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TUTTLE MANUFACTURING

Meeting the
Challenges
of a Changing
World



COVER STORY

by Charles F. Jacobs

Tuttle Manufacturing Company

A Distributor Oriented Company Meeting the Challenges of a Changing World

Tuttle Manufacturing operates on the basis that old fashioned values, plus state-of-the-art equipment, with an emphasis on quick delivery of quality custom parts will equal success in these challenging times.

Company President, Al Malwitz, is the first to say that the most important factor in the Tuttle formula for steady growth and increased market share is its people. It is their knowledge of the company's products and production capabilities, their respect for their customers and for each other, and their "whatever it takes" attitude to meet a requirement for quickly producing a uniquely formed and threaded shaft or rod. It is the simple fact that the key people at Tuttle bring well over 200 years of fastener experience to bear on any challenge. Throughout the organization, Tuttle people appear to have a personal commitment to satisfying customers and contributing to the ongoing success of the company.

This is certainly true of Todd LoSchiavo and Gus Nicaastro who head up the sales team. Each has over 20 years in the fastener industry. These two work closely with the customers, understand what those customers need and make sure that what is needed gets done, and gets done right. They are focused on Tuttle's number one priority: customer satisfaction.

Production department heads are also long-term fastener people. The screw machine department is led by a Brown & Sharpe machinist with over 30 years experience. 75% of the employees

who were brought on when the Tuttle plant was moved from Chicago to Barrington, Illinois in 1979 remain with the company. Several have been factory trained by the companies that build

Tuttle's production equipment, either at their facility or in Tuttle's plant.

Malwitz, by the way, has over 47 years in the fastener industry, starting with the former Pheoll Manufacturing Company of Chicago. He is one of that rare breed that moved successfully from engineering into sales and marketing to company ownership.

The kind of personal involvement and sense of "family" that is found at Tuttle is rare in this impersonal corporate world but keeps customers coming back and continues to attract new customers within the early and best tradition of the fastener industry.

Several customers have been doing business with Tuttle for over 40 years.



One of the 15 operating straighten-cutters at Tuttle Manufacturing.

Remarkably, several key suppliers—sources for steel, thread rolling dies, tooling and machinery—also have 40+ year relationships with the company and provide a loyal and strong support network.

PRODUCTION CAPABILITIES

When such dedicated and knowledgeable people are provided with over 250 pieces of finely maintained production equipment they can produce magic—or, in Tuttle's case, close-tolerance, uniquely shaped, bent and drilled threaded rods, shafts and machined components.

The company's confidence in and commitment to its future is evidenced by its recent investment in a 7-axis CNC machine with a 2-1/8 bar capacity. This acquisition supports Tuttle's principal goal to enhance its state-of-the-art machining, forming and threading capabilities to quickly and efficiently respond to requirements for custom parts.

Al Malwitz' son, Alan, is responsible for purchasing the production equipment that makes it possible for the company to quickly and efficiently respond to unique challenges from its customers for specially formed and threaded components. Several key pieces of state-of-the-art equipment have been specially built to Tuttle specifications. The company is currently waiting for delivery of a specially designed threading machine that is superior to any other in use today.

The company's confidence in and commitment to its future is evidenced by its recent investment in a 7-axis CNC machine with a 2-1/8 bar capacity.

Along with the latest in state-of-the-art equipment, the tooling and maintenance skills of Tuttle Manufacturing personnel make it possible for the company to get maximum output from older equipment. This is evidenced by the fact that a 50-year old thread roller continues to hum along efficiently on the production line. A collective two centuries of hands-on experience makes it possible for a very versatile group of people to respond to the electronic, electrical and mechanical needs of Tuttle's broad range of equipment and keep it all running at maximum efficiency.

Over the years, Tuttle has acquired assets and complete manufacturing lines from much larger fastener companies. Included with those assets were decades of accumulated tooling. Today, the company has over 25 Brown & Sharpe screw machines; 15 flat die Waterburys; 4 three-die cylindrical machines; 17 two-die cylindrical planetary machines; 12 wire straighten and cut-off machines; 10 bolt thread cutting machines;

15 bending and forming machines; 5 shears; 8 punch presses; 7 chamfering and pointing machines; 7 band saws and 3 turret lathes up to 5" through spindle. Add to this 500 sets of thread rolling dies and 2000 sets of chasers.

Tuttle has also invested heavily in its all-important quality control operations and has over 500 master setting plugs for ring gages and over 30 tri-roll fixtures.

Manufacturing operations include thread rolling (up to 6" diameter shafts), thread cutting, precision threading and re-threading, drilling, chamfering, pointing, flattening, grooving, bending (up to 1-1/2" diameter), grinding, milling and tapping. In addition, Tuttle has a screw machine capability ranging from 1/16" to 2-3/8" diameter and manufactures both short and long runs of precision screw machine components.

For the customer, all of this translates into a unique supplier—a company with unique production capabilities that can respond to special needs. A company with the talent, experience and flexibility to meet short lead times with dependable, cost-effective products. With its extensive inventory of tooling and ferrous and non-ferrous materials, Tuttle responds with surprising speed to orders for both standard and custom parts.

