



Each month, we recognize one of the region's top manufacturers with the aid of NEPIRC, the Northeastern Pennsylvania Industrial Resource Center. Since 1988, NEPIRC has been working with manufacturers to improve their productivity, profitability, competitiveness and long-term viability through consultative services.



Family operated machining company celebrates 40 years

When it comes to machine design, Equipment Technology Inc. (ETI) President Rus Smith has always had a keen sense of knowing what will work best and last longest. In 1976, he used his know-how and industry experience to start his own engineering company, ETI, located in Peckville. This has proven to be another built-to-last venture. The company recently celebrated its 40th anniversary.



Company President Rus Smith (center) poses with his sons David (left) and Glen (right) who lead the sales and engineering operations.

growth. During the 1980s the company experienced a unique opportunity. Compact disc manufacturing was becoming big – fast – so they developed packaging systems for this booming industry. ETI was instrumental in designing systems for the automation of many CD packaging processes and was awarded several patents. ETI built more than 400 machines for customers like Technicolor, Time Warner/WEA Manufacturing and Sony.

In 1989, ETI secured a project to redesign equipment for Simmons Bedding, the nation's largest mattress manufacturer. Simmons needed mechanical upgrades for 30 pocket coilers, which are an integral part of

ETI's automated machinery helps manufacturers improve their production capabilities and return on investment. These automated machines can convey, stack, feed or pack a product along an assembly line with greater efficiency and speed than manual processes. They work with various industries including plastics, pharmaceuticals, medical devices, building products, candy, media, mattresses, and extrusions and electronics.

According to Smith, "There are not too many companies out there that will design a custom machine for you like we do, material handling machines are a niche market for us."



Automated case packer custom designed and built by ETI.

In the early years, customers such as General Dynamics, General Electric, Eureka Security Printing, Specialty Printers and Sylvania bolstered ETI's steady

the spring loading process that provides a comfortable mattress. ETI rebuilt the machines for a faster, less noisy and far more productive system. The coilers are still running 30 years later, and Simmons is still a customer.

These latest projects show industry versatility. ETI designed a complete case packing system for a manufacturer of garbage bags, a robotic inspection system for car extrusions, and a high-speed upstacker for medical device packaging. The company also manufactures smaller components, assemblies and precision parts. Local customers include Azek Building Products, Cinram Manufacturing/Technicolor and Gertrude Hawk Chocolates.

In October, ETI was one of many vendors that exhibited their products at NEPIRC's National Manufacturing Day event held in Scranton. "We are lucky to have a resource like NEPIRC available to us, they helped us make some great industry contracts which enabled us to better grow our business, we look forward to working with them on future projects," said Smith.

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