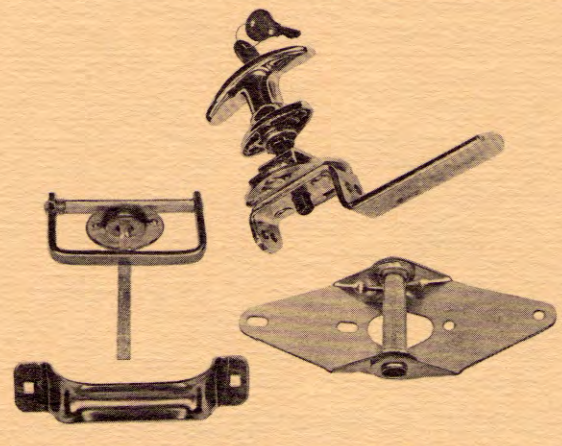
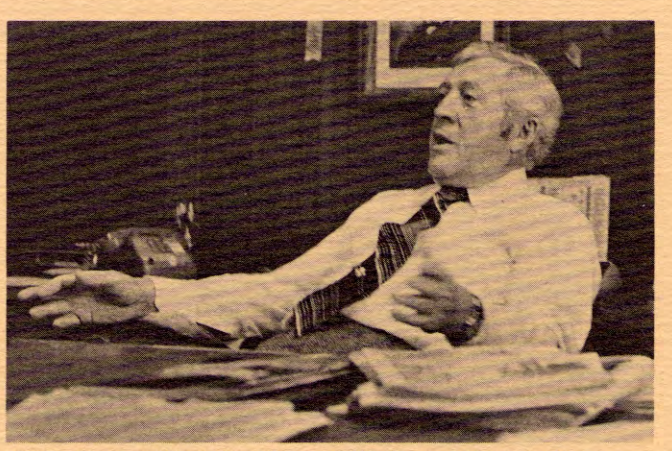
Collier Steel Doubles Production and Increases Die Life After Switching from O.B.I.'s to Minster Piece-Maker® Presses



Typical construction hardware produced on Piece-Maker presses.



H. E. Davis, Vice-President, tells how Minster Piece-Makers have helped Collier Steel Corporation get new business.

For years Collier Steel Corporation, Collier, West Virginia, produced their line of galvanized steel hardware for the residential and commercial construction industries on O.B.I. presses, using primary and secondary operations. That was when the quantities of parts being produced just didn't seem to justify going to automatic production with more sophisticated dies. The time did come, however, when the market potential increased for garage door hardware and track which accounts for 60% of the company's sales. Mr. H. E. Davis, Vice-President, decided to start using better press equipment and progressive dies. While he was considering various brands of presses, a friend who was doing very difficult stamping work suggested he get a Minster.

