making metals work harder since 1938

WCC world

News from Wall Colmonoy

Wall Colmonoy - Your Solution to Cost Reduction

Summer 2009
Issue 25

A challenge for any industrial company is whether to salvage or replace worn-out parts. This edition will focus on how **Wall Colmonoy's** products and services can help you reduce your maintenance and repair costs, which is even more critical with our current economic state.

Save $$ with our products

Products with the **Colmonoy®** and **Nicrobraz®** trade names have become well established in the metals industry as materials offering superior wear protection and superior joining properties. Our full range of Nicrobraz brazing aids include cement, stop-off, flux, and binders available in formulations to suit a wide variety of applications.

The **Colmonoy** powder alloys are used extensively for extending the life of many components, by providing superior protection from wear, corrosion, and abrasion.

The **Nicrobraz** filler metals produce strong stainless and superalloy brazements with heat- and corrosion- resistant joints. A variety of nickel-iron- and copper-based compositions are available to meet industry specifications, including AWS, AMS and GE.

Save $$ with our processing capabilities

Wall Colmonoy operates facilities in the U.S. and Europe which work together and share technology. This group offers unique contract services in prototype development, engineering, specialized metal fabrication, overhaul, brazing services, heat treating, coating, welding, and machining. Our Aerospace Group includes two FAA repair stations specializing in the repair and overhaul of parts for the aviation industry.

Inside this issue you will find more information on successful applications and other ways **Wall Colmonoy** can help you reduce your costs.

The Corner Office

By W.P. Clark
Chairman & CEO

When we total up the hours we spend at work, or thinking about work, or talking about work, or even worrying about work, it's obvious that our jobs represent a significant chunk of our lives (as well as the major revenue source to pay the other chunks). That is pretty much true for everyone. Regardless of where we fall in the workplace "pecking order," we all have a lot of ourselves invested in our organization.

Fortunately, most of the folks we work with do a pretty decent job of accepting and meeting the responsibilities that come with being productive members of the company. But, the more we read the newspaper or watch the evening news, the more we find that a lot of people are just plain shirking responsibility. From public officials who abuse their power, to "dead beat" parents who financially and emotionally abandon their kids, a growing number seem to be looking for a free ride on the road of non-responsibility. When that happens, we all see and feel the results first hand… and they're not positive at all.

What does it mean to accept and meet responsibilities? For us, it means protecting our company — being active participants in what's going on rather than passive (or apathetic) observers. It's about celebrating what's right, fixing what's wrong, and doing our part to make things better!

Sure leaders are supposed to take the lead and set the example — top management has a big responsibility for protecting and promoting company values and principles. But we all should be leaders when it comes to "quality," "teamwork," "customer service," and "commitment."

This responsibility I talk about extends to managers, supervisors, cell leaders, and individual contributors as well. When we do the right things, and do them the right way, we help our company move closer to prosperity and stability. And when you come right down to it, that may be the best way to protect our jobs and our paychecks!

In Memoriam
Robert L. Peaslee, 1917-2009

Wall Colmonoy (WCC) pays tribute to **Robert L. Peaslee,** who passed away March 5, 2009, at the age of 92. If you have been involved, in any way, with the brazing industry, you are familiar with the name "Robert Peaslee," who has affectionately been called the "Father of Nickel Brazing." Robert Peaslee was instrumental to the growth and success of **Wall Colmonoy**, and indeed the brazing industry as a whole, for more than sixty years.

He was a teacher at heart, and served as a mentor to many, including co-workers, customers, and the students he lectured during his years teaching brazing courses on behalf of ASM and **Wall Colmonoy.**

Many of his achievements were highlighted in the **Wall Colmonoy** newsletter of Summer 2006 entitled "Tribute to a Legend"*

Robert, Vice President Emeritus, joined WCC in 1950 and developed the **Nicrobraz®** line of brazing filler metals, which introduced nickel brazing to the metals industry. He also established the WCC US and Canadian facilities for performing brazing operations; and after a career spanning 57 years, continued working as a consultant for the company until January, 2009.

