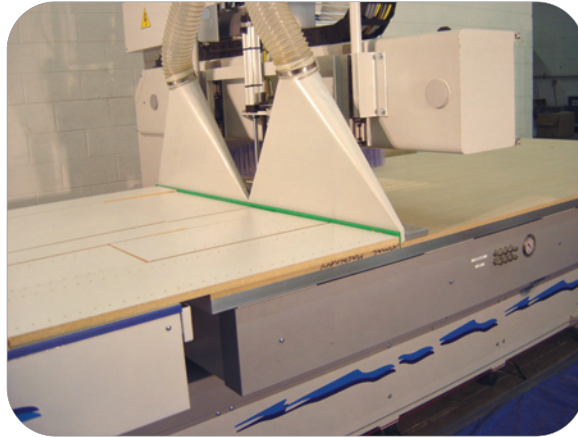
"Our existing router wasn't PC-based," says Patrick Miller, operations manager. "We would design the cabinets, and then program the router with AlphaCAM at the machine. In a sense, we were doing double the work."

After weighing its options, Marcon purchased a Busellato JET 200 RT CNC router from Delmac Machinery Group, opening up the ability for the company to work in AutoCAD and program the machine more efficiently.

"We use the Busellato for all the specialty items that we cut because it is much easier to program and use," says Miller. "We can now quickly and accurately cut items like arched top rails and hardwood pieces such as corbels."

When the time came for Marcon to add an edgebander several months later, the company knew right where to turn, purchasing a Busellato Flexa 248 edgebander.

"Before we bought the edgebander, our Delmac sales representative asked the owner of our company what he would like an edgebander to do for the business," says Miller. "The owner told him that



profile according to our design. When the panel comes off the edgebander, it doesn't require any other sanding or machining. Ease of use is what we were looking for when first considering an edgebander, and the

we would like to be able to apply hardwood lumber strips onto end panels and profile the edge. Delmac got right to work and modified the machine to do just that, installing an end router unit that comes in at a 45-degree angle and profiles a  $\frac{5}{16}$ " double bead rout. It was a big selling point for us that they were willing to do that." The additional routing unit lets the company do in 45 minutes what used to be a four- or five-hour job.

"The edgebander applies a  $1\frac{1}{2}$ " by  $\frac{3}{4}$ " strip of hardwood lumber on the end panel, then routs the profile at the end of the process," explains Miller. "We can tell the machine to start and stop the

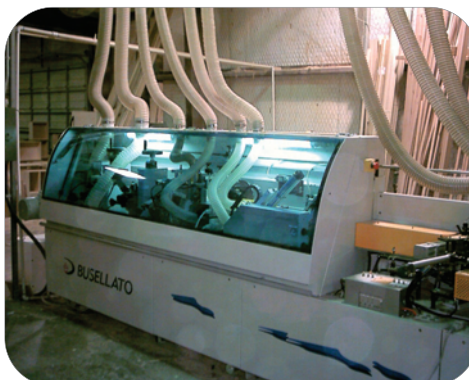
Busellato edgebander is real easy to use as far as edgebanders go."

Marcon also moved its drawer box production over to the edgebander, a decision Miller says has increased productivity two to three times over.

"We used to rout the top of the drawer box and sand it smooth. Now we simply edgeband the top for a nice clean look. That eliminated a lot of production time, turning an eight-hour job into three hours."

In addition to its two recent machinery acquisitions from Delmac, Marcon has ordered an OMAL CNC horizontal bore and dowel machine and BONACIN Closer N2500 electronic case clamp from Delmac.

"We're trying to break into the commercial market to spread out a little in addition to our residential focus and dowel construction will give us the economies of scale to do this," says Miller. "If that leads us heavy into commercial work and the sales are good, we may also add a Mayer panel saw."





CNC Routers



Machining Centers



Tenoners



Edgebanders



Panel Saws



Bore & Dowel

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