

# Satowfi

Machining Solutions LLC

Satowfi Machining Solutions believes in buying high quality, new machines. And they made their first purchase with Magnum Precision Machines just about 3 years ago because of a service. Just this past month, they made their next two purchases with Magnum Precision Machines because of service and superior, flexible financing.

Co-owners Brian Wing and Mike Eckendorf opened for business in 2004 because the two believed they had higher potential. Each had more than 2 decades of experience in the manufacturing industry, and Brian supplemented this with undergraduate and masters' degrees, with separate degrees in both manufacturing and industrial engineering.

Mike and Brian knew when they started this venture it would require long hours and hard work. Both grew up in manufacturing and the two instinctively think outside the box. Brian prior to moving to Arizona was a full time manufacturing engineer and owned and operated a full time commercial fishing business. Mike is an accomplished machinist, programmer and had experience as a supervisor in the machine shop at Allied Signal. Both Brian and Mike are hands-on, and they are very active in all aspects of their machine shop because this is their passion. Mike says, "We strive to bring into our shop new less experienced employees and mentor them, and as a result we have retained superior machinists trained by us."

Customer support was just one of the reasons Satowfi's next machine tool purchases were a Mazak and a Hyd-Mech CNC Dual Column Saw, purchased from Magnum Precision Machines. Brian and Mike have been very pleased with the Mazak Quick Turn NEXUS (QTN250) lathe they purchased a few years ago from Magnum Precision Machines. And they value the service Magnum provides to them, particularly from Magnum employees Stan Asher and Randy Smith. Brian says, "The service team is knowledgeable, professional, and they do a great job. I have a machine that I purchased from another machine tool dealer, and when they let their service department go, I knew I wouldn't purchase another machine from them." But when it came time to purchase a new machine recently, they still evaluated several different machine tool options.

Brian says, "Jeff Trimble is more than just a salesman. Jeff owned his own machine shop and a machine tool distributorship for many years prior to working for Magnum Precision Machines. So when we required a new machine tool in a very short period of time, we only had to spend 30 minutes with Jeff describing our process and the required parameters. The machine tool had to reduce our current cycle times by a minimum of 50 percent, it had to have the ability to remove a large volume of chips quickly, and it had to accomplish all this without compromising quality. Between his diligence and his knowledge, the machine tool he chose to offer us was a Mazak, a Nexus VCN 510C-II, with such features as 12,000-RPM Spindle,





swing-arm tool changer, and high-pressure coolant through the spindle, cold air blast for dry machining, Tool Life management system, Automatic tool setter, dual probing and large volume chip removal system. The control has a large memory and part program storage system allowing for all of the surfacing programs to be stored and run from a hard drive. With the addition of this machine tool we can now swap from manufacturing any one of the 17 parts in that 4 machine cell simply by calling up the program, and it has given us the ability to eliminate all set-ups in this cell. Now we are able to manufacture small quantities as cost effectively as large quantities.”

Jeff says the Nexus VCN 510C machine, which is built in the United States, in Florence, KY, is built with more productivity-enhancing features than any other verticals in its class. This makes them an incredible value for shops large and small. Packed with 30 tools, a variety of work pieces can be machined without changing the tool setup. He adds, “The Mazatrol Matrix CNC control features the simplest, smartest conversational programming or EIA Programming using M codes and G codes complete with monitoring and diagnostics. These verticals are an exceptional value that can improve your productivity and increase your profit potential.”

Brian says, “Jeff continues to work closely with us to aid us in maximizing our potential, I asked Jeff to price me out a saw that I had been researching, and he came back with a different saw than the one I had wanted.” Brian continued, “Jeff told me that he really didn’t want to sell me the other saw, that he had a CNC Dual Column 230 Shark Hyd-Mech that is competitively priced to the one I had been researching. Jeff felt that for what I was trying to accomplish this was the better fit. Because of the relationship that we have developed over the past 3 years we felt very confident going with Jeff’s recommendation.”

Brian elaborated, “The Hyd-Mech saw accomplishes in one day what usually took us two weeks to complete. The Hyd-Mech is able to

maintain such a close cut off tolerance that we began reducing are blank lengths and realized an immediate savings on material and cycle times. On our first saw job we used to consume 10 bars of 2-inch diameter 304 Stainless Steel, with the blank size reduction and accuracy we now only consume 9 bars. Mike immediately envisioned even greater potential and has begun booking several sawing only jobs for new customers.”

Business has been good for Satowfi. Mike and Brian admit that their triple digit growth year over year since they opened for business is not just attributed to their ability to make high quality parts on time (100% quality report cards for several years with many customers), but also to their ability and willingness to make parts inexpensively for their customers. Brian says, “Our customers often tell us that we are very cost competitive, especially for difficult to machine parts. And the only way we can keep this up is to continue to improve our technology, thereby facilitating great parts made economically.”

Despite their growth, and the two partners willingness to continually invest back into the company, working with banks on financing has been cumbersome. Brian says, “Mazak has been exceptional in providing us with great, flexible funding for our machines” Mike added, “Mazak’s financing just takes so much burden off of our shoulders.”

What’s next for this superior machine shop that makes production parts for a variety of industries, including aerospace, medical, semiconductor and automotive? Brian says he is working on ISO9001/AS9100 certification, which the partners expect to achieve by year-end. To learn more about what they can do for you, contact them at 480-374-5706 or visit [www.satowfi.com](http://www.satowfi.com).

To learn more about Magnum Precision Machines’ line of products, contact them at 602-431-8300 (Phoenix), 505-345-8389 (Albuquerque) or 915-856-7900 (El Paso), or visit their website at [www.magnumprecisionmachines.com](http://www.magnumprecisionmachines.com).