

Deburring

A tale of buckets and lifts

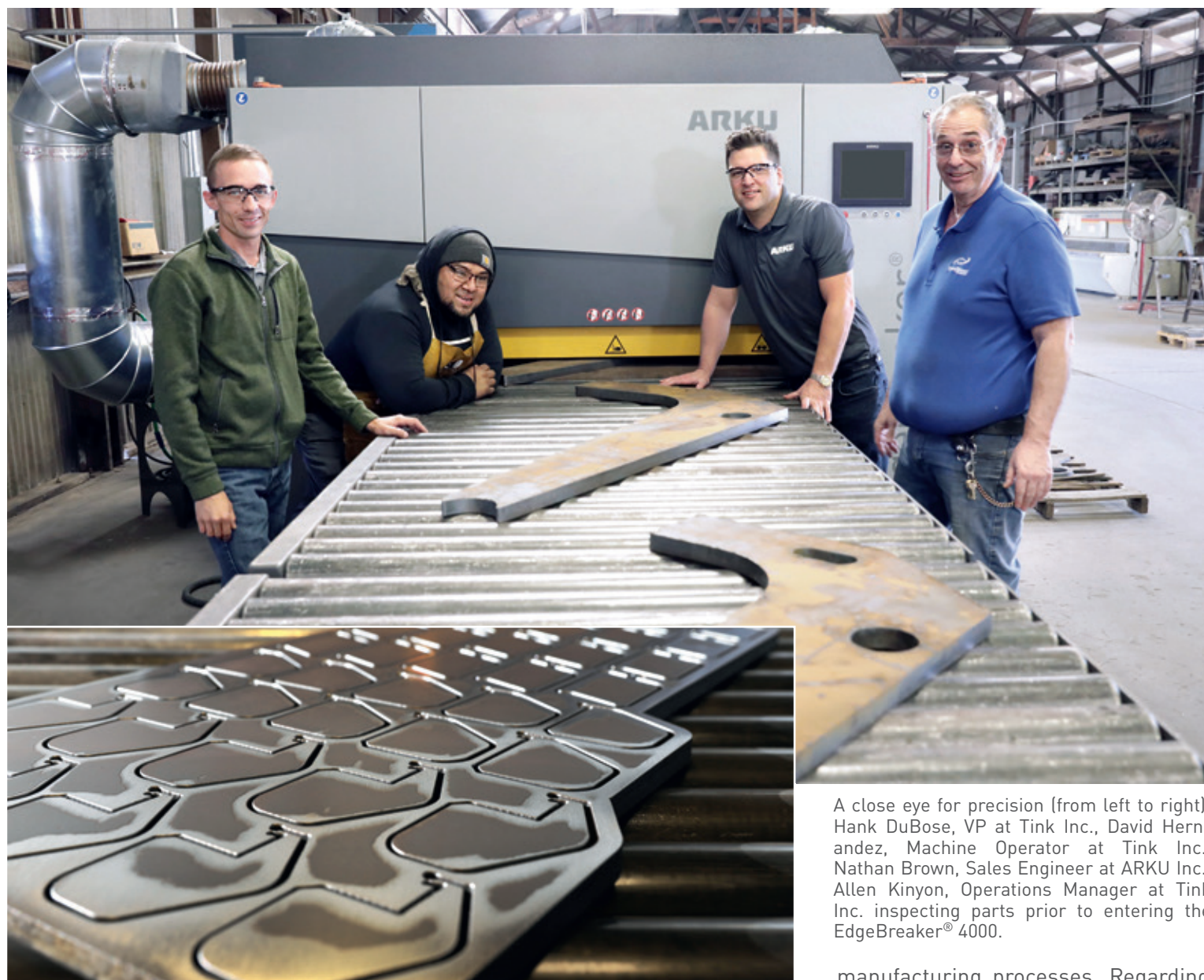
Tink Inc. manufactures heavy-duty equipment with the help of the ARKU EdgeBreaker®

Durham, CA – They are well-known and built to last: frontend loader buckets move tons of debris, while translifts are utilized to haul mobile homes. Accordingly, they all need to be made

hind their building. On another occasion, an expert for moving mobile homes required the company's support. With the knowledge for sturdy construction vehicle attachments, Tink decided to

Built to last

DuBose is constantly looking for ways to keep up with his customers' changing demands – while optimizing key



from high-strength steels. Tink Inc. fabricates such robust equipment – with active support from ARKU.

