

Lessons From 55 Years of Custom Machine Design

FOR OVER 55 YEARS, MELTON MACHINE & CONTROL COMPANY HAS COLLABORATED WITH BUSINESSES TO DESIGN CUSTOM MACHINES FOR ROBOTIC WELDING, AUTOMATED MATERIALS HANDLING, QUALITY CONTROL, AND MORE.

DURING THIS TIME, WE'VE LEARNED A LOT ABOUT WHAT IT TAKES TO SERVE CLIENTS AND DEVELOP INNOVATIVE SOLUTIONS. BELOW, WE SHARE SOME OF THE MOST IMPORTANT LESSONS FROM OUR DECADES OF INDUSTRY EXPERIENCE.

UNIQUE PROBLEMS REQUIRE CUSTOM SOLUTIONS

Melton has installed 6,000+ automated system applications without ever failing to meet customer expectations. The number one thing experience has taught us is that no two clients' needs are alike.

Each time a client comes to us with an automation request, we try hard to put aside our preconceptions. Often, a client asks us to do something we've never done before, and we relish the challenge.

We don't settle for off-the-shelf designs or parts

that are "good enough." Instead, we go beyond by taking the time to understand the client's unique needs and develop a customized solution that meets their exact specifications. We're in the business of precision automation, after all, so we accept nothing from ourselves except perfection.

AUTOMATION DOESN'T REPLACE HUMAN WORKERS

Despite the impersonal nature of robots, automation can be a surprisingly emotional topic. Many workers are concerned about automation taking their jobs, leading to pushback when leadership implements automated equipment.

In our experience, the reality of automation is a lot more nuanced. It's true that machines like automated welders can replace humans in some cases. But more often, automation is empowering and freeing for human operators.

For instance, a robotic welding cell can perform a boring, repetitive task that isn't a good use of a skilled human's time. Furthermore, automated welders can make work safer by removing humans from hazardous situations such as heights, high temperatures, or toxic atmospheres.

Robots that operate this way are called cobots, and they certainly don't replace humans. After a successful installation we almost never hear of an operator being laid-off. Usually the operator is retrained to do more beneficial work that is more interesting, uses higher level skills and is more profitable to the company.

THE BENEFITS OF CUSTOM MACHINE DESIGN EXTEND ACROSS INDUSTRIES

At Melton, we can do it all because we've seen it all. We started our history providing solutions for the automotive industry, but we've grown our experience a lot since then.

Along the way, we've learned that custom machine design and automation can benefit industries as diverse as agriculture, construction, clothing, healthcare, and power generation (to name just a few).

Every client we serve reinforces this notion, and we're always excited to tackle a fresh challenge in a new industry. If you're not sure automation is right for your project, we'd love to talk.

THE APPLICATIONS FOR CUSTOM MACHINE DESIGN ARE NEARLY ENDLESS

On a related note, we're constantly surprised at the diverse range of applications for custom automation solutions across industries.

Often, a client will come to us with an initial automation idea, such as robotic welding. But after working with us and building a relationship, they realize that their process has other opportunities for automation, such as kitting and assembly.

These kinds of innovative partnerships are at the core of what we do at Melton.

OUR WORK DOESN'T END WHEN WE DELIVER A MACHINE TO A CLIENT

Many automation solutions providers believe that once a customer receives a piece of equipment, their work is done.

At Melton, our experience has shown us otherwise. Delivering a machine to a client on time and within budget is just the start.

WE BELIEVE IN BUILDING LONG-TERM RELATIONSHIPS WITH CUSTOMERS, AND PART OF THAT MEANS OFFERING ONGOING SERVICE AND SUPPORT.

If a component we built needs to be replaced in 10 years, we keep the blueprints and records needed to make that process seamless. If a customer needs help training technicians to service their robots, we'll provide it. And if something breaks down and a client can't figure out why, we'll send one of our robotics experts to diagnose the problem on-site.

We're proud to still service equipment that's over 30 years old, because that's how long some of our customers have been with us.

Contact **Melton** **Machine & Control** **Company** Today

**901 MELTON DRIVE
WASHINGTON, MO 63090**

636-239-7765 | FAX: 636-239-2524

MELTONMACHINE.COM

The capital and stakes involved in custom machine design are high, which is why you want a partner you can trust. Melton Machine & Control Company has the decades of experience required to provide reliable, bespoke automation solutions across industries and applications.

And while we've learned a lot in our more than 55 years in business, we're still learning to serve our customers better with every project.

To start a conversation about how Melton can help your business with custom machine design and solutions, reach out to us today.

