



Tomorrow's manufacturing solutions, today

INNOVATOR PIONEERING CNC MACHINES



Barnhart Bolt is a retail supplier of specialty fasteners as well as everyday nut and bolt hardware. In 2006, they decided to start a small CNC machine shop in the back of their store. The shop builds specialty fasteners for the store, but is primarily a job shop.

The owner, Roger Barnhart, and his son, Dax, had no knowledge of CNC machine tools, so the decision was made to partner up with Scott Vestal, a childhood friend of Dax', who had 15 years of experience operating and programming CNC machine tools, however, all of his experience was with G-Code only machines, primarily Mori Seiki.

When Barnhart Bolt started the buying process, Scott was pro Mori, and they would have bought a Mori if it wasn't for the fact that Roger had a good relationship with Roy Stracner, a local service technician. Hartwig and Roy have a special relationship. Although Roy is not a full-time Hartwig employee, he provides immediate first-line service support on machines that are sold and supported by Hartwig. In isolated

West Texas, this is very important to customers. All of the other machine tool distributors provide their service from Dallas or Houston. When Scott realized all of the advantages of partnering up with Hartwig as a distributor and with Okuma as a builder, he jumped on board.

Barnhart Bolt took delivery of their first CNC lathe, an Okuma captain L370 SB with P100 THINC control, in May 2006. Utilizing Hartwig's training and application support, it took Scott approximately 4-6 weeks to become very efficient at writing programs with IGF, Okuma's conversational programming software. Scott states that IGF allows him to write a program 50% faster than he could using G-Code. Scott now writes on average 15 new programs a week, taking him approximately 30 minutes per program. IGF can help an Okuma user, to become more profitable by saving time and money.

Barnhart Bolt now owns four Okuma CNC machines, all with IGF.

- 1 Captain L370 SB
- 1 MCV 4020
- 2 Captain L370 BB M

Here is a breakdown of how IGF can allow an Okuma user to be more profitable based on Barnhart Bolt's numbers. ** Scott didn't want to share his exact burden rate so we are going to use \$70.00 per hour.**

	IGF	G-Code
Average time spent writing a program	30 min	60 min
Average programs a week	15	15
Total time	450 min	900 min
Shop Burden rate **(\$70.00 hr)**	\$525.00	\$1,050.00

By using IGF on four machines Barnhart Bolt is saving approximately \$27,300.00 a year in programming time alone.