His final message to his friends would probably be the words he wrote in each edition of his "Brazing Footprints" book he signed— "HAPPY BRAZING'

*Refer to the link below for more information
http://www.wallcolmonoy.com/news/Newslettersummer06.pdf

The Royal Life Saving Society UK

On October 4, 2008 at the Guildhall in London, **Winston Jenkins** received a 1st Bar to Service Cross, a prestigious award from the Royal Life Saving Society UK.

Winston, a highly proficient swimmer himself, has for many years taught life saving across Wales.

***Winston Jenkins** (Pictured left,Processing Sales Manager, WCL) receiving the prestigious 1st Bar to Service Cross award.*

His fitness, energy and drive combined with a wide range of technical skills and experience, have underpinned his huge contribution to **Wall Colmonoy Ltd** over 37 years.

Da Iawn Winston, well done!

Nascar Hauler Visits Wall Colmonoy Plant

It was an exciting day for the people at the **Wall Colmonoy, Los Lunas,** New Mexico facility this March. R&L carriers, a carrier to Wall Colmonoy, brought their number 17 race car to the Los Lunas facility.

The event included tables and tents for lunch, give aways and televised race segments. Our folks had a great time and would like to extend their appreciation to R&L for hosting the Nascar Hauler at our facility.

Wall Colmonoy Reduces Energy Consumption

The **Los Lunas facility** partnered this past summer with PNM, (a local electric company), and EnerNoc (private third party) in a voluntary program to reduce or trim energy consumption during peak-electric-demand periods. EnerNoc monitored peak demand periods, and when requested by PNM, alerted participants to shave as much power as possible during an "event". An "event" could last anywhere from two to six hours in duration, anytime during the four-month-time frame of June, – September. The maximum hours that **WCC LL** could be required to participate was limited to 100 hours during this four-month period.

*EnerNoc employees providing **Jim Lane** (Pictured center, Facilities Maintenance Manager, LL) with rebate check*

EnerNoc alerted participants via e-mail and phone approximately one hour before an "event" occurred. EnerNoc also installed warning lights throughout locations in the facility to signal the actual start of an "event". Power reduction could also be monitored through an EnerNoc based web site to help achieve the goals.

Events were usually called on the hottest days of the year, this due to the power consumption by the increasing use of air conditioners and cooling equipment. On these demand days, PNM either had to reduce power consumption or start expensive electric sub-stations to make up the demand. It was easier and cheaper for PNM to reduce power than to initiate more power. The voluntary participants in the program were rewarded directly, and in proportion to their power reduction during these demand "events". **WCC Los Lunas's** average monthly power reduction was for ~400 KW per "event".

At the end of the first four-month period, **WCC Los Lunas** was presented a rebate check for $15,785.39.

Did this program hurt production? **Facilities Maintenance Manager Jim Lane**, who initiated the program, says, "the first month was very challenging! But, after all parties discussed what was acceptable, a realistic game plan was initiated that had very little impact on the production schedule for the remaining three months". Jim also states that " when handed a rebate check of this size, it made the initial headaches all worth while".

ALLOY PRODUCTS GROUP

Colmonoy 88 for Waste to Energy Plants

Superheater tubes overlayed with Colmonoy 88

Over three years ago, a large waste-to-energy plant performed the first large-scale test of a **Colmonoy** spray-and-fuse alloy. They had an experienced job shop overlay 86 boiler tubes using **Colmonoy 88**. The tubes were coated 25 feet in length and 2.5" in diameter. Tube-metal temperatures approached 900 F, and the boiler ran 24/7. The tubes are vital components of a superheater in one of the boilers, and a way of protecting the tubes to extend their life from, at best, a one year cycle was needed.

Colmonoy 88 extends boiler tube life, especially in the secondary superheater section of a boiler where the most severe environment exists for mass burn and refuse derived fuel boilers. Boiler-tube life is one year or less in soot blower lanes, where soot blower lances clean the front and back ends of superheaters.

