

Xact installs

***The 3 New Machines
Were Xactly Right!***

Xact Wire EDM Corporation is a uniquely devoted wire EDM job shop that provides a high level of service to a wide variety of industries. Xact has its headquarters located in Waukesha, WI and also operates a fully equipped branch location in Cary, IL. John Dora and

Jeff Gubbins established Xact in 1984 and have seen nearly every wire EDM application there is. The tooling they have worked on has been used to make everything from mobile phones to car parts, stamping and trim dies, molds, and extrusion dies. Virtually all industries have benefited from the expertise at Xact. Xact also applies wire EDM to machine prototype and production parts either on a low or high volume basis. Parts have been machined for the Mars rovers, satellites, medical scanners, surgical instruments, oil drilling equipment and gages to name a few examples. New applications are constantly being found for wire EDM and Xact is always on the leading edge.

Prior to starting their business, Jeff and John worked together for five years. They held common beliefs about how to treat customers and other people in general. They also believed that to succeed, they needed to listen closely to their customers, constantly hire and train good people, frequently acquire new advanced technology, always strive to improve, and also be willing to quickly move into new application areas. With little financial resources to support them in the beginning, the first years were challenging but interesting and exciting.

Since the beginning, Xact has remained focused on wire EDM and functions as an extension of their customers' capabilities. Xact partners with their customers by offering expertise, capacity, cost effectiveness, and advanced capabilities. Xact enjoys numerous close long-term customer relationships.

Today, Xact has over 55 employees working three shifts, 20,000 square feet of space and is considered one of the largest wire EDM job shops in the country with 30 wire EDMs. More importantly, they believe they are the best shop to do business with. In a recent 2006 customer satisfaction survey, 100% of those who responded said that they would recommend Xact's services to others. Xact's goal is to work very closely with leading companies and provide the highest quality and most cost effective wire EDM service available. Xact believes they have succeeded in this competitive global environment because of their values. John and Jeff also understand that Xact's future depends on these solid long-term customer relationships, conscientious employees, and cutting edge EDM technology.

In 2005, Xact's sales grew by over 30%. The economy was back on track and growing rapidly. Because of increased demand, Xact had to expand their wire EDM capacity. Xact is very committed to keeping current with the latest technological advancements.

Because of this commitment, before adding three new machines, they decided to very carefully compare several leading EDM manufacturers. As part of the evaluation, the main wire EDM manufacturers cut the same production part. The parts were then carefully inspected on one of Xact's video inspection systems. They were looking for a value driven machine that could produce an accurate part in an acceptable amount of time. After all the results were in, Xact decided to install three Sodick wire EDMs as the answer to their capacity needs and to help make them even more competitive.



INDS WHAT THEY NEED AT SODICK!

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three Sodick wire EDMs

It was the results produced on the Sodick that provided the best combination of machining speed and cutting accuracy for the dollars invested. As part of the evaluation, Xact also used their laser calibration system to inspect a Sodick machine and they found it to be extremely accurate. The advanced linear motor drives were found to be very fast, smooth, silent and vibration-free. Xact was also impressed with the reliability and speed of the Sodick automatic wire threading.

This would be Xact's first Sodick EDM, and they were very aware of the learning curve and the fact that their operators were used to running another EDM manufacturer's machines. The learning curve; however, was relatively short due to the carefully planned training provided both at Sodick's facility and in-house at Xact. Experienced and inexperienced machinists were able to quickly learn the machine. Members of Xact's implementation team (one of whom had 22 years of wire EDM experience) had high expectations and found the machine intuitive and the people at Sodick very eager to help. The learning curve was further accelerated since they were able to setup and run three machines from the beginning. The lessons learned could then be applied to obtain output from three machines rather than the typical one machine for a first installation. Xact made a big commitment to install three machines at once, but they had a high degree of confidence in the equipment and they wanted to spread the implementation costs over multiple machines.



After learning more about Sodick, Xact was impressed with the machines' ability for NC code customization. For example, the operator can customize the NC codes of a specific part program to include IF, THEN statements, math calculations, and even include pick-up routines that if a pickup does not repeat within a designated tolerance, an alarm will sound. This helps eliminate scrapped parts if the part is loaded improperly.

After installation, Xact found the machines to have very good cutting speed. Even though speed is quite important, it is not the only issue. Jeff Gubbins stated, "What good is speed if some parts are out of tolerance resulting in increased inspection time and scrap? We are very focused on having a capable process. We

look to usable cutting speed as the true measure of a machine's abilities." John Dora added, "We measure the parts coming off the Sodick linear motor wire EDM on our video inspection system and the parts consistently measure within tolerance. We were looking at a reliable value-driven machine and we found it with the Sodick."



For more information about Xact Wire visit xactedm.com or call (262) 549-9005



Top 10 - What Xact's operators liked about the Sodick

1. **Usable speed:** the best combination of cutting speed and cutting accuracy.
2. **Linear motor drives:** fast axis speed reduced set-up time.
3. **Automatic Wire Threader:** highly reliable, very fast.
4. **15" CRT:** large powerful touch screen is easy to view and allows for flexibility
5. **NC code flexibility:** powerful feature that allows for customization
6. **Rise/Fall work tank:** makes it easy to load, see and set up workpieces
7. **Machine network:** allows programs to be sent directly to the machine and sent between machines.
8. **Sales Staff:** professional and honest
9. **Sodick support staff:** is friendly, eager to help, caring, knowledgeable and easy to reach

10. Most importantly, Sodick listens to us and is willing to incorporate our improvement ideas by customizing the control features for Xact.

