



## “Okuma lathes increased our profit with live tooling”

Randy Aldridge- Ray Machine & Mfg

**East Peoria IL** - In 2007, Ray Machine & Mfg, a subsidiary of Kemp Mfg, purchased their 5<sup>th</sup> Okuma lathe and 4<sup>th</sup> L370M with live tooling. The results have been increased business and profit, higher accuracy and reduced operations for many jobs. “We added 12 new jobs this year that utilize live tooling” states Randy Aldridge, Ray Machine & Mfg General Manager. “Live tooling has increased our bottom line considerably. We have been able to increase our revenue per part without increasing our overhead with additional material costs. By adding the live tool machining to our turning, we add value and profit to the part and no added material overhead. Our quality was so high on one live tool machining job, the customer kicked back the parts for testing because they could not believe our Cpk values. We had to recheck the parts and confirm the accuracy.”



“Okuma’s quality, reliability and price combine to provide great value for us and our customers” says Aldridge. “Hartwig Inc. has made a difference for us too. Local sales and service is a huge benefit to us. Everyone at Hartwig Inc. is very accessible and it sure is nice to work with people from the Peoria area instead of Chicago. All our Okuma’s are 7 years old or less so they rarely require service, but when they do, Hartwig’s price is very fair. In addition, we save hundreds of dollars on travel expenses.”



Ray Machine and Mfg has been a subsidiary of Kemp Mfg since 1971 and has a reputation of high quality manufacturing and on-time delivery. They are experienced in CNC machining, purchasing their 1<sup>st</sup> CNC in 1989. The partnership of Ray Machine & Mfg, Hartwig Inc. and Okuma will continue to bring value to the local economy by keeping high quality manufacturing in Central Illinois.