



Customized Guarding Solutions for Industrial and Employee Safety from T-Slotted Aluminum Extrusions, Perimeter Machine Guards and Machine Enclosures to Electronic Safety Devices



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CEOCFO: *Mr. McDevitt, would you tell us about Faztek?*

Mr. McDevitt: Our focus is to help safeguard businesses assets, which includes their employees, their machines and their financial stability. Our goal and our mission is to protect them with our products.

CEOCFO: *Are most companies paying enough attention to the concept of safeguarding in the various areas?*

Mr. McDevitt: No, I do not believe they are, as many of the companies we work with are post-accident. One of our goals is to talk to companies about safety and the importance of safety guarding, but many times they do not come to us until after there has been an incident. A lot of companies believe that if they do not have any injuries, they are safe. Many times that just means they are lucky.

CEOCFO: *Are you surprised that in 2016 companies do not get it?*

Mr. McDevitt: I am not that surprised, especially in 2016 where we are in an economy where companies have to watch every penny they spend. Everything in business has to be a risk of some sort, and companies weigh the risk versus the reward of the investment. It is definitely unfortunate, but I'm not surprised.

CEOCFO: *Would you tell us how you work with a company?*

Mr. McDevitt: We work with companies in a number of different ways. We offer customized guarding solutions for anything that has moving parts and the ability to cause harm to employees. We have a full line of customizable aluminum guarding, as well as a steel guarding line that is set up for perimeter guarding around robots or other machines and plant divisions. Additionally, we offer electronic safety guarding which includes an electronic device hooked to doors and openings within a guard to make sure the machine will shut down if the opening is breached. We can combine this electronic device into a hybrid guarding system including all facets to provide the most economical way to safeguard a machine.

CEOCFO: *Would a company come to you after a breach and ask for help and a plan?*

Mr. McDevitt: Yes, they would. Many of our customers know where they are having problems and send us sketches that we can use to help them with a plan. We can take a sketch from a Pizza Hut napkin and turn that into a 3D AutoCAD drawing based on their specs and what they feel they need. With our free design service, we provide each customer with

a full AutoCAD drawing with a bill of materials and the price of that particular project. If the company does not feel like they have the expertise to provide a sketch, they can send us some pictures or a video of the machine and operation so that we can provide recommendations based on our experience. Another option is to send in a partner of ours that does an entire audit of the company's facility and tells them exactly what they need and where they need it. Then, we work from there on a plan. At the end of the day, we make sure that it is the customer's design because we understand that their operators have to be able to work around it. When we are done assisting with the design process, we have our customers sign a document that confirms that this is their original design and this is what they want safeguarding their machine. We want to make sure they get exactly what they're looking for in their custom guard.

CEOCFO: *What goes into deciding what is best for a particular project?*

Mr. McDevitt: Our sales department and design team ask a series of questions to decide what is best for each project. We ask questions like, "Is this a machine that is going to be moved around?" and "Are there going to be modifications made to this machine," etc. Questions like these will help us determine exactly what the customer is looking for. For instance, if they say they're looking for the lowest cost perimeter guard to go around their robot to avoid injuries, we would lean toward our steel guarding application. If they say they have ten different in-feed locations for their conveyers and they need to have removable panels to adjust on the fly, then we are going to recommend our aluminum guarding since it is a lot more customizable.

CEOCFO: *Are there many changes in equipment and does it change often or is it more of a static arrangement?*

Mr. McDevitt: There is no static arrangement with Faztek. In the same day, we can guard a press from the 1950s that has been neglected and needs upgrading, as well as a brand new bottling machine that is being built by an OEM and needs guarding before it goes into operation. We are doing 20 to 30 different machine guard quotes per day; anywhere from brand-new robots to antiquated machines that someone bought at an auction and is trying to get a few parts from. Everything we produce at Faztek is customized.

CEOCFO: *Are there many competitors?*

Mr. McDevitt: There are a number of companies that do safety guarding, but to my knowledge, we are one of the only companies that can offer manufacturer-level aluminum guarding, steel guarding and the implementation of the electronic safety from the same place. Instead of needing to work with individual suppliers of these materials to then create a comprehensive unit, Faztek is able to create a customized design based on customer needs and quickly turnaround a comprehensive guarding solution.

CEOCFO: *How do you people find Faztek?*

Mr. McDevitt: Faztek got its start as a t-slotted aluminum supplier in 2001, but we have since evolved over the last decade into the guarding company we are today. We first brought on our steel guarding line in 2009, then completed our offering with electronic safety devices in 2013. Company name recognition is one of our biggest challenges, and it's important we continue to educate the market to let them know there is a more efficient and customized way to purchase safety guarding products. Customer training and tradeshow events have proved beneficial, but we have more ground to cover to effectively showcase the old ways of buying through a contractor or OEM are no longer necessary.

CEOCFO: *Do you provide support after something is installed?*

Mr. McDevitt: Faztek is available to take a customer order from sketch to on-site installation if necessary. Our customers can simply buy the guarding materials and cut and assemble them to size as needed, or we can be integrated into the design process and provide the solution as a guarding kit. This entails Faztek cutting all required materials to length and providing a detailed drawing and the bill of materials for them to construct the guard successfully. We also do a lot of full or partial assemblies here in the plant where they will get a skid full of those custom panels and all they have to do is bolt them together. We will also go to the extent of sending a crew to install the guard in their facility. If customers have questions or concerns at any stage during the process, we have a number of support teams who can provide answers and resolutions. If changes are ever required, we can utilize our initial or most recent design to quickly implement the necessary changes.

CEOCFO: *What has changed in your approach as you have gotten into the new arenas?*

Mr. McDevitt: Our approach is different than it was six years ago. Back then, we were very much still in what I would consider to be a commodity market – selling T-Slotted aluminum. We were competing against a number of competitors, and many times the products are exactly the same when you are in that commodity market. Now that we are in the safety guarding work, the approach is different in what we sell and how we sell it. We still supply those customers that just want to buy t-slotted aluminum from us, but our focus is on being a solutions provider and making sure people understand that

just because we have never made a particular type of guard before does not mean that we will not be able to help them figure it out. There have been an incredible number of projects over the past three years where we have to get the team internally together becomes someone sent us an RFQ (request for quote) on something we have never seen before. You will see three or four of us sitting around a round table looking at a drawing and scratching our heads until one of us figures out how we can help the customer. The switch from selling a commodity product to thinking about a solution to a problem has been the biggest change in our internal philosophy.

CEOCFO: *Is it fun?*

Mr. McDevitt: There is a great deal of satisfaction when your team can develop a solution that was deemed unquotable by your competitors, and we love working alongside the great partners we have in the industry. Faztek is built on a strong business philosophy that is focused on building partnerships, and we avoid anything that mirrors a transactional approach. These are the reasons we excel at and enjoy the work we do.