Listening to customers and doing backyard manufacturing in the early 1970s: these are Tink's origins. The company began as a construction equipment rental company, founded by the uncle and father of current owner Hank DuBose. When a customer needed a versatile attachment for a skid steer loader, the company started to build its first high dump bucket be-

build translifts to move homes as well – especially since California is a big market for this type of equipment.

Ever since that time, the family-owned business has moved from mere prototypes to the professional production of well-selling buckets, clamps, claws and translifts. "Our customers don't want any low-quality equipment. They want products which allow them to carry out the demanding tasks for as long as possible," Hank DuBose, Vice President of Tink, explains.

A close eye for precision (from left to right): Hank DuBose, VP at Tink Inc., David Hernandez, Machine Operator at Tink Inc., Nathan Brown, Sales Engineer at ARKU Inc., Allen Kinyon, Operations Manager at Tink Inc. inspecting parts prior to entering the EdgeBreaker® 4000.

manufacturing processes. Regarding translifts and buckets, the edge rounding plays a huge role. It allows the powder coat to adhere even better and prevent potential rust out in the field. "In this respect, our deburring operations needed a ramp-up. We still did a lot of the deburring manually with six-inch hand grinders, a tedious task given the very dense material."

At a trade show in the fall of 2018, DuBose was closer to a solution than he could have guessed. Flipping through a magazine for metal fabrication, he found himself looking at an ARKU

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Adjusting to the new normal

This has been a year of change. Canceled events. Reduced travel and personal contact. The prevalence of masks and fist bumps instead of handshakes. But the show must go on and we're here to support you. Whether in-person or using one of our new digital consulting solutions, we are eager to discuss your sheet metal processing challenges.

We welcome you to come visit our new facility in Cincinnati. But if traveling isn't an option at this time, our team members are available to offer one-on-one virtual tours of our facility. Live demonstrations of your test parts can be performed as well. Furthermore, we have new machines in our showroom we'd love to introduce to you. We're very proud of the new deburring machines we've developed and we can't wait to show them to you.

We're looking forward to your visit!

Nicholas Miller
 Nicholas Miller
 President of ARKU Inc.

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deburbing ad – and was immediately hooked. In February 2019, he flew to ARKU's location in Cincinnati. He and his team spent a couple of hours at ARKU's site and did test runs with parts sent in advance. The speed and consistency of the EdgeBreaker® 4000 left a lasting impression.

A major asset for the team

The machine deburrs and rounds off the edges of plasma and oxyfuel-cut parts from both sides in a single pass. Its high-performance oscillating grinding drum reliably removes slag and large burrs from materials up to 4 inches thick. "This was the right choice for our everyday products," DuBose recalls.

In the fall of 2019, the machine arrived at the Durham plant. Over the



The final product (from left to right): Nathan Brown, Sales Engineer at ARKU Inc., Hank DuBose, VP at Tink Inc. and Allen Kinyon, Operations Manager at Tink Inc. having a discussion by a finished Tink bucket.

following months, the EdgeBreaker® has already proven its value. Tink has not only improved deburring efficiency – nearly 90 percent of its parts are

now run through the EdgeBreaker® – but also freed up manpower for other jobs such as welding and painting parts. As such, the machine is not just ano-

ther piece of equipment at the Durham site, but a major pillar of Tink's future.

www.tinkinc.com

Volunteering activity

Lending a strong hand

Fulfilling our corporate responsibility by giving back to the community



One bottle at a time (from left to right): Denis Weinfurter, Marketing at ARKU Inc., Chad Ellis, Toll Processing Manager at ARKU Inc. and Matt Baas, Sales Engineer at ARKU Inc. had a great time volunteering at Matthew 25 Ministries.