Colmonoy 88 offers four distinct advantages for superheater tubes and panels:

- Longer life than tube shields, stainless tubes, or any type of Inconel overlay … including Inconel 625, 622, 52 and 72.
- Reduction of molten salt or slag build-up on the tubes.
- Better heat transfer properties than shielding or overlays.
- Reduced maintenance costs via labor and material savings.

Through extensive field tests in superheaters, **Colmonoy 88** has proven superior to tube shielding, overlays, and stainless tubes.

After the three-year period the waste to energy plant is so pleased with the test results, they have specified **Colmonoy 88** in two other plants, and are planning to test the product in a number of other company owned plants.

For further information about this application, please contact abreer@wallcolmonoy.com

Lo-Cost Wear Protection with Colferoloy® Iron-Based Alloys

Wall Colmonoy has developed a range of new Iron-based alloys which provide excellent wear-and-corrosion properties for a number of different applications. The **Colferoloy** alloys are already helping customers reduce material costs and meet environmental and safety requirements. The versatility of the Colferoloy range allows the alloy to be adapted to numerous different conditions.

Colferoloy 102 and **103** are excellent substitutes for hard chrome. Both alloys have excellent resistance to corrosion and remain unaffected when subjected to a salt-spray test for 150 hours. The main benefits of **Colferoloy 102** and **103** are reduced material costs, offering a clean and environmentally friendly method for application, and it can be applied by HVOF. Applications include rolls, hydraulic pistons and plates.

Colferoloy 139 has excellent properties in dry-wear applications. Their unique, fine microstructure affords high hardness and impact resistance. Blended with diamond-hard chrome-boride crystals, it can offer similar performance to tungsten-carbide-bearing materials. Successful applications include PTA overlays of buckets and digging equipment used in open-cast mining.

Los Lunas Alloy Manufacturing Facility Is Going Lean

Wall Colmonoy Los Lunas has implemented the 5S's (Set, Sort, Shine, Standardization, and Sustain) in their shipping department.

Team leader and Plant Controller, **Yolanda Vialpando,** sent employees to a lean manufacturing course, which gave them valuable information on the lean experience. The 5s's were first applied to the Fed Ex and UPS shipping and receiving area. The area was reorganized, which included adding more computers and creating an area for supplies. Next, the main warehouse was restructured and organized, discarding anything not used. Finally, the MRB cage was cleaned and organized so the flow of material in and out happens with ease.

L to R: (Back Row) ***Tina Craig****, Lead Person,* ***Jonathan Jojola****, Shipping/Packer,* ***Xavier Garcia****, Shipping/Packer,* ***Ken Baca****, Supervisor, (Front Row)* ***Elizabeth Iturradle****, Lead Training,* ***Dale Boyle****, Shipping/Packer*

The lean experience has added structure and cleanliness to our shipping department, which in turn helps us provide higher quality, lowers costs, and reliable deliveries.

AEROSPACE GROUP

Reducing Manufacturing Costs

The **Wall Colmonoy facility in Oklahoma City, OK** delivers engineered solutions for the fabrication of alloy components. In many cases the service we provide is initiated with a customer drawing and a request to manufacture their product. The customer will design a product with specific size, weight and performance characteristics and have **Wall Colmonoy** manufacture the product.

The recent financial crisis has caused many of our customers to redefine how they produce their products to save costs that can be passed on to their customers. In many cases, we have manufactured our customer's products for years, and they have been reluctant to make our recommended revisions. Typically, they are very pleased with the product performance, but hesitant to take what they consider to be a risk. That conservative philosophy is changing, and our customers are depending on our expertise to make product improvements.

How do you reduce the cost of a fabricated alloy component without affecting performance? Here are some examples:

"Right Size" Your Raw Materials

Our job is to produce a product that meets customer's needs; which are defined by specifications. By clarifying our customer's performance requirements, we can appropriately redesign their product.As an example, we can reduce the thickness, or recommend a less expensive raw material.

