

## Fast and successful to in-house coating

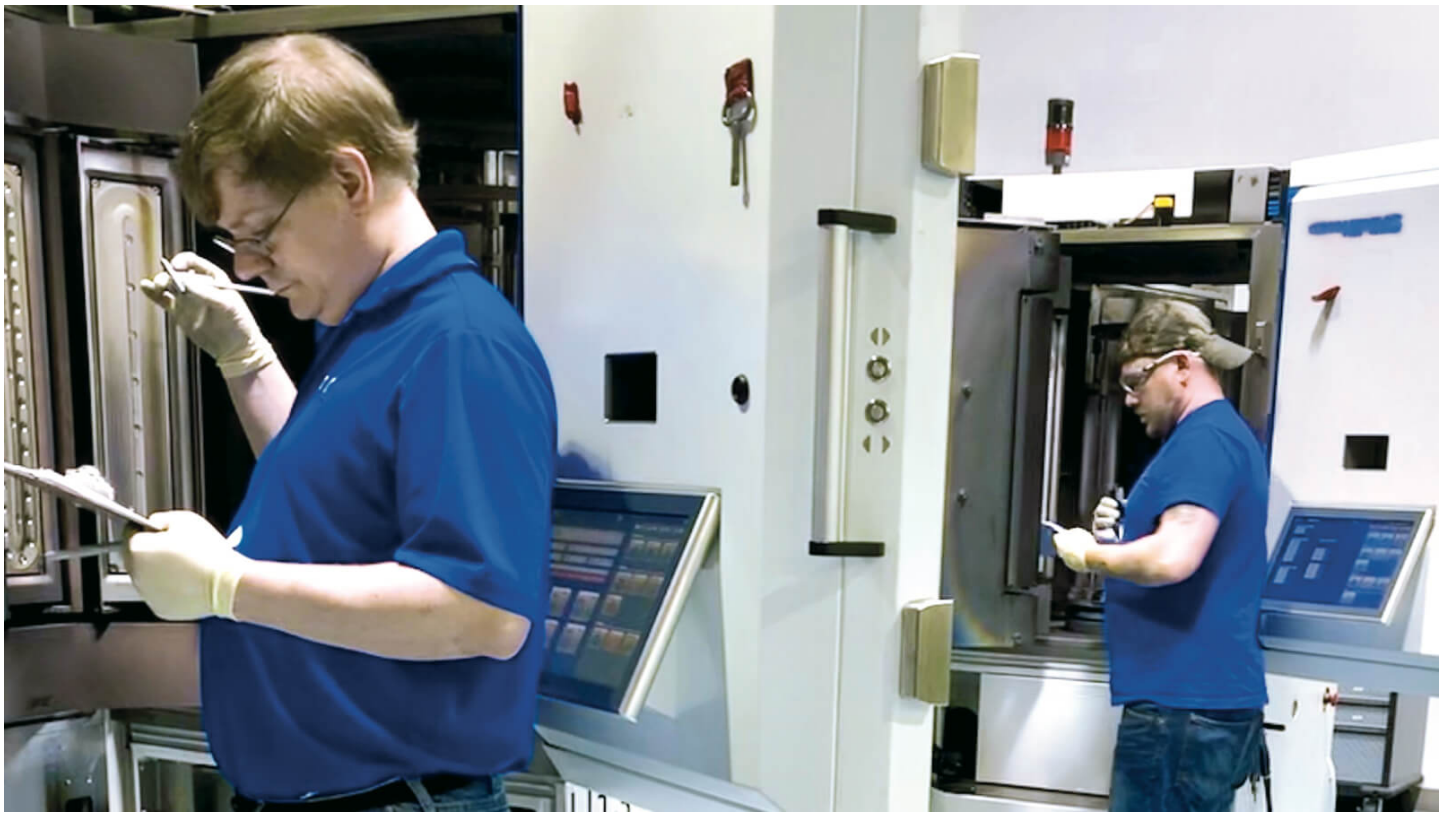


In the coating center, the CemeCon team works every day with the same technology that is installed at customers' sites

## The best coating training in the USA

Faster production, full quality control, no costs for job coaters – the advantages for an in-house coating line are obvious. However, tool manufacturers often shy away from this for fear that they would not be able to cope with it. With CemeCon as a partner, this concern is completely unfounded. Because with HiPIMS – the best coating technology on the market – and training “made in the USA” by the coating experts at CemeCon Inc. the vision becomes a business.

When comparing the tool grinding workflow and the coating workflow, it quickly becomes clear that the same factors are important in both processes: The central element in the grinding of precision tools is, of course, the grinding machine. But without the right peripherals – grinding wheel, cooling lubricant, coolant filter system, clamping equipment, etc. – and without training how to use of the technology, the manufacturer will not produce competitive tools even with the best machine.



The CemeCon Inc. team knows the processes inside out and can deliver the best coating training in the USA

## The perfect combination: HiPIMS technology and Training from CemeCon

It's the same with coating: The CC800<sup>®</sup> HiPIMS is the best coating technology available on the market. And yet it is the sum of many small details that turns a ground tool into a perfectly coated tool. For example, 50 percent of the success depends on the periphery – the cleaning and pretreatment of the tools. And of course, training is crucial here as well.

CemeCon has years of experience with every step of the coating process and, just as importantly, the ability to share that knowledge. CemeCon, Inc. has provided coating services to the North American marketplace for almost 20 years and understands the challenges associated with both operating and growing a coating facility. Two new CC800<sup>®</sup> HiPIMS coating systems were installed earlier this year in Horseheads in order to respond to increasing demand following the additions of SteelCon<sup>®</sup>, FerroCon<sup>®</sup> Quadro, MultiCon and InoxaCon<sup>®</sup> Plus.

Eli Roberts, technical manager at CemeCon, Inc.: “One of the biggest advantages we have over our competitors is that we actually use the same coating and peripheral equipment as our customers on a daily basis. If we install equipment at a customer as part of their own in-house coating facility, we have it in ours and work with it day in and day out. That’s why our team knows our customers’ in-house coating line, processes and workflows down to the smallest detail, and is also so good at helping them understand the intricacies of the CC800<sup>®</sup> HiPIMS. Customer training does not differ from that for our own employees. Even after the installation is completed, our experienced technicians are on-hand to answer any questions a customer might have in regard to their coating system or processes.” This quickly gives tool manufacturers the confidence and sovereignty to easily master the coating process and respond to the changing needs of the machining sector.

The company's own coating center in Horseheads brings further advantages: The experts at CemeCon, Inc. know the U.S. market, its special requirements and peculiarities very well and use this knowledge every day when coating precision tools. There is no standard program here, but solutions specially adapted to the U.S. market. Jeff Barlow, President at CemeCon Inc.: "Our success is based on our customer's success. It is easy to install and learn how to run equipment. The real challenge and key to success is understanding the entire process from start to finish. If we know something, it is on us to share it and help our customers apply it. This commitment is what sets us apart from others."



## **New President at CemeCon Inc.**

Jeff Barlow was named the new president of CemeCon, Inc. in November 2022. His return to the company brings extensive knowledge back into the organization due to having spent time in customer and internal technical support, engineering, and production leadership.

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