

Haven Manufacturing Customer Success Story



"I have more than 20 Haven machines in 3 plants – Haven is the king of recut"

Ralph Phillips, Owner

Shelby Welded Tube multi-plant system relies on Haven cutting and end-finishing machines to meet demands for JIT delivery of custom engineered solutions



Background

Shelby Welded Tube is one of 3 companies in the Phillips group of businesses dedicated to satisfying the demands of domestic and foreign automotive manufacturers, as well as a variety of other industries. Shelby takes a partnership approach with their customers and most of their business derives from difficult applications that its competitors either lose or have already failed at satisfying the demands of the application.

Shelby's projects often involve "severe fabrication" which requires them to work with a variety of steels, such as hot and cold rolled, galvanized, aluminized, galvanized, and zinc nickel. The steels they work with often must be capable of withstanding expansion, reducing, flaring, and bending. Because of the range of applications provided, SWT has an in-house metallurgy staff to advise customers on the best steel for their projects and to troubleshoot technical issues.

INDUSTRY

Metal tube mill
Tube fabrication

HAVEN APPLICATIONS

Dual-Blade Shear Tube Recut
End-finishing

SUMMARY

Shelby Welded Tube (SWT) is a leader in supplying welded tube products from its 3 manufacturing plants. Most of Shelby's tubes are specifically designed for applications that are engineered-for-purpose for foreign and domestic automotive manufacturers as well as for other industries. SWT has an in-house metallurgical staff that can analyze even the most demanding application and develop a custom solution that will satisfy both the exacting standards of their customers as well as their aggressive delivery requirements. Because of the wide range of the applications of SWT's customers' products, Shelby works with a variety of steels to meet their customers' technical and performance specifications.

About Shelby Welded Tube

Headquarters
Shelby, OH

Line of Business

Produces high quality welded tubing specifically designed for highly engineered assemblies for various industries

Target Markets

Automotive, Agricultural, Major Appliances, Fencing, HVAC, Recreational and general manufacturing

Haven Customer Since 1990

Haven Products in Use

- Dual-blade Shear Recut
- End Finishing Systems
- Tube Stop

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“You can’t beat Haven equipment for accuracy. In my plants I cut everything exclusively with Haven – Haven has it all”

Ralph Phillips, Owner

Shelby Welded Tube will accept jobs for any typical shape tube and will help develop custom shapes if required by the customer. They also cut a wide range of lengths and diameters and offer a variety of end-finish capabilities, to include mandrel bends, expansions, and reductions as well as typical end-finish profiles. And, in order to be as flexible and responsive as possible, Shelby offers JIT delivery to help customers control their own inventory costs.

Challenge

Shelby Welded Tube’s flexibility and responsiveness helps them to achieve their mission of being their customer’s preferred supplier of quality welded tube and never letting them down. However, this level of service demands that SWT’s internal operations be as efficient as possible in order to control their own costs and maintain margins to invest in the future. This means their equipment and personnel must operate at peak efficiency and minimal downtime. At the same time, because SWT offers high end solutions to customers noted for demanding tolerances and for requiring JIT deliveries, regardless of the complexity of the job, their work must be accurate as well as fast. To achieve these objectives, Shelby requires that all equipment involved in their production must be reliable (very little down-time), quick to service when required, fast (able to meet large volume targets), flexible (minimal changeover time), and simple to operate. And, tube production (cutting and end-finishing) operations have to be seamlessly integrated to achieve maximum efficiency and throughput.



Haven Solution

Ralph Phillips, the president and owner of Shelby Welded Tube, says he has a total of 21 Haven machines at the 3 plants in the Phillips group, to include dual-blade shear recut and end-finishing systems. He says he uses his Haven machines to recut all the tubes they process not only because of their fast cycle times, but also because of their accuracy and their ability to hold the tolerance, even in demanding applications. If there is any slight deviation in the process, the job will not be acceptable to his demanding customers. Phillips says his Haven recut machines can hold a tolerance of ± 10 mils, and he can get ± 5 mils on end-finishing. Because of their speed and accuracy, Phillips says “I cut everything exclusively on Haven.”

Although speed and accuracy are critical, they are not sufficient for SWT’s demanding customers. According to Phillips, his Haven machines are efficient in several ways that competitive

machines are not. He cites that the Haven cut is clean and does not leave behind metal shavings that have to be washed away as with rotating saws. And, Haven machines have extraordinary reliability – he mentions that he purchased several of his Haven systems on the resale market, and even a 10-year old machine can cost 80% of the price of a new one. He says this high “resale value” of a used Haven machine is a testimony to its longevity and reliability.

Benefits and Future

According to Ralph Phillips, Shelby Welded Tube’s president and owner, his Haven machines are very fast, accurate and reliable – and they require minimal maintenance and are very easy and quick to changeover for new applications. In their business model, Shelby wins when they can provide their customers with JIT delivery of products that are difficult to engineer and produce. Haven’s features help Shelby to achieve their goals of providing their customers the highest quality tubing products on the market while still being responsive and flexible to their customers’ changing requirements. Because of Haven’s performance and reliability, and his confidence in his Haven equipment’s ability to handle all his cutting requirements, Phillips says he will definitely consider Haven as his business grows and he takes on more demanding projects.

HIGHLIGHTS

- Achieves accuracy of ± 10 mils on all cuts and ± 5 mils on all end-finishing operations.
- Shelby Tube has > 20 Haven machines – all cutting is done exclusively with Haven equipment.



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Integrated Tube Processing Systems