Consider Brazing

Many of our customers make an assumption that their product requires GTAW welding as a joining process, without considering furnace brazing. Furnace brazing can reduce the cost of a product as it is approximately 10 times faster to process. Furthermore, furnace brazing increases the contact area of the joining surfaces, and "normalizes" the product with consistent heat.

Know When to Tool

Customers are beginning to consult us more frequently when it comes to the investment of tooling. Many customers will first ask if we have existing tooling that can be incorporated into their design. By utilizing existing tooling, we can save time and expenses.

Conversely, it is very important to understand when it is appropriate to invest in tooling. There is always the trade-off between the expense to tool and the reduction of labor. By understanding our customer's future production volumes, we can better define when tooling starts delivering a pay back.

Be Flexible

We try to clearly communicate the production process to our customers. This communication can be beneficial because it can occasionally identify redundant or unnecessary production operations. For example, some customers will specify a cleaning process to the final product, not considering the fact that it is run through a furnace during assembly. In many cases the furnace-brazing process provides sufficient cleaning, and eliminates a production operation.

Many positive things come as a result of challenging times. One of the benefits of the financial crisis is that we have been able to communicate better with our customers and provide more of our engineering solutions.

ISO 9001:2008 Quality Management System

Wall Colmonoy Oklahoma City, has achieved accreditation to the newly released ISO 9001:2008 Quality Management System standard.

Wall Colmonoy Oklahoma City, an FAA repair station, is a leading manufacturer of light-aircraft-exhaust systems. Their production process includes sheet-metal fabrication and tubular components.

Wall Colmonoy Oklahoma City was previously accredited to the 2000 version of ISO. The new 2008 version was released on November 15, 2008. The Wall Colmonoy Oklahoma City facility was founded in 1965, and has established an excellent service record with both their customer and supplier base. They have developed a total framework for documenting and controlling instrumentation, processes, materials, training, and conformance to specifications.

Wall Colmonoy Aerobraze Re-Certifications

Wall Colmonoy Aerobraze, Cincinnati, has achieved re-certification to the AS9100 quality management system standard as well as Nadcap re-accreditation for Welding, Brazing/Heat Treat, Coatings, Chemical Processing and NDT.

"Our focus is continuous improvement and customer satisfaction. Our strengths are Continual Improvement, Preventive action and Corrective action" said **Chris Palser, Quality Manager.** "We are prideful in having these special process approvals as our business model, making us a one-stop process facility to meet our customer needs."

These certifications demonstrate the continued commitment to the highest standards in quality and operational practices for **Wall Colmonoy Aerobraze.**

New Data Sheet on Niferobraz® Iron-Based Filler Metals

Our newly created data sheet offers information on a range of cost effective iron-based brazing filler metals known as **Niferobraz.** These filler metals are available for evaluation as substitutes for nickel based filler metals.


NIFEROBRAZ

The information includes chemical and physical properties, specifications, and recommended applications. If you would like a copy please **request data sheet 1.3.2**.

Wall Colmonoy Ltd Wins Prestigious Award

In 2007, **WCL** introduced a new system, "Preactor," to improve production control of machined and as-cast castings manufacture. The program was so successful that the company was entered for and won the British Society 2007 IT award for a Construction and Manufacturing Organization.

Left to Right: ***Rhodri John****, IT Systems Manager, WCL,* ***Scott Powell****, Production Controller Components, WCL*

Judges included the Microsoft UK Director for medium-sized businesses. At the exclusive Marriott Grosvenor House Hotel in the heart of London's Mayfair district, **Rhodri John (IT Systems Manager at WCL)** and **Scott Powell (Production Controller Components)** received the prestigious award.

Below is an extract from UK's Computer Weekly describing the problems overcome and the huge gains achieved:

On-time delivery performance has increased from 90 per cent to 95 per cent. The machine area efficiency has risen from 75 per cent to 92 per cent, and the work-in-progress racks have been reduced from 21 to just three. As a result, the late-order list, which used to run to six pages, is now just a handful of orders, usually a consequence of external factors.

"This level of transformation is just astonishing" says Judge Sarah McVittie. "To go from non-existent visibility to complete control is a remarkable achievement."