As an international humanitarian aid and disaster relief organization, Matthew 25 Ministries is helping the poor and disaster victims both locally and internationally. Its goal: reuse

products from major corporations and give them to those who have little. This approach enables Matthew 25 Ministries to provide necessities, such as nutritional supplements, educational

materials and disaster relief.

While we live in abundance, others lack the most basic resources, from clothing to medical supplies and shel-

ter. As sad as this situation is, luckily it is not set in stone. By reaching out to "the least of these brothers and sisters" (Matthew 25:40), everybody can help change the world for the better. So did ARKU Inc.: Several colleagues supported Matthew 25 Ministries, a charitable organization in Blue Ash, OH.

Besides rescued goods and donations, the organization needs helping hands to put its charitable intent to action. When Matthew 25 Ministries was looking for assistance with a specific task, ARKU was there to help. "Since the organization is located in the same area as ARKU, we didn't hesitate for a second and volunteered at their location in Blue Ash," Denis Weinfurter, Marketing for ARKU Inc. points out. "At ARKU, we strongly believe in helping and positively impacting the community."

The task was simple but important: sort several thousand empty prescription bottles collected from communities and churches. The most valuable and clean ones are sent to third world countries to be filled with life-saving medicines. Less valuable examples are ground down and recycled. "Supporting Matthew 25 Ministries was essential for us to follow our corporate social responsibility," Denis Weinfurter recalls. "We had a tremendous time while helping those in need!"

ARKU

The new ARKU online magazine

Our online magazine contains articles about leveling and deburring, valuable know-how as well as proven recommendations from industry experts. Want to learn more on how you can optimize your manufacturing processes? Then check it out for yourself and see why investing in automated leveling and deburring technology can pay off big time! Visit our online magazine: <https://www.arku.com/us/arku-magazine/>



Deburring

The universal deburring machine for punched and laser cut parts: EdgeBreaker® 6000

The EdgeBreaker® 6000 is designed for the complete processing of sheet metal after punching and laser cutting. Processing steps include; deburring, edge rounding and surface finishing of

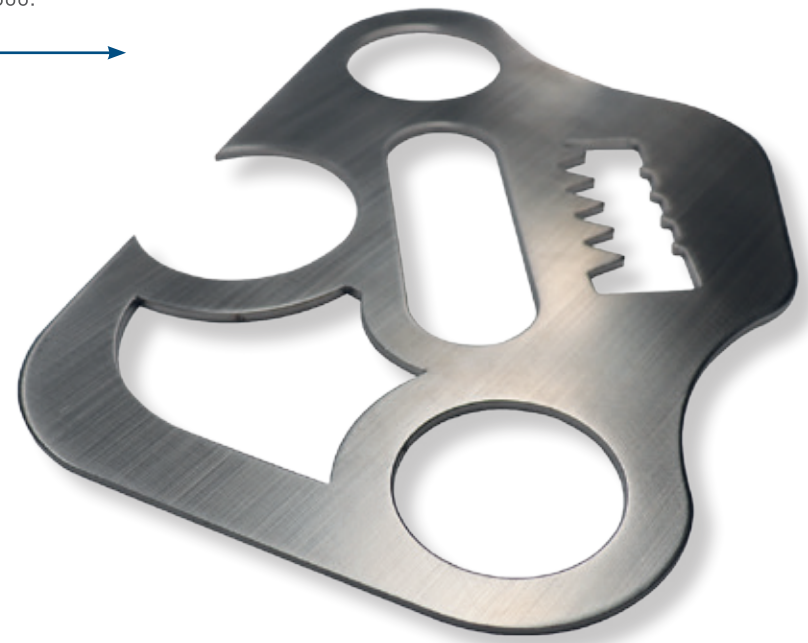
ting brushes. These brushes achieve a unique rounding result along the edges of the sheet metal. Since the brushes make contact with the sheet metal in various directions, you can achieve a

of parts – if required even plasma cut. Meaning you can cover the bulk of your deburring, edge rounding and finishing needs with just a single machine. Allowing for additional flexibility when it

makes life a whole lot easier on the operator. For example, when it comes to preventing irregular results. With the push of a button on the HMI, the machines measures the remain-



A clean job: a sheet metal part looks like new after deburring with the EdgeBreaker® 6000.



