

# ***New Advances in Production Equipment***

By Patrick Sarver

*More automation and less expensive model options provide plenty of reasons to consider the latest production framing equipment*

**O**ne might ask why a production framer should consider investing in new machinery at this time. The answer is two-fold. First, as old equipment wears out, you need to replace it with more efficient, reliable machines. Second, this is also a great time for finding new equipment options that either cost less or provide enhanced efficiency that yield a faster return on investment.

There are two trends in new equipment. On the one hand, there are new, lower cost pieces of equipment that do much of the work that more expensive equipment did in the past. At the other end of the scale, the best machines are becoming faster and more efficient, usually through advanced computerization and automation. In addition, there are also new pieces that take the place of manual framing operations, greatly speeding up production and reducing labor costs.

These trends are reflected in what manufacturers are saying about their new products:

- “Time is money, and the Saber sawtooth machine increases production by installing hangers inline,” says Dean DeLuccia, president of Frameware. “Instead of having several people hammering the hangers in, you can put a machine on line and produce more. It’s much faster than installing them by hand.”
- “The price on the DY102 underpinner hasn’t increased in several years while the product has improved,” says Mark Gottlieb, president of Universal Framing Products. “It increases production speed and automation, especially compared to non-computerized joiners. The accuracy is also increased, so it is more efficient and faster. You could double the speed of your production with computerized joining.”
- “With the barcode scanning and automatic positioning available with the EMN-14 double miter saw, all the data on a particular moulding comes up on screen, eliminating manual positioning and cutting errors,” says Bob Pistorius, president of Pistorius Machine Company. “It helps companies be more competitive by eliminating mistakes. The positioning miter saw can also be used with a pusher. With that, all an operator has to do is tell the computer the length of moulding being cut and the size of the frames. The machine automatically calculates the best way to cut

the material and pushes the moulding forward to cut each piece automatically. The saw will cut all day long at the same rate, while an operator gets tired.”

- “Mobile POS saves a lot of paperwork time for field reps,” says Jeff King, vice-president of SpecialtySoft. “Being able to key in information in the field and check the latest company inventory and prices on site also makes managing orders and inventory much more efficient. Plus, being able to look up customer information in the field can make reps more productive and provide better customer service.”
- “The big reason to invest now in automated machines like the Cassese programmable underpinner is that they provide a lot more control over your entire joining operation,” says Craig Russell, president of Active Sales. “That increases productivity and gives consistent quality while simplifying training for new operators. As software has developed, the importance of networking has increased, and networkable machines now help OEMs control production by downloading information to machines and getting feedback on production. Managers can see almost real time what the machines are doing and where they are in the production cycle.”
- “The Econo-Stretch is designed to be a little cheaper and simpler and less expensive than a bigger canvas stretching machine while doing an equivalent job,” says Al Peters, owner of Cutting Edge Designs. “Depending on canvas size, you can probably do at least one canvas every five minutes at a cost of half that of our regular stretcher. It is just slightly more labor intensive and is far faster than stretching canvas by hand.”

The search for faster and more affordable equipment has resulted in many new ways of achieving production goals. New advances keep adding options that make new production framing equipment a financially sound idea—not to mention that making improvements in productivity in slower times can lead to longer-term success.

As Russell also points out, “Times like these provide an opportunity for a company to differentiate itself from its competitors. Companies that continue to invest in technology that increases productivity are going to have an advantage as the economy recovers. They’ll be able to run more efficiently with less training and have more flexibility in production.”



**Active Sales**  
800-937-4414

The Cassese CS4008XL is a production underpinner with a programmable memory that holds more than 3,000 profiles, which can be recalled at the touch of a button or barcode scan. It can drive nails in nine positions in each corner and has a very wide moulding capacity—7½" of nailing stroke and moulding up to ¼" high. It also features a retractable front clamp that draws the moulding together to prevent movement during nailing. This clamp sits flush with the table so it doesn't get in the way when working with large frames. Other features include a sensor that lets you know when the machine runs out of nails, a two-stage pedal that allows an operator to look at a corner before actual joining, touch screen software in several languages including Spanish, and fully networkable operation with a barcode option that works with today's automation software. This allows someone in charge of production to control the nailing positions and sizes for every moulding at each machine from a central location, providing much better control over the end product and providing feedback on the status of each job.