The sales team is benefiting too, explains ***Rhodri John.*** *"They can now target specific market sectors for a fixed length of time, knowing that the capacity is available. For example, the company can now identify if it can beat the industry average for a product in terms of on-time delivery, which makes generating a sales strategy much more effective."*

PEOPLE MAKING NEWS

Vice President / General Manager

Wall Colmonoy is pleased to announce appointment of **Craig Johnson** to the position of **Vice President, Alloy Products Group.**

Craig has been with **Wall Colmonoy, Madison Heights, MI** for more than twenty years. He began his career at **Wall Colmonoy** as the Materials Manager for the Alloy Division. In this position, he had responsibility for negotiating the purchase of the strategic metals used in our New Mexico foundry to manufacture both the **Colmonoy®** alloys and **Nicrobraz®** filler metals.

In 2003, he was promoted to Commercial Director for Alloy Products, and took on the added duties of the sales and marketing functions.

To contact e-mail cjohnson@wallcolmonoy.com

Director of International Sales and Marketing

John Lapping has been appointed to **Director of International Sales and Marketing for the Alloy Products Group.**

John has more than 25 years experience in the Thermal Spray and High-Temperature Brazing industry. John was with **Wall Colmonoy Ltd** for seven years, and returns to us after spending the last few years as Works Director and Company Secretary for glass plunger manufacturer, Hunprenco, United Kingdom.

John will be responsible for our sales activity in the United States and Canada. Our North American field sales force will report to John.

To contact e-mail jlapping@wallcolmonoy.com

Brazing Products Business Manager

Wall Colmonoy announces the appointment of **Lydia Lee** to **Brazing Products Manager for their Alloy Products Group,** based at their corporate offices in Madison Heights, MI.

Lydia received her Bachelor's and Master's Degree in Engineering from Tianjin University, China and her MBA from Tulane University, Louisiana. She also spent time studying brazing with her teacher and mentor, the late Robert Peaslee as her teacher and mentor.

All inquiries for Brazing Technical Assistance should be directed to Lydia. She will continue to be assisted by our **Technical Services Manager, Mike Weinstein, Brazing Engineer, Eric Krosche** and laboratory personnel working at our Plant in Los Lunas, New Mexico.

To contact e-mail llee@wallcolmonoy.com

Production Manager

Justin Madrid has been appointed to **Production Manager** for the **Alloy Products Group.**

Justin started his career at **Wall Colmonoy Los Lunas** in 2003, spending four years as the Foundry Supervisor. He was then promoted to production coordinator where he continued to gain valuable experience in all aspects of **Wall Colmonoy's** manufactured products. Justin has a Bachelors of Science degree in Business Management and is starting his MBA program in August.

In his new position, he will be overseeing Foundry, Extrudable Paste, Transfer Tape, Hard Surfacing and Brazing Rod, Brazing Aids, and Composite Powder production.

To contact e-mail jmadrid@wallcolmonoy.com

New Arrivals

Rebecca Johnson, LL Foundry Clerk, son Luke Johnson born February 7, 2009

Matthew Jones, WCL Foundry, and partner Nataliee, daughter Eva born January 3, 2009

Mark Logan, WCL Components, and partner Kirsty, son Kian born November 2008.

Paul Corry, WCL Alloy Products, and partner Rhian, daughter Skye born September 21, 2008

Benjamin Hughes, WCL Metal Resources, and partner Jemma, son Levi Mark born September 6, 2008.

Gethin Pritchard, WCL Components, and wife Sarah, son Tyler born June 22, 2008.

Gary Deakin, WCL Components and partner Amy McColl, daughter Kacey born July 17, 2008.

Charlene Jones, WCL Accounts, son Finley born July 3, 2008

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In Appreciation for Your Service

***John Sturch**, OKC, 35-years.*

***Debbie Skidgel**, OKC, 30-years.*

***Sue Seckel**, OKC, 30-years.*

40 Years
Norman Allnatt - WCL

35 Years
John Sturch - OKC

30 Years
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