

Technical Member Profile: Reynolda Manufacturing Solutions

Reynolda Manufacturing Solutions was established in 2002 when Reynolda Cutting Tools (RCT) and Component Manufacturing & Machine (CM&M) joined forces. The merger combined RCT's expertise in manufacturing special form tools and standard form tool blanks with CM&M's capabilities as a contract manufacturer of short- and medium-run custom CNC work. "It's been a good fit for both manufacturers," says Andrew Egbert, who oversees sales and marketing at the East Bend, North Carolina-based company.

Reynolda Manufacturing Solutions now has the capabilities to design, manufacture and supply tools and parts used throughout the precision machining industry. The company offers special and standard cutting tools, form tools, blanks, broaches, machined parts, insert tooling, threading products, special fixtures and custom machining services. Reynolda also represents other tooling manufacturers as a distributor of everything from slitting saws to twist drills.

"On the tooling side, our primary market is the automatic machine tool industry, with the bulk of our work in insertable tooling," Mr. Egbert says. "On the blank manufacturing side, our work is primarily with form tools and dovetail blanks.

"We try to differentiate ourselves from our competitors through the service we provide with our insertable tooling," he says. "We help customers create the mentality they need to become much faster at running their machines by making their equipment more quick-change oriented. The focus is not just from the tooling aspect, but from the top down."

Mr. Egbert explains, "When we work with a customer, we present to everyone involved in the process so that everybody is on the same page—from engineering and scheduling to the guys who are running the machines. If a customer has three shifts, we work with all three. We help them focus on what they lose during tool changes and what they could gain if they reduce tool change-over times." These ideas were also part of Mr. Egbert's "Lean Lessons Learned" presentation at a past PMPA Technical Conference.

As a member of the PMPA Marketing Committee, Mr. Egbert appreciates the camaraderie of the organization. "I like it when we take on a project that benefits all of us," he says. "After all, we're working together for one common goal, which is to strengthen manufacturing in this country.

"In any other environment, my fellow PMPA technical members would be considered competitors,"

Mr. Egbert continues. "Because we all have a common goal, we exchange information. That really helps us. It's nice to know I can pick up the phone, call a competitor and say, 'I'm having a problem with this carbide.' Where do you get your carbide?' Ninety-nine percent of the time, we give each other the answers."

Mr. Egbert sums up by saying the PMPA brings together companies of all sizes that share common interests and experiences. "When the bigger shops talk about their problems, they're just like the ones we deal with. It makes us feel a little better knowing that it's not just our company that faces these concerns. We then exchange information and work together to solve the problems."

Reynolda Manufacturing Solutions is located at 1200 Flint Hill Road, East Bend, North Carolina 27018.

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