



## CASE HISTORY



# WIEGEL TOOL WORKS USES ACTIFY SPINFIRE TO SPEED UP BIDDING, TIGHTEN DESIGN CYCLES AND WIN MORE JOBS

### Leading Toolmaker Relies on Accurate Visualization to Outbid Competitors and Work Seamlessly with Multiple CAD Systems

Wiegel Tool Works, Inc., a tooling and machining specialist supplying the automotive industry, knew the advantages of synching their design software and manufacturing operations with their customers' CAD packages. The benefits were compelling: fewer chances to lose data, a streamlined costing process, quicker project turnaround, and smoother customer interactions. But Wiegel's large customer base used multiple CAD applications on multiple software platforms, including PTC's Pro/ENGINEER, Unigraphics' Solid Edge, and Autodesk's Mechanical Desktop software. What was the best way to work with such a broad range of native 3D file formats?

"We decided it was too costly and inefficient to learn, and then use, a variety of CAD packages," says Rex Morioka, the Wiegel cost estimator who heads the company's bidding efforts. Wiegel's turnkey solution includes designing as well as manufacturing piece parts and fully integrated progressive dies for major automotive parts manufacturers, such as Delphi Automotive Systems. Wiegel also provides troubleshooting and

debugging services and works to meet PPAP (Production Part Approval Process) and ISO/TS 16949 quality system requirements.

Using a complete CAD package in the initial costing and bid phases proved too cumbersome. 3D drawings exported via an interchange format could not show a part's volume, so gauging material costs was difficult. And whenever the engineering department wrote files into a transferable format, often as not critical data and details were lost.

"So," says Morioka, "I began evaluating viewer technologies."

Obviously, Wiegel needed versatility. But many viewers, Morioka discovered, could not accurately represent 3D files in multiple formats-or they were not robust enough to work with the full 3D design. "Only SpinFire could adequately meet this broad challenge," says Morioka.

### Actify SpinFire Super-Charges Bidding and Costing Process

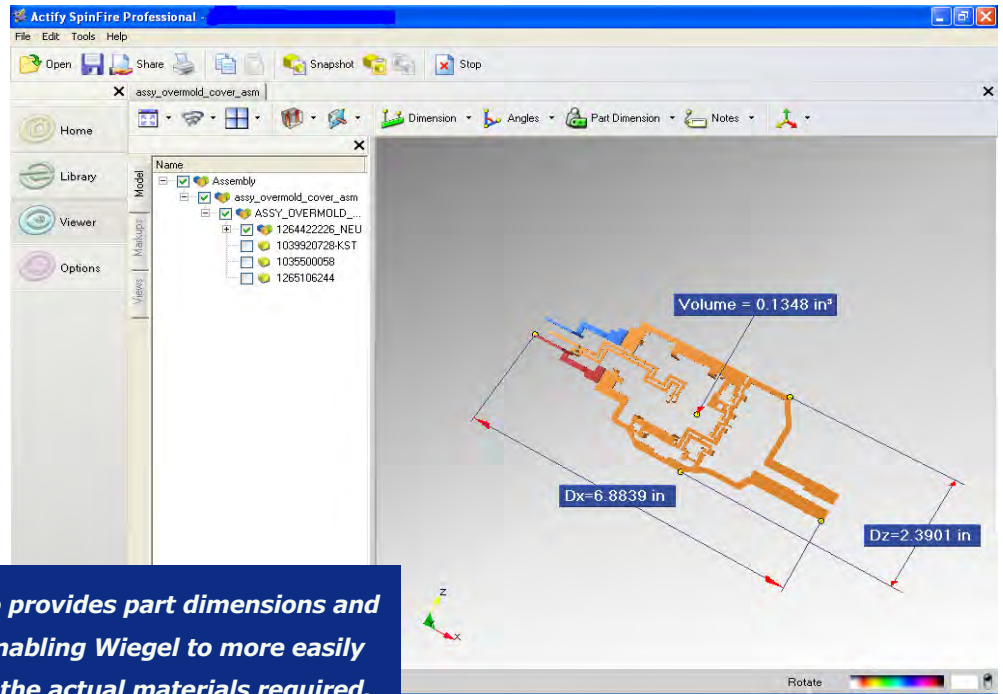
"Before we started using SpinFire Pro, nearly every time we costed a job we kept our customers waiting too long and squandered substantial internal resources," Morioka says. The 50-employee company, located just north of Chicago, specializes in terminals and sockets, bus arrays and busbars, and