**Framework**  
800-582-5608

The Saber ASM 400 is a pneumatic sawtooth hanger installation machine designed for production that installs hangers on frames by stepping on a foot pedal. It replaces having to hammer hangers in by hand with having a machine that installs them for you. The machine is designed for volume operations that do 2,500 to 5,000 pictures a day. It goes on the end of an assembly line so when a frame has been assembled, the sawtooth hanger is attached when everything is complete. Frame height is adjustable up to 5". A table with a measuring device allows you to put the sawtooth in whatever location you need. The hangers come in cartridges of 25, which are fed into the machine like staples and can be installed as fast as an operator can step on the pedal.



**ITW AMP**  
800-322-4204

The T300 Automatica double miter saw uses some of the latest software and barcode scanning to optimize productivity. It also has two vertical and horizontal clamps that lock in the moulding for more accurate cuts. It can cut up to 500 frames an hour, depending on the dimensions of the moulding. The software can store information on more than 5,000 profiles, with up to four different cuts programmed for one length of moulding to minimize waste. You can program the moulding in via computer and the saw cuts it automatically to size according to the frame size you specify. The saw uses Windows-based software in conjunction with a touch screen PC, which can be connected to a local area network so you can see what's going on with the saw remotely to track production. Changing moulding and moulding sizes takes about 10 minutes. Up to 40 sticks of moulding can also be loaded either vertically or horizontally, depending on the profile. The maximum moulding length is about 45". The maximum height is about 2¼" and the maximum width 2".



**JoinRite**  
508-454-7477

The JoinRite Canvas Stretcher is a 36" manually operated machine that mounts on the end of a worktable. It is only 4" wide and, when not in use, the handle can be removed so it's not in the way. It's designed to work horizontally, so you don't have to hold a canvas in the air to make it work. You lay the canvas on the table and tuck the end of it into the machine with a gap open. Because it's a manual machine you don't have to worry about how wide the jaw is. It opens an inch wide, providing plenty of room for any canvas. If you've got a 60" canvas, you can stretch it on this 36" machine in two or three bites. The JoinRite stretcher is operated by a single lever. You put the canvas in, push the handle down, and the canvas is stretched and pushed out for a gallery wrap at the same time. It takes only a second longer than an air-operated stretcher. The most time is spent aligning and stapling. Stretching an average 3'x4' canvas can be done in under three minutes with this machine.

## SpecialtySoft 800-417-9248

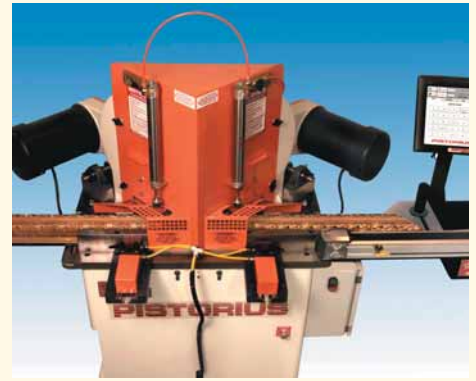
Mobile POS is a software product that loads into laptops, making a company database available for multiple reps to work with customers in the field. When reps return, they synchronize new orders with inventories currently in the system, updating the main database. Reps can access previous customer orders in the field, eliminating calls back to the office for data. It also eliminates rekeying of orders; the data is automatically synchronized with the inventory and purchasing system instead of



overwriting previous data. All pricing, production, and purchasing is done on the main database back at the corporate office. Mobile POS also allows tracking commission sales by individual rep. Mobile POS was designed as a low-cost option for local sales reps of production framing companies that don't need a complete remote system but can benefit from eliminating writing orders manually into the system. For a wholesale OEM, it can help cut the many hours reps spend inputting orders—time that could be better spent in the field selling. A sales rep can recall standard order numbers or SKUs from clients that use the same art, mat, and moulding and can alter those orders on site to meet changing customer needs. A client can also see what they ordered last time. The result is better customer service.