PRODUCTS

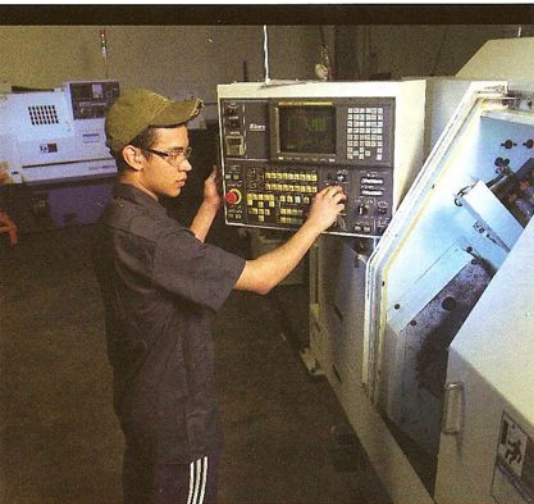
Simply put, Tuttle Manufacturing produces threaded rods and studs, custom bent bolts, spade bolts, precision screw machine and CNC products in a wide range of steel and stainless steel alloys and non-ferrous materials. But, as always, the real story is in the details.

Tuttle produces threaded rod in diameters ranging from 0-80 to 6" with either right hand or left hand threads in lengths up to 20 feet! Many sizes and grades are stocked in a variety of materials.

Threaded studs are also available in diameters from 0-80 to 4" with either continuous thread, single end or double end thread. Threads can be rolled or cut, right hand or left hand, coarse, fine, extra fine, special pitch, Acme or metric.



Tuttle Manufacturing can roll up to 6" diameter threaded rod or studs.



CNC Turning Machines perform close tolerances for critical parts.



Partial view of a bank of Brown & Sharpe screw machines.



An extensive inventory of raw material allows Tuttle to offer quick turnaround and delivery.

Studs can be made with turned down diameters, step down threads or slotted ends.

Spade bolts range from 1/8" to 3/4" in diameter and are available with or without holes. Custom bent bolts include U-bolts (round, square and "V"), J-bolts, L-bolts, eye bolts, anchor bolts and wire forms.

MARKETS

Working closely with distributors and a few manufacturers reps, Tuttle serves a wide range of industries that use its unique line of products. They include construction, pump manufacturers, motors, heavy machinery, agricultural equipment and material handling equipment, to name a few.

In its marketing approach, Al Malwitz describes the company as being "distributor oriented." He explained that Tuttle recognizes that the cost of direct sales activity and local inventories is borne by the distributor so Tuttle prices their products accordingly. This philosophy, coupled with low minimums, fast turn-around on specials, trouble-free quality and service and Tuttle's unique production capabilities makes the company extremely attractive to distributors.

As with the entire fastening industry, Tuttle experienced a drop in demand over the past few years. In Tuttle's case, this has been partially offset by growth in CNC components and by a steady increase in market share. The company has not laid off any employees during the slowdown and it has not reduced work schedules. "Our skilled and experienced people are our most important asset. They need job security and a steady income," explained Malwitz. Obviously, that sense of "family" starts right at the top—and it's part of the company's history. The Tuttle family founded the company over 75 years ago. Originally, it was a contractor supply house selling lawn mowers, drills, chucks, chisels, hack saws, socket wrenches and wedge anchors. Al Malwitz' company, Arlington Fastener, acquired Tuttle Manufacturing from the third generation of Tuttle in 1978. For the past 25 years the company has been headquartered in Barrington, Illinois, a small community at the far edge of what might be considered Chicago suburbia. The village is nestled in a rolling, wooded countryside. The quiet is broken in early morning and early evening by the

commuter trains carrying people in and out of the city and, occasionally, by the planes high above flying in and out of nearby O'Hare Field. A little over 10 years ago, Tuttle Manufacturing built its current 60,000 square foot facility in Barrington.

The unique combination of talented, dedicated people and versatile manufacturing capabilities has resulted in a steady growth in market penetration since the move to Barrington. It's unusual, to put it mildly, to find a group of people willing to work at just about everything to keep a facility running smoothly, efficiently and cost-effectively. "Just about everything" includes such things as:

- Move the entire plant from its original Barrington location to its current home with no external riggers or loss of production time.
- Unload, move and set up machinery in excess of 20,000 pounds.
- Drive a thread roller down from Milwaukee, Wisconsin in the back of a pickup.
- Do electrical repairs on a \$300,000 CNC lathe.
- Power up a machine and get it running the same day it arrives.
- Unload a needed machine at 3:00 a.m.
- Stagger work hours to keep machines running.

No wonder they've kept customers for 40 years and attract new ones all the time!

Tuttle is currently seeing a steady upturn in demand as Alan Malwitz puts more emphasis on custom threading, machining and secondary shaft work. The company built a comfortable cushion on raw material inventories and has therefore not been particularly affected by steel shortages. This is another example of the foresight Tuttle incorporates into its long-standing tradition of customer service.

You can contact this exceptional fastener manufacturer at:

Tuttle Manufacturing Company
1032 W. Northwest Highway
Barrington, Illinois 60010
Phone: 847-381-7713
Fax: 847-381-9450
Website:
www.tuttle.thomasregister.com n