

# TECHNOLOGY WINS BIG CONTRACTS FOR A VERY SMALL COMPANY

## PIONEER MACHINE CO.

**A three man job shop goes to unattended machining with Eurotech SwissTurn.** "We're in a whole different ballgame now," says Mike Bellone, owner and Vice President of Pioneer Machine, when explaining how the Eurotech SwissTurn Zeit 42SLY-B has helped his business. "The jobs we're processing now with this Eurotech equipment we were unable to even attempt before."

Mike describes his company, Pioneer Machine, as a small, three-man job shop; he and his business partner founded the company fifteen years ago now located in Latrobe, Pennsylvania, 40 miles west of Pittsburgh. "This is a geographic region where we're heavily into mining, so we serve that industry a great deal, plus we serve the electronics and nuclear sectors as well."

## A NEW DIRECTION

"We've grown exponentially since we first started," Bellone observes. "We have seven pieces of CNC equipment and we're busy all the time. However, our small size previously held us to a limit as far as the size of jobs we could do. We would do prototypes before of 100-200 parts, but we couldn't do large jobs cost effectively. To get those bigger jobs, we needed to get equipment which gave us more automation."

"That's the direction things are moving in today for companies like ours—the more you can do without human intervention that raises your profits. We knew we needed automated equipment that was versatile, with multi-axis, something that could handle standard turning and also do complete machining of more complex pieces."

## THE SOLUTION

Bellone explains that Pioneer Machine heard a lot of good things about the Eurotech product. "Word-of-mouth about Eurotech's advanced technology and customer service was all good." Deciding to follow up on what he had heard about the Eurotechs, Mike flew to Florida to visit a facility that had a few Eurotech SwissTurn Zeit 42SLY-B machines.

***"The quality of the machine (SwissTurn Zeit) and what it turned out impressed me. Also the features that came standard on the Eurotech product whereas the competitors' machines only offered the same things as options or not at all – such as fully programmable "B" axis on main and sub spindle, C axis on main and sub spindle, 14 "live" tools for milling, the ability to run with or without guide bushing using the 'Rough Material Collet'".***

"We bought the Eurotech machine so we can run unmanned and lights out. With the Eurotech SwissTurn Zeit 42SLY-B, the parts process runs complete, unmanned in just one operation. We're getting huge jobs done, even when no one is physically here."

-Mike Bellone, Owner

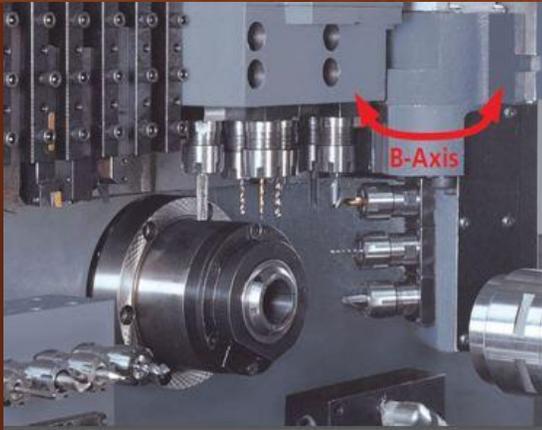


Pioneer made the above pictured part on their Eurotech SwissTurn Zeit in one operation



A few different parts Pioneer ran complete in one operation on the Eurotech SwissTurn Zeit

***Winning with Technology  
That Runs Faster, Sleeps Less!***



The Eurotech SwissTurn Zeit is an 8 axis Swiss type auto lathe with fully programmable B-axis for cutting on the main and sub spindle; it accepts any major brand guide bushing and collet; easy conversion from guide bushing to non guide bushing; plus many additional features that come standard:

- ✓ 27 cutting tool stations standard
- ✓ C-axis on main and sub spindles
- ✓ Chip conveyor and cart
- ✓ Part off detective sensor
- ✓ Live bushing
- ✓ Parts Catcher
- ✓ Parts Conveyor

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### THE RESULTS

As an example, he cites a recent project which involved a run of 30,000 parts. Pioneer's Eurotech machine ran nonstop for approximately 20 days to complete the job. "This was a project we would not have even bid on before" Bellone notes. "The only way we could have handled a job this size previously would have been if we could subcontract it out and the only shop near us capable of that volume is so busy that they have a 3-month backlog, so we would have lost out in terms of turnaround time."

Bellone describes his experience with Eurotech as "very positive" citing not only the high quality and reliability of the Eurotech SwissTurn Zeit 42SLY-B but also the helpfulness of Eurotech employees.

***"Eurotech's level of service and their knowledge about what the machines can accomplish (their capabilities), and their understanding of the needs of small shops like ours impressed me a great deal."***

He further states that he hopes to purchase another Eurotech SwissTurn in the future and that he is already reviewing information on other Eurotech products.

### THE EUROTECH SWISSTURN ZEIT



Pioneer recently ran a project on their Eurotech Zeit that they wouldn't have been able to even bid on before; it involved a run of 30,000 parts.

***"The machine ran nonstop for approximately 20 days to complete this 30,000 part job with or without us here!"***

***"We're very happy with the Eurotech we bought. It has brought us to a whole new level as far as the kind of jobs we can do." -Mike Bellone, Owner***