Hardwood ON Line

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EDITORS NOTE

Well, 2003 is coming to a close and, at least from a business perspective, many of us are happy to see it go. No one needs to remind you of the overall slump our industry has been in. However, we remain optimistic, especially with recent news indicating that our economy is on the upswing and we have passed through the worst part of the recession. Economic forecasts indicate that 2004 looks bright.

We at Hardwood Line would like to wish you a prosperous new year. More importantly, we would also like to wish you health, happiness and all the things that money can't buy.

Happy Holidays

Please e-mail us your comments and feedback.

PEOPLE YOU SHOULD KNOW

Karen Peiss,
Administration Manager

If you've ever had to call about a purchase order, or an invoice, or an issue concerning Accounts Payable, the friendly voice on the other side of the line probably belonged to Karen Peiss. As Administrative Manager, Purchasing, Invoicing and Accounts Payable are just a few of her responsibilities. She also manages to apply the same amount of enthusiasm to her duties in Receiving, Sales Order Processing and Human Resources, which includes employee benefits and personnel matters. Karen is also currently involved in implementing Hardwood Line's new administrative software program.

Karen has a BA from Drake University. Before coming to Hardwood Line, about 4 years ago, Karen helped run a family owned solder manufacturing company. Her duties there gave her an extensive background in all aspects of sales and marketing. Prior to that she was Manager of Sales Operations for a large Insurance Company.

"I like the diversity of my job", says Karen. "I especially enjoy dealing with both customers and suppliers and try to extend the same courtesy to both. I realize we are all in this together."

Karen is a single mom and lives in southwest suburban Chicago. She has a 15 year old daughter and a 14 year old son. In her spare time.....two teenage kids pretty much covers her spare time.

CONNECTIONS

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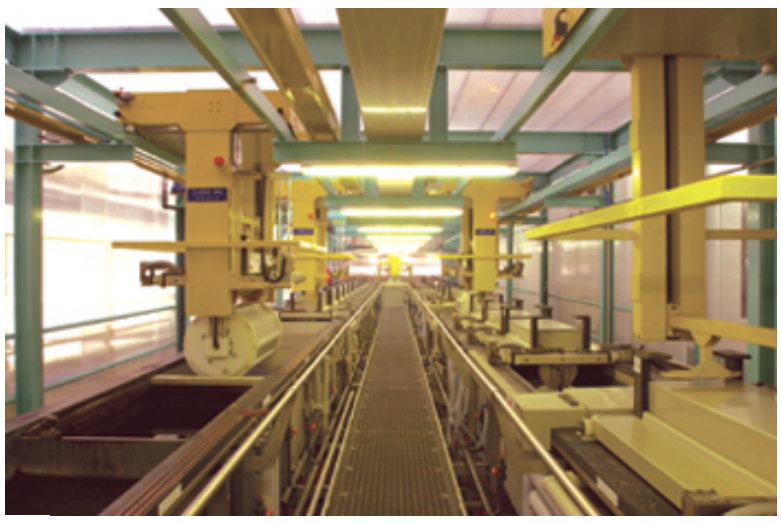
A New Twist on an Automatic Line



Hardwood line wants to turn your idea of an automatic system completely around... literally. Asmega, an Italian manufacturer of state of the art plating systems has teamed with Hardwood Line making us the US distributor of their revolutionary Barrel Plating System; The Platexpress® .

The space efficient Platexpress "pushes" barrels in a train-like fashion through the tanks, not over them. Plating tank anodes surround each barrel. Tests have shown that this design offers a more even current distribution while reducing plating times by up to 30%. Each barrel has a full motor cover and "side lids". Once the barrels completely fill each station, the tank top is covered which greatly lowers exhaust emissions. Below flange exhaust hoods are used to suck away gasses before they can escape. The result is lower air make up requirements which decreases negative air pressure, lowering the costs associated with air make up. Hardwood Line's barrel rinsing system is used in between process stations to further reduce space while drastically lowering water consumption. In Europe, this system has been found to use 30% less electrical power, 60% less water, 25% less cooling power while reducing treatment times by 20%.

The system will employ Hardwood Line's SprayThru™plating barrels further increasing the plating speed and reducing the water consumption.

For more information on the Platexpress please call 1-800-443-0093.

Check our website in January for more information on Asmega's Platexpress System

Did you Know?

In the old days, families shared a single tub of water for their weekly baths. The man of the house went first and had the privilege of bathing in nice clean water, then all the other sons in the family went next, then the women and finally the children. Lastly, came the babies . By then the water was so dirty you could actually lose someone in it, hence the saying, "Don't throw the baby out with the bath water."