The universal deburring machine for punched and laser-cut parts: EdgeBreaker® 6000.

small or large sheet metal parts. With a grinding belt, rounding brushes and finishing unit, the EdgeBreaker® 6000 is the most universal deburring machine in the EdgeBreaker® lineup.

uniform rounding result on inner and outer contours. If necessary, even up to a 2.0 mm edge radius is possible.

comes to processing various materials with different requirements.

ning length of the consumables. Thus allowing the machine to compensate for the wear automatically. Ultimately achieving a uniform result every single time you process.

The heart of the machine lies in its rota-

Whether small or large punched or laser cut parts, the EdgeBreaker® 6000 processes the complete range

The key to efficient deburring focuses on ease of operation and obtaining uniform results. Thanks to the state-of-the-art touchscreen, the machine

Corporate

New ARKU Inc. location

ARKU strengthens its North American market position with its own location

ARKU has been serving the North American market for well over 20 years. Throughout the years, the company noticed a growing demand for not only machine sales, but also for toll

processing. Nicholas Miller, President of ARKU Inc. explains: "With the constantly increasing demand for leveling and deburring equipment as well as outside processing, we deemed this in-

vestment was the next necessary step to support our continuous growth." This new 20,000 sq. ft. location will allow current sales, service and toll processing offerings to expand even

further; all thanks to more space and additional equipment.

The facility is filled with the latest exciting products revolving around leveling, deburring and material handling. Meaning ARKU can cater to your toll processing needs as well as conducting thorough testing for a new machine purchase. "Whether you are a looking for a machine or a reliable processing partner, ARKU is readily available to help you optimize your manufacturing for the future." Nicholas Miller emphasizes.

The current Midwest centered location makes it a convenient stop for all potential metalworking customers in North America. Even during these difficult COVID times, ARKU is always available. The experts are looking forward to your visit.



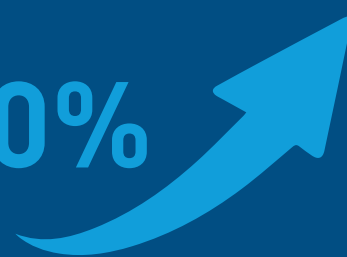
ARKU Inc. new location in Cincinnati, OH

New: Expanded toll processing capabilities!

ARKU now offers leveling services up to 1.5 inches in thickness. Got heavy gauge materials and need a quick turnaround? We've got you covered! Contact us to inquire about our services.



+50%



Leveling up to
1.5 inches
in thickness

Leveling

A partner in steel

American Utility Processing (AUP) found a solution to enter new markets

Akron, OH - The secret to one's success can depend on various factors. For some it is a game changing product, while others rely on having a broad clientele. For AUP, it is sheer presence and being noticed. "We have been here for quite a while, offering a broad range of services. One particular industry found us and we responded!" Rich Kmiecik, COO at American Utility Processing described the situation. The Ohio based toll processor was established in 2003 and processes ferrous and non-ferrous coiled materials for the trailer, tanker, marine, rail, aerospace and other industries.

Cincinnati to see one of ARKU's precision levelers first-hand. The machines robust design and ease of use made an excellent first impression.

AUP and the ARKU team conducted several trial runs to ensure processing requirements were met. The results well exceeded the expectations, making the decision to purchase the FlatMaster® 88 an easy choice. "The FlatMaster® did the best job, processing a wide variety of parts. It flattens everything from sheets and laser-cut parts up to 1" thick in just a matter of seconds."