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electronic stampings; most of the materials, which include copper, phosphor bronze, and beryllium copper, are selectively plated with precious metals. Its several CAD/CAM stations directly transmit blueprints to a 2,000 square foot, climate-controlled Wire Electrical Discharge Machining (EDM) center, which maintains "split tenth" dies accuracy.

"Customers would send me a complete design set, which I'd then forward to the engineering department to open and print," says Morioka. "By the time we could access the information in the files, our customers might have waited anywhere from a few hours to a full day."

No more. "First and foremost, SpinFire Pro gives us a big competitive advantage because we are able to get our cost assessment in front of our customers immediately, much more quickly than other companies-and that improves our chances to win jobs," Morioka says. "In fact, the software paid for itself inside just a few months by enabling us to score



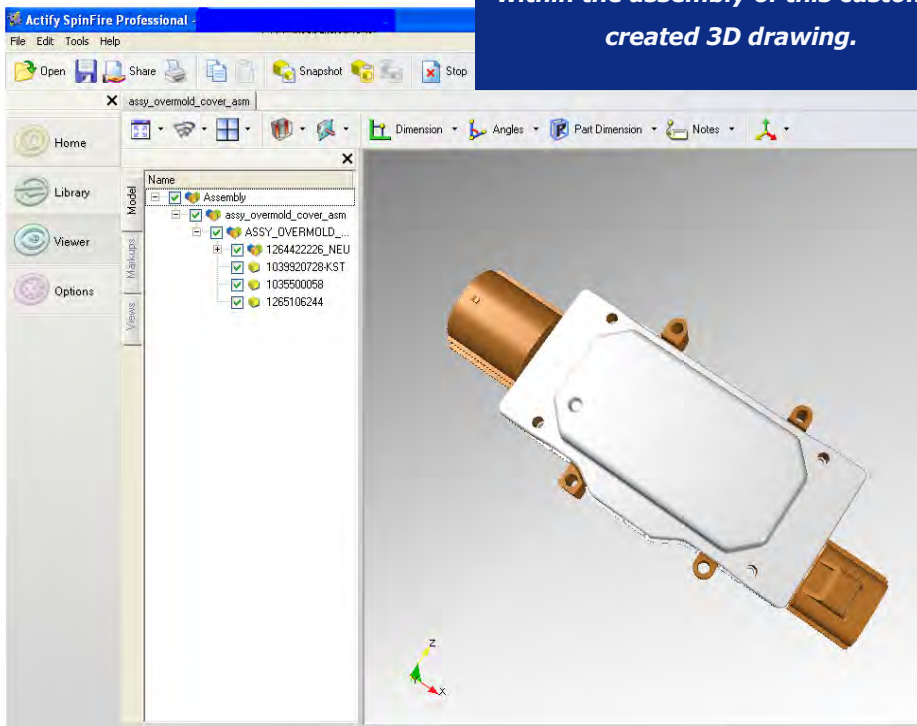
**SpinFire Pro provides part dimensions and volume, enabling Wiegel to more easily determine the actual materials required.**

numerous winning bids." According to Morioka, as SpinFire helped Wiegel improve the accuracy of its quotes and its ability to resolve issues during the early phases of the costing process, prospects and existing customers alike began viewing the company as more efficient from top to bottom.

"We have a very sophisticated engineering department, but we can't turn to them for every bid and

expect them to move mountains," says Morioka. "Actify SpinFire makes it easy for me to respond to our customers without involving our engineers, and that has been a tremendous boost. SpinFire Pro has given us extra speed and nimbleness, and that means increased productivity. I couldn't imagine going back to the old way."

**Wiegel will bid on a part located within the assembly of this customer-created 3D drawing.**



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