## Pistorius 631-582-6000

The Pistorius EMN-14 double-miter saw with an 11G AccurStop Gage automated electronic positioner can be used in conjunction with barcode scanning, so all an operator does is scan a barcode and the positioner comes up on the screen with a picture of the material to be cut as well as the height and the width of the profile. The stop automatically goes to position for the first size. After the operator cuts those two pieces, he touches a button on the screen and the stop automatically positions itself for cutting the next two pieces. This eliminates the need for skill by an operator and avoids mistakes because a picture of the moulding on screen shows exactly what the moulding is supposed to look like. Most production framers still use a tape scale to set stops manually. Another version, the MN-200, uses a pusher system to control and feed the moulding into the saw for total automatic cutting. The moulding length and frame size are input, and the finished pieces are cut and ejected from the saw. This is also safer, especially when cutting short pieces. There's greater yield because the machine figures out the best way to cut to get the maximum yield.



## Framingsupplies.com 800-334-9060

The Inmes IM-4P underpinner works in a somewhat different way than other machines. When you put the moulding in and put your foot on the pedal, a vertical and a horizontal clamp hold the moulding then the driver is locked underneath that position. You repeat that at the next location. Other machines hold the wood and move the driver underneath. However, you can't see if the nail is exactly where it should be. The IN-4P is designed as a less expensive alternate to other underpinners. It has the same frame and inner workings as the IN-5 but is a little slower. It is very good for making 100 frames a week. Nail sizes can be changed with the turn of a lever. It also comes with an oversize work platform, support wings, heavy duty tilting stand, and can clamp moulding up to 5" wide. The advantage to a production framer is that it's easy to train employees on.



## Art Materials Service 888-522-5526

The WinCut pneumatic materials cutter is a cutting machine that can cut all soft material as well as acrylic and glass just by switching the blade. It is built very solidly for smooth action. Because you can stack up a few pieces of board at a time when cutting, it is faster. It's also faster because you don't have to bring down the cutter by hand each time. And because it's pneumatic, it gives a more accurate cut. The pneumatic clamping and quality workmanship make it very accurate since it keeps the material level and in place during cutting. The WinCut is also designed to stay in alignment, reducing waste. This is important because it can be hard to recognize misalignment when a worker is cutting material. The mechanism of the pneumatic machine is designed to keep it in better alignment than a manual machine. It can cut most materials up to 7/8" thick (glass to 3mm thick), and the largest size version of the cutter will handle material up to 10' long. Added length can be supported with an optional 1 meter arm extension. The WinCut is also designed for safety. One button clamps the material, while a separate one operates the blade. The cutting mechanism is also covered with acrylic to eliminate any danger of injury.



## Gunnar International

877-722-7856

Gunnar Mat Creator has been completely reprogrammed, incorporating the experience of 2,000 Gunnar users, the Gunnar development team, and Microsoft Vista design capabilities. It offers enhanced 3D layout presentation adapted to the most recent Microsoft user interface technology. With GMC software, users can select from hundreds of templates to create their own templates, mix and match different corner designs, draw their own designs, or apply other design programs like Corel, AutoCAD,



or Photoshop. GMC's design capability is virtually endless. For example, GMC software is capable of merging any shapes into new shapes. It also has a dynamic click-and-draw system that works directly on the layout screen to modify any shape by click-and-drag with a mouse. A photo can be imported and traced directly. GMC's highly configurable templates also allow you to mix and match any corner template to create new custom shapes. Or you can create your own clip art library. And, with GMC's Dynamic OM feature, outside mat dimensions are automatically adjusted and calculated as desired when creating multiple opening mats. This latest GMC upgrade is free for current Gunnar F1, 601, 3001, and 4001 customers