Flatness is key (from left to right): Rich Kmiecik, COO at AUP, John Woods, Business Development & Sales at AUP and Chad Ellis, Toll Processing Manager at ARKU Inc. inspecting sample parts prior and after leveling.

AUP frequently received inquiries to level individual sheets or parts with out-of-flat issues such as cross bow, edge wave and longitudinal bow. For years this service was missing from the company's portfolio. As a result, AUP began looking into ways to answer these market demands. Fortunately, it didn't take long to find a solution.

A pot of gold

One of AUP's customers mentioned ARKU and shared their experiences with the company. In early 2019, Kmiecik and his team drove to

Since the leveler was installed in late 2019, AUP has climbed into new markets offering customers yet another value added service. Already a one-stop shop for metal processing and correcting flatness issues, the FlatMaster® has helped AUP firm up their position as a premier US processor. This will certainly keep customers turning their heads to Ohio to find a true partner in steel.

www.aup10.com

Online consultation for leveling and deburring

ARKU employees truly enjoy working with customers on site or in front of the machines in Cincinnati. Nevertheless, there has been an increasing demand for online services and consultations. This

By utilizing video conferences and live demonstrations, you can easily gain a first impression of leveling and deburring. The online specialists will analyze your current situation and determine the next



ARKU experts during a machine demonstration.

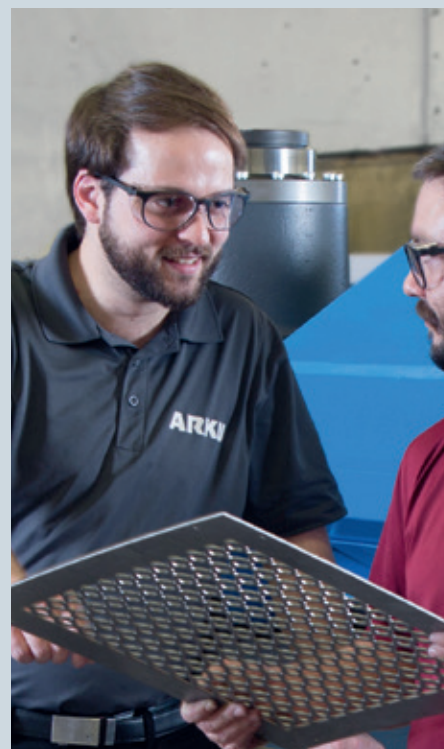
demand has been accelerated even further due to the current Corona situation. For instance, requests for general machine information revolving all around leveling or deburring. With resourceful tools like our website, the newly designed magazine section or virtual presentations, the ARKU experts are here to assist you virtually.

optimal steps in order to find your ideal solution. Just give it a try. With one „click“ or informal email, you can quickly arrange your first consultation with ARKU. Simply write a short message with a suggested date and time for a personal consultation to Denis Weinfurtner at denis.weinfurtner@arku.com.

Personality A man you can count on

First jobs are always a surprise: You never know what exactly to expect, and it takes time to gain traction. For

industry and his marketing communication skills, he felt right at home.



North American Marketing Coordinator Denis Weinfurtner, the role fits perfectly. Thanks to his versatile knowledge of the metal processing

As a teenager, he moved from Germany to Clifton Park in upstate New York. Together with his father, a well-versed deburring and leveling expert at ARKU's headquarter in Baden-Baden, Germany, Denis spent many years exploring the US metal processing industry - even before signing a contract with ARKU in 2015. Even Nicholas Miller, President of ARKU Inc. confirms: „He is a man of many traits that we can always rely on!“

Prior to joining his Cincinnati colleagues, he spent a month and half at ARKU's headquarter. Here, he was trained in marketing and sales and got first-hand insights into the company's assembly processes. When he's not handling ARKU's marketing communication activities, Denis loves getting his hands dirty. He plays soccer, goes hiking and works on his car.

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