

# Ranch Hand Truck Accessories

Shiner, TX

## Vernon Tool™ Master Tube™ Plasma Profiler Tackles Small Diameter Cutting

Success Story



### »» ABOUT RANCH HAND

Ranch Hand Truck Accessories of Shiner, TX has been in business since 1986. As the industry leader in heavy duty truck accessories, Ranch Hand manufactures after market truck accessories including, grille guards, back bumpers, front-end replacements, headache racks, tool boxes, bed rails and steps in two Texas-based manufacturing facilities.

### »» CHALLENGE

When truck accessories increased in popularity among truck owners in early 2004, Ranch Hand experienced a significant increase in demand for its products. To keep up, the company began looking for ways to increase productivity while maintaining the high level of quality their parts were known for.

Most of Ranch Hand's truck accessories are created by joining together several different sizes of pipe and tubing. Each section of pipe is connected to another pipe and must be precisely cut to ensure proper fit up at the joint.

### »» SOLUTION

In 2004, Ranch Hand turned to VERNON Tool™ for an automated plasma cutting solution that would allow the company to keep up with demand while at the same time increasing the quality and performance of their products.

"We needed to increase production with speed and accuracy to keep up with sales," said Curtis Pilat, Operations Manager at Ranch Hand. "The ability to create automated cutting programs offline that could be downloaded to the plasma cutter is key for accuracy and quality control."

Vernon Tool™ Master Tube™ Plasma Profiler



Ranch Hand's first VERNON Tool™ purchase – the MTC™ Master Tube™ Plasma Profiler - solved all the company's production issues with fast, accurate, and high quality cutting. Over 150 cutting programs were developed by Ranch Hand and VERNON Tool™ and the machine was up and cutting pipe with just the touch of a button.

### »» RESULTS

The newly re-designed MTC™ cutter was easy for operators to adjust to. VERNON Tool™ sent Service Engineer, James Cookson, to help with initial training and equipment installation. Coupled with the new Windows-based menu driven software, training was quick and operation was easy.

"VERNON Tool™ is a pleasure to deal with and the tech support is very reliable and helpful. We began seeing decreased downtime associated with procedure changes, increased accuracy, and faster production runs in a matter of months," remembers Pilat. "Accurate pipe fit-up also gave the company an unexpected cost saving from reduced weld time."

The impact of the MTC™ equipment was so favorable, that when Ranch Hand's demand continued to grow they went directly to VERNON Tool™ to purchase another MTC™ plasma cutter.

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“VERNON Tool™ allows us to accommodate for numerous tube sizes and cutting requirements. An accurate cut means less work and potential for problems later on in the manufacturing process.” Pilat said.

Overall, Ranch Hand saw a 40% increase in production after installing both VERNON Tool™ machines and this increase allowed the company's sales to grow double digits over a five year period.

VERNON Tool™, a Lincoln Electric Company based in Oceanside, CA, is a manufacturer of industrial pipe cutting machinery. For more information, visit [www.vernontool.com](http://www.vernontool.com). ■



### »» VERNON TOOL™ MASTER TUBE™ PLASMA PROFILER

The Master Tube™ Plasma Profiler is ideally suited to miscellaneous steel construction like space frames, pedestrian handrails, recreational structures, and automotive aftermarket components.

Field proven mechanical design and simple touch-screen operation ensure a refreshing approach to repetitious, time-consuming tasks – Consolidate several operations into a single set-up to improve fabrication operations.

The Master Tube™ Plasma Profiler is performance engineered to produce maximum profits with minimum investment. 4-month investment payback periods are not uncommon. Every detail is engineered to improve production, decrease costs, and promote customer satisfaction.

### »» ABOUT VERNON TOOL™

Lincoln Electric Holdings, Inc. acquired the assets and business of Vernon Tool Company, Ltd., a privately-held manufacturer of computer-controlled pipe cutting equipment used for precision fabrication purposes.

Based in San Diego, California, Vernon Tool's annual sales are approximately \$9 million. Founded in 1930, Vernon Tool Company provides solutions to difficult pipe fabrication and process flow issues in industrial construction, as well as heavy fabrication uses in the infrastructure and energy-related segments.

Lincoln Electric is the world leader in the design, development and manufacture of arc welding products, robotic arc-welding systems, plasma and oxyfuel cutting equipment and has a leading global position in the brazing and soldering alloys market. Headquartered in Cleveland, Ohio, Lincoln has 36 manufacturing locations, including operations, manufacturing alliances and joint ventures in 19 countries and a worldwide network of distributors and sales offices covering more than 160 countries. For more information about Lincoln Electric, its products and services, visit the Company's Web site at <http://www.lincolnelectric.com/>.



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