## Fletcher-Terry

800-843-3826

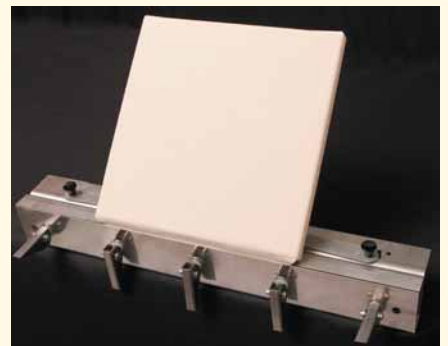
The Alta99 Automated Substrate Cutter handles sheets up to 4'x8' and can be used for cutting material into smaller sizes or for cutting out pre-printed graphics—both increasing production and saving labor. It offers an efficient way to cut a variety of materials consistently with one pass while protecting an operator from fatigue, especially with aluminum and aluminum composite materials. The cutting process is initiated with the push of a button. The lead-screw drive mechanism, powered by a ½hp motor, provides a consistent smooth cut using Fletcher's patent-pending double-blade knife and cutting wheel technology. The process is debris-free and creates clean, finished edges. The Alta99's motor cuts heavy material with constant pressure at a constant rate of speed, providing a better cut than with manual cutting. The bottom line is reduced waste, higher quality cuts, and higher employee productivity. The Alta99 also uses a two-position laser-sight cutting guide mounted on the cutting head to illuminate a cut line on the substrate when the unit is used for post-printed graphic cutting. The Alta99, which cuts materials up to 99", can be operated freestanding or mounted on the wall.



## Cutting Edge Designs

877-282-4048

The Econo-Stretch is a professional, manually operated 24" canvas-stretching machine that is very simple and rugged. There are two versions; one for standard stretching and a second one with a gallery wrap attachment. For a regular stretch with stapling on the side, two or three of machines can be put together because there's no size limitation. The gallery wrap, on the other hand, is limited to the 24" range because it is manually operated. Instead of having a single lever with shafts and cams, it has levers that act like a cam. When you put a picture in, you push down levers 5" apart along the side. These levers can be rotated to adjust the pressure on the canvas. The gallery wrap version has two other levers that flip out to push the frame outwards so you can staple underneath. These levers are repositionable in 1" increments. The Econo-Stretch also mounts easily to a table. The standard machine screws into the edge of a table, while the gallery wrap model screws onto a tabletop.



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## PAM Fastening Technology

800-699-2674

The PAM 700KD Hot Melt Cartridge Applicator adhesive system offers improved extrusion and increased heating in the nozzle block and is designed specifically for PUR and other thermoset hot melt cartridges. It uses an internal heated chamber to hold a 10-ounce capacity aluminum cartridge and is available in a spray or extrusion model. Among the many features are the integrated digital LED temperature display and controls that have an adjustable operating temperature of 100°F-410°F and have a warm-up time of 10 minutes or less. While the bond is incredibly strong, it works best with a mechanical fastener when used for joining polystyrene moulding. The glue sets in five minutes with a permanent bond. It's environmentally friendly, so you don't have to worry about anything toxic. While this is an industrial glue gun that is ruggedly made, it not a high-priced model. It's ergonomically designed with a wide handle, so an operator doesn't have to pull it with the fingers, reducing fatigue. The glue also does not string once extruded; once you stop pulling the trigger, no more glue comes out. It's also a 200-watt tool, which means it will last longer than many other glue guns.



## Universal Framing Products

800-668-3627

The DY102 is a heavy-duty computerized pneumatic underpinner with a head that is automatically programmed to shoot a preset number of nails into the joints of a frame in whatever pattern you need in one sequence. The number of nails and location of each is programmed in. For example, you can set the first location on the outside, where you want to insert two nails, and then insert one nail each in two other locations. The distance between the locations is then set. The underpinner then fires the entire sequence in the same position in each corner. Each pattern has to be input, but once it's in the memory you can recall the firing pattern at any time. If you join the same moulding in the future, it's already stored. The fully automatic computerized memory holds up to 2,500 different patterns. The underpinner itself is the same as the previous version, but the computerization is new, with a bigger memory and better automation.



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and Pneumatic Tools

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