

EDITORS NOTE

To make "Hardwood On-Line" a true industry news magazine, it must have your input. We welcome any of your ideas for articles, letters to the editor, and basically, anything that you believe would enhance upcoming issues.

[Please e-mail us your comments and feedback.](#)

PEOPLE YOU SHOULD KNOW



Bill Matusiak,
Inside Sales and Customer Service Manager

"The hardest part of my job is making the customer understand that we design and build the equipment around his application", says Bill Matusiak, Inside Sales and Customer Service Manager. We have no "standard" price since everything is customized. Consequently the quotes may take a little longer, but the end result is a product that's a perfect fit for the customer's needs.

If you've ever needed a quote or had a question on a Hardwood Line product, you've probably spoken to Bill Matusiak. Bill has been with Hardwood Line for 25 years. He attended St. Mel High School in Chicago, Central Community College, DePaul University, and The Coyne American Institute.

Bill resides in Chicago with his wife Larissa, son Damian, and daughter Tatiana. In his spare time Bill enjoys golf and playing darts in a league.

Buy With Your Credit Card

In an effort to simplify the ordering process for our customers we will soon be accepting major credit cards to purchase our equipment. Watch for details in the next issue.

CONNECTIONS

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UPCOMING EVENTS

Hardwood Line will be exhibiting at the:
National Industrial Fastener Show/West
November 3 - 5, 2003
Paris Las Vegas Hotel,
Las Vegas, Nevada

The Auxiliary Barrel Every Shop Should Have

The Paddle Wheel™ Plating Barrel allows you to plate parts that would normally be rack plated. The three separate compartments of the Paddle Wheel allow you to run several small batch lots at the same time. It also enables you to run "problem" parts such as long rods that previously tangled and lacked coverage in a conventional production barrel.

Perforations on all three sides of each compartment combined with the Paddle Wheel's unique shape results in maximum solution transfer with every revolution of the barrel.



Each compartment may be perforated with various size holes:
Polypropylene: 3/16" to 1/2"
Laser Perforations: .010", .020", .030"
Slots: Size and shape dependent on application.

Overhead motor (not shown) controlled units available in 200/HP, 220/3P, 110/HP, Air driven or D.C.

Three (3) individual compartments

Unique design creates pumping action for gentle agitation

All panels are interchangeable

All sides of each compartment are perforated for better solution transfer through workload.

Available in sizes from 4" X 6" to 16" X 36"

"Cylinder" hangerarms adaptable to other manufacturers equipment

Standard steel superstructure is protected with hot dipped plastisol or 2 part epoxy paint. Other coatings are available on request

[DOWNLOAD BROCHURE](#)

Hardwood Line Expands Its International Market

Hardwood Line hopes to expand its European customer base through its new relationship with Asmega, the renowned Italian manufacturer of plating systems.



The Transformer Cylinder

In what appears to be a perfect fit, Asmega will be using Hardwood Line's Spraythru™ and Transformer barrels in its revolutionary Platexpress® Automatic Barrel System. The new Transformer barrel is currently being installed at two locations in Italy. In turn Hardwood Line will be the sole North American distributor of the Platexpress System.

The Platexpress' unique design moves the barrels "end to end" through the chemistry. The system offers 20% less treatment time, an extraordinary capacity of (20) - 400lb. (180Kg.) loads/hour, a 60% reduction in water consumption and a 40% savings in energy usage.

We will be featuring the Asmega Platexpress in a future issue.

For more information on the Asmega Line, SprayThru Barrels, or the Transformer call us at 800 443 0093. To download a brochure on Spraythru Barrels or the Transformer Modular Barrel System, click below.

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ASK WOODY



Dear Woody:

We occasionally have some long threaded rods come into our shop for plating. These parts are always a problem. We have experienced damaged threads, inconsistent plating and danglers torn off due to the "jackstraws" of the rods. Although its a nice order, we're thinking that perhaps this job is not meant to be barrel plated and is better suited for rack plating. What's your opinion? Any help would be greatly appreciated.

Thank You Ready to Quit

Dear Quitter: Don't! Take a deep breath, dude! You got so much work, nowadays, that you can turn it away? Sometimes I get a letter that reminds me that sometimes we all take for granted that our customers know all are capabilities. Our business is not the customer's business. He sometimes needs a little reminder of what we do.

Way back in 1963, when I was just a little eager beaver, Hardwood Line received a patent on the original Paddle Wheel Plating Barrel, designed to plate parts that previously could only be rack plated. 40 years later, it remains one of Hardwood Line's flagship products.

Here's the deal: the geometry of the three compartments of the Paddle Wheel will prevent your threaded rods from tangling (and looking like the tangled sticks of my lodge). No danglers are used. Instead, several alternative contact systems are available to take the place of the danglers.

So far; No tangling, No torn danglers. Sounds like a nice auxiliary barrel to have around the shop. Now let me tip it in for you.

Because of the geometry of the Paddle Wheel barrel, every time the barrel rotates it "churns" up the solution, (just like a Paddle Wheel boat- hence the name). This literally drives the solution through the openings of every compartment of the barrel. The result better solution transfer and more consistent plating.

Oh ya, one more thing. Ever have a few small runs come into your shop at the same time. Each separate compartment of the Paddle wheel has the capability of running a different part - simultaneously!

Lets summarize: Plate Long rods without tangling, Better solution transfer, small individual runs at the same time. WIN WIN WIN.

Woody

Got a question for Woody? Click here to e-mail Woody

Be sure to include your Name, Company Name and Phone Number (in case Woody needs more details).