Water Quiz Contest

1. How many gallons of water do you use to wash your car?

2. How much water does a washing machine use for 1 load?

3. How many gallons of water does a 10-gallon hat hold?

4. How much water does a dishwasher use for 1 load of dishes.

5. How much water does the average American use per day?

6. How many gallons of water are used to flush a new style toilet?

7. How many gallons of water are used to flush an old style toilet?

Match the answers below with the above questions.

a) 43 **b)** 7 **c)** 3/4 **d)** 16 **e)** 3 **f)** 180 **g)** 50

Email your answers back by January 31,2004. If you get them all right, we'll send you a prize. Don't worry, If you don't get any right we will still send you a consolation prize just for trying. Look for the answers in the next issue.

E-mail your answers here

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In an effort to simplify the ordering process for our customers we are now accepting Visa and Mastercard to purchase our equipment.

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ASK WOODY

Dear Woody,

My facility uses large amounts of water and it's killing us. Costs related to waste treatment have gone through the roof. I run both barrel and rack operations in our plant and need to lower my operating costs as we're drowning in our own water. I'm hearing more and more about off line rinsing systems and wonder, do they really work, will they save us money and is this the same as counterflow rinsing?

Signed, Drowning

Dear Drowning

Take comfort in knowing you are not alone. Too often, platers try to short change rinsing and wonder why the stuff doesn't stick. The short answers are; YES, they really work, YES, they really save money and YES, it is like counterflow rinsing…only better!

First lets talk about spray rinsing. When I want to kick back and relax after a hard week of dam building I like to soak in a nice hot bath while chewing on a good toothpick. But if I really want to get clean, I take a shower. The same is true for parts in a rinsing tank. You're going to get a much cleaner load by spray rinsing than you would by immersing the parts in a bath. Think about it, as you stand up in a bathtub, all the stuff that left you, now floating on the surface, clings back to you! If you don't take a shower, you're no cleaner than when you started!

It is for this reason that you guys should never use a stagnant or "dead" rinse as the only rinse between process tanks. It has been determined that a triple counterflow rinse gives the best water savings to space ratio. However, by installing triple rinses in-between each process you end up increasing your line length, sacrifice dwell times and possibly having to add a crane.

By the way, did you know that a shower not only gets you cleaner, it uses less water than a bath? Yep, it's true because I tested it myself. An average bathtub filled to about 12" holds 50 gals of water. To simulate Spray Thru Rinsing, I installed a shower head that had a shut off valve and a 5 gpm water restrictor. I used a whopping only 2 minutes worth of water for a total of 10 gallons of water! I saved 80% on the water bill! Now imagine if you used a shower (RinseMaster) to rinse your barrel or rack in-between every process. If you ran 10 loads per hour and used only 5 gallons per barrel per rinse and had 3 rinses for the line, your water consumption would be 150 gallons per hour. Compare that to what water you're using now and you make the call!

Now lets talk about the magic of counterflow rinsing. This is a quiz so put your books on the floor and take out a pencil (I prefer a nice juicy #2). Ready.....

Suppose you had a bucket that contained 1 oz. of gunk. Draw it on paper. Now do the math. Mix in 1 oz. of water. You now have a 2 oz. mixture of gunk and water. Drain away half the mixture. How much total mixture is left? How much of that is water? How much of it is gunk? Repeat. Pour in another ounce of water so you again have a 2 ounce mixture. Drain away half the mixture. How much gunk do you have now? Repeat again. After this third dilution, how much gunk is left? If you were following along the gunk is reduced to 1/8 of an ounce after the third dilution. Don't cheat. Do the math yourself.

Last year, when I was staining the inside of my lodge, I used the counterflow principal to clean my brushes. I used three old coffee cans with about 8 oz of turpentine in each one. I numbered them 1,2 and 3. I would rinse my dirty brushes in #1 first, then #2 and finished in #3. #1 was the dirtiest, #3 the cleanest. The next day I would pour about half of #3 into #2 and half of #2 into number one. I would put 4 oz. of fresh turpentine to replenish #3. I repeated this every day. It worked great and I didn't use much turpentine, only 4 oz per day!

It's easy to see how counterflow rinsing when applied to a plating rinse station can really give you superior rinsing. Although you would probably need 5 rinsing tanks to do the job. Each barrel would be put in a progressively cleaner rinse water tank. But who's got that kind of room. And we're still taking a bath... not a shower.

Enter the RinseMaster® . It delivers 5 progressively cleaner spray rinses to the load. The sprays are recirculated into the system (just like my turpentine) with only the dirtiest being sent to waste treatment. Very little water is used and the parts receive the equivalent of a five-station counterflow spray rinse.

Woody

Editors Note: Look for more information on the recently released RinseMaster 5 in a future issue or call 800-443-0093 for more information,

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).