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## BAYSTATE METAL SOLUTIONS, INC.

Springfield, MA

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### GATEWAY EDUCATIONAL ENLIGHTENMENT ARTICLE

**Subject: WATERJET CUTTING TECHNOLOGY**

*We'd also like your input on Educational Enlightenment Articles. See page 29*



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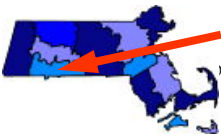
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# BAYSTATE METAL SOLUTIONS, INC.

**B**aystate Metal Solutions, formerly Ace Metal, has been an industry leader in custom precision sheet metal fabrication since 1973. In 2010, Tony Fernandez, former President and COO of Northern Wire in Wisconsin, acquired Ace Metal of Springfield, Massachusetts. He saw the great potential of a distinguished metal fabrication company, with a long history of providing quality products for customers in a variety of industries.



*Metal is sheared, folded in hundreds of an inch tolerances by trained, highly skilled workers.*



*It usually starts in engineering where the product is laid out, piece by piece. Dennis Jack sets this job up.*

With a substantial investment in new technologies and procedures, the company changed its name to Baystate Metal Solutions to signal a new chapter for the business and a renewed focus on smart growth. It was part of a realization that the greatest potential for growth was to increase volume with existing customers. This was achieved by transforming a precision sheet metal shop into a precision metal fabricator, providing a more solution-oriented approach. Utilizing the company's wealth of machinery and highly skilled employees, Baystate Metal Solutions rapidly went from making just components to fabricating complex metal assemblies.

In 2011, the company acquired Metal Technology, a Lowell, MA sheet metal fabricator with a strong customer-base in the high-tech corridor of Eastern Massachusetts. The crossover of industry

experience between the companies was complementary, including medical, diagnostic, telecommunications, electronics, automotive, and food service.

In a difficult economy for American-made products, Baystate Metal Solutions has seen steady growth and has consistently been adding jobs for



*Turret presses punch and form full size sheet stock into component parts to precise shape and layout.*





*Fasteners are inserted and pressed into the components.*

skilled workers. The company is proud of this renewed effort and is seeing new opportunities in some untapped areas.

Baystate Metal Solutions has been providing custom precision sheet metal fabrication for 40 years. They provide quality American craftsmanship, combined with technologically advanced processes, to meet the demands of specific applications. Their quality and precision manufacturing has made them a preferred supplier of component cabinetry to both Fortune 100 companies and high-end machine manufacturers. As a MIE Track Certified company, they are able to produce accurate and timely quoting, as well as up-to-the-minute tracking of every job in progress.



*Welded components require precise joining utilizing MIG, TIG or other forms of welding.*

Baystate Metal Solutions' fabrication capabilities include CNC Punching, CNC Forming, Certified Welding, Shearing and Notching, Inserting, Rolling, Sanding and Coating, and Certified Finishing. They produce complete custom sheet metal fabrication, including CAD-engineered design, prototyping, full on-site production, and delivery. Their niche service offers unique and proven experience in custom fabricating component cabinetry for medical and electronics.

As a certified welding shop, their customer list represents a very broad range of industries, including:

- Environmental Equipment and System Products
- Telecommunications
- Computer and Electronics
- Transportation / Aviation
- Museums
- Military
- Hospitals
- Wire and Cable
- Medical
- Paper Processing / Printing
- Consumer Goods and Component Manufacturing
- Automotive Inspection
- Food Processing

Baystate Metal Solutions is proud to be celebrating its 40<sup>th</sup> anniversary. That's four decades of providing precision metal fabrication and engi-





*Welding is a major part of Baystate Metals Solutions. They can fabricate all types, shapes and sizes of component parts, but they are masters at building cabinets and control panels. (above) A jig is used to locate structural framing. Below, the welds must be ground and dressed for smooth, seamless finishing.*



neering solutions for customers that continually meet the demands of specific applications.

The company recently completed a six-month supplier certification program with a Fortune 500 customer. After seeing the value in such changes across the company, Baystate Metal Solutions chose to make the new policies and procedures standard practice for a revamped and improved total quality policy for all projects and all customers. In addition, the company is working toward ISO certification, aiming for completion within the year.

However, it takes more than machines and systems to make great parts. It takes good people and Tony is proud of his employees. One such employee is Mark Duda, Director of Manufactur-





***VARIOUS CABINETS CREATED BY BAYSTATE METAL SOLUTIONS***

ing Operations, who is in his 27<sup>th</sup> year with the company. Mark brings a highly-experienced design knowledge to create total solutions for customers. Also, Dennis Jack is another valuable asset to the company. Dennis was the former owner of Metal Technology and is now a part of the growing Baystate Metal Solutions. Dennis brings 20 plus years of fabrication and management experience to the team.

Tony Fernandez, President and Owner, offered these parting words.

“Baystate Metal Solutions is a smaller company, offering big capabilities to businesses across the Northeast. We’re proud of our long-standing relationships with customers in a variety of industries,



***A Production Control meeting to review the schedule and make things happen. (l to r) Larry Bagley, Production Control Manager, Mark Duda, Director of Manufacturing, and Rocco Fernandez, Sales.***





*President and owner of Bay State Solutions,  
Tony Fernandez.*

Fortune 100 companies and high-end machine manufacturers. If you require precision-fabrication, on-time and on-budget, talk to us.”

**BAYSTATE METAL SOLUTIONS, INC.**

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