

# AZ MANUFACTURING

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**Metzfab Is Your Full Service  
Fabrication And Machine Shop!  
Announcing Its Latest Capability...  
Waterjet Cutting!**



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## MetzFab, Your Full Service Fabrication Company, Adds Waterjet Cutting To Its Capabilities

Metzfab opened for business just 5 short years ago, started by a young and ambitious man at the age of 20. Perhaps it is easier to start your own

business when it is something you love to do, and Brandon loved welding and building products. He started welding from the early age of 13. "I loved working with cars, and I didn't have the money to buy the accessories, so I built them."

It may also have been easier for Brandon to open his business because entrepreneurship



runs in Brandon's family. Brandon's father Mark moved the family from Buffalo, NY to the Phoenix area when Brandon was a small child, and he opened a manufacturing facility here in the valley that builds machinery to automatically bag ice. Today, Brandon does all of the sheet fabrication for his father's business, and he often helps with design work.

In his short employment career before starting Metzfab, Brandon worked at a variety of companies; for a time he helped his father in the ice machine business, he was a welder for a fabrication company, he worked as a diesel mechanic and he worked at Victory Lanes Sports Park, Big Bear Ice Arena, and the Glendale Arena. "While I was working at each of these companies, I paid attention to how the owners ran their businesses. I learned how to work with financial packages like QuickBooks. I think this helped ready me to run my own business." Brandon also knew from his tenure at each of these companies that he didn't want to work for anyone else — he wanted to be his own boss. Brandon is an only child, and as is typical with only children, Brandon demonstrates maturity beyond his age.

In between working, Brandon went to school to become a helicopter pilot. "It was really great becoming licensed to fly helicopters, but when I graduated right about the time of the last recession, there weren't job opportunities for helicopter pilots."

Brandon didn't have a large amount of capital to invest into his new business (he was a kid — just 20 years of age) — but he had acquired a lot of fabrication equipment for his hobby. With little debt, just his truck loan and the tuition from helicopter school, Brandon launched Metzfab with just 1 employee — himself. From its inception, Metzfab manufactured metal fabrication accessories, automotive accessories (e.g. brackets, chassis, shock mounts, aftermarket grills, switch panels), full hot rod builds and DIY kits, custom rolling chassis, UTV accessories and more for the greater Phoenix, AZ area. Brandon says, "In the early days,



Metzfab fabricated our own products. We designed the products and did 50% of the work. Then we outsourced the other 50% because we didn't have the equipment we needed to do 100% of the work." He continued, "This wasn't a business model I liked — you had to rely on others — it cost us time and money. We don't outsource anymore." One of Brandon's favorite projects was rebuilding a 1930 Model A. "We built it from the ground up", Brandon says, "and it took 72 days from start to finish."

Business at Metzfab grew and Brandon needed more space. He had purchased a house and built a 3200 square foot shop right on his property to accommodate the company's growth. Sometimes bad things happen for a reason. The county Brandon was living in and operating his shop in forbid him to continue to operate the business on his property. "Once this happened, we looked for space to relocate the business, and we moved to our current shop in Deer Valley just a half year ago", he said. "It was the best thing that could have ever happened to our business."

Once Brandon and the team moved to Deer Valley, machine shops nearby came to Metzfab for their fabrication capabilities. Brandon says, "We had renamed our custom aftermarket automotive and UTV accessories business 'MFI', and it operates as a separate division with its own website complete with online ordering capabilities. Now Metzfab became the entity of our business for cutting and general metal fabrication."

Today, Metzfab, the fabrication arm of Brandon's business is the fastest growing segment of his company. "Our move to Deer Valley launched us into the next level as a company. To support our fabrication customers, we purchased additional machinery. We offer the following services to our customers:

- Ceramic Media Parts Tumbling
- CNC Machining
- CNC Plasma Cutting
- Tube Cutting and Bending
- Mig and Tig Welding
- Sheet Metal work
- Deburring and Polishing
- CNC Engraving
- Clear Coating and Finishes
- Media Blasting
- Countersinking, Drilling and Tapping
- Riveting and Pem-Setting

"And", he continued, "Our newest capability is waterjet cutting. We couldn't have purchased and run the waterjet if we were still in the shop on my property — a waterjet consumes more power than we could accommodate — so again our move to our shop in Deer Valley helped us to add this new capability."

When Brandon made the decision to expand Metzfab's capabilities with the addition of a waterjet, he contacted 3 manufacturers.

He says, "One made a great waterjet, but their initial sales support wasn't up to my expectations. Plus, they didn't have waterjets available in the Southwest for me to go see. With the 2nd manufacturer, I didn't feel the machine was well built, and I wasn't a fan of their traction drive system. I also didn't feel the sales person was terribly knowledgeable about the benefits of their waterjet."

Brandon's 3rd call was to Flow International at their corporate headquarters in Kent, Washington.

"I didn't know much about Flow waterjets", he says. "Flow Corporate immediately put Brandon in touch with Chad Mooneyham, Regional Manager supporting Arizona customers. Chad visited Brandon at Brandon's shop at his house, where the business was still operating, and Chad demonstrated Flow's software to Brandon. The following week Chad returned to Arizona to bring Brandon to see some shops that had Flow waterjets. "Not only was Chad so knowledgeable on his products, I appreciated the superior customer support he demonstrated from the start. He is so much more than a sales guy."

Brandon decision on the manufacturer he wanted to work with for his new waterjet purchase was made. He purchased the Flow MACH 2 4020b waterjet several months ago, and it arrived at his new shop in Deer Valley. Brandon says, "Flow offers a 4 day class for 2 employees at their Kent, WA headquarters. We haven't gone yet, but plan to in the coming months." He continued, "We did receive excellent training at our facility when the waterjet was installed." He adds that his team's experience operating a plasma cutter at the facility made the learning curve for waterjet cutting much simpler.

Metzfab made the decision to upgrade the pump on the MACH 2 4020b. Chad says, "The pump is the heart of the waterjet system. The pump pressurizes the water and delivers it continuously so that a cutting head can then turn that pressurized water into a supersonic waterjet stream." He continued, "Two types of pump can be used for waterjet applications — an intensifier based pump and a direct drive based pump. Though direct drive pumps are used in some industrial applications, the vast majority of all ultra high-pressure pumps in the waterjet world today are intensifier based."



Brandon says, "Purchasing the Flow waterjet has helped us to grow our customer base and to expand the size of the parts we can cut — we can now cut parts up to 61/2' by 13'. Our turnaround is even better than it was before we had the Flow



waterjet — we can eliminate 2nd operations and we can