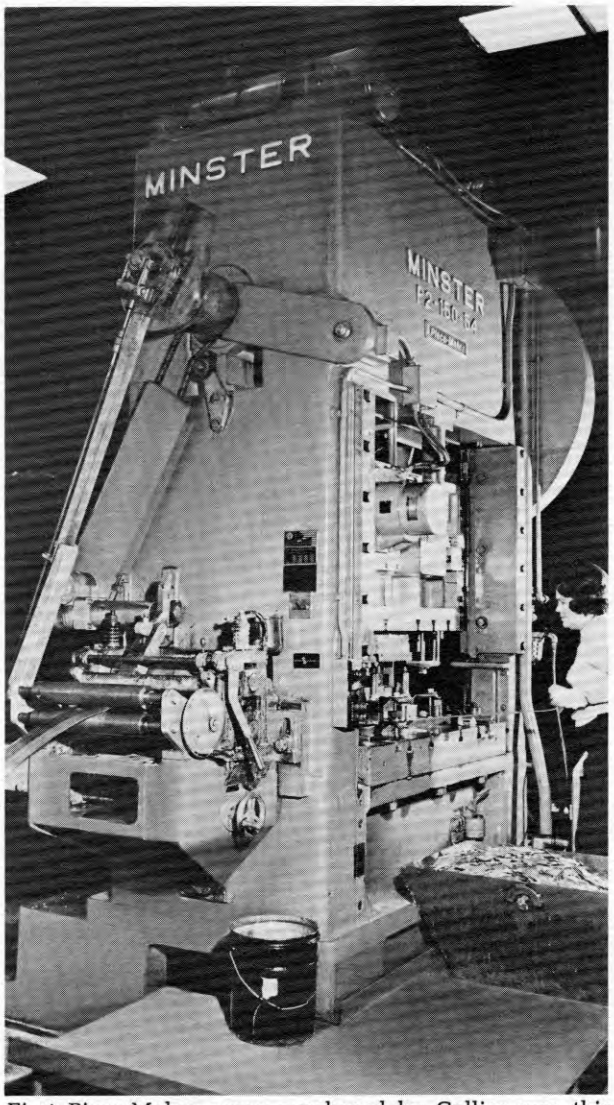
After a visit to the Minster plant and talks with Minster people about the type of stamping jobs he wanted to perform Davis came away confident that an investment in a Minster P2-150 would be more than justified. He says "Certainly we've never regretted it. We've purchased and repurchased Minsters and hopefully will continue to replace old equipment with Minsters."

Since moving much of their production from O.B.I.'s to Piece-Makers using progressive dies, Collier Steel has experienced much longer die life, better part accuracy and a substantial increase in productivity. Now the firm is able to go after high volume orders and get them, due to competitive pricing and ability to deliver higher quantities when required.

One good example is a caulking gun which Collier produces. Seven stampings are used in the product. Annual production demand is about 3,000,000 guns or 21,000,000 parts—a volume which just could not be met using O.B.I's with multiple operations. The quantity required better progressive dies and more parts per day just to keep the assembly line supplied. Now, using Minster Piece-Maker presses they easily produce in one 8 hr. shift, enough parts to supply the assembly line for two or three days.

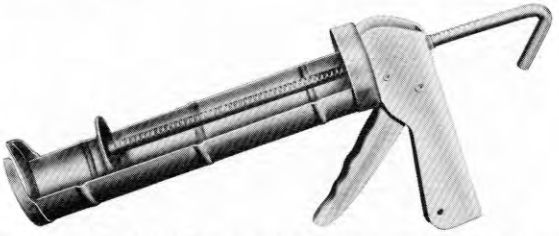
Collier Steel has also made great strides in the highly competitive garage door hardware field since switching to Piece-Maker progressive die operations. Parts accuracy is better due to the excellent slide to bed parallelism of the Piece-Maker and Collier can maintain tolerances to ±.001". H. E. Davis claims the variable speed feature permits running new dies in at a slower rate and then going on up to the ultimate speed for best quality and productivity. Die life has increased substantially over that attained with O.B.I. presses. Part costs have been reduced and productivity increased by about 50%. The company can now go after and get high volume orders.

To illustrate his good experience with Piece-Maker presses Davis relates a case where an old worn die for an inner garage door hinge using 5⅜" wide 18 gauge steel had been replaced because it wasn't maintaining part accuracy in an O.B.I. The replacement die was designed for 5.546" wide stock. One day they were temporarily out of 5.546" stock and had a rush order for the part. The worn die was found, put in a new Minster Piece-Maker press and run on 5⅜" stock. Davis says, "We made 250,000 of the best parts we'd ever made with that old die because we had a good press with less deflection." As Collier Steel has learned, O.B.I.'s have their place but when you want to go after high volume production in a competitive field you really should make the switch to Minster Piece-Maker presses.



First Piece-Maker press purchased by Collier was this P2-150.

Ed Reitter, Press Room Foreman, on right, and Glenn Mesler, Plant Manager at Collier Steel Corporation discuss high speed production of garage door hinges on Minster P2-150 press.



Three million Collier Cradle Caulker guns are produced annually. Each gun requires seven stampings.

Collier Steel Corporation plant, Collier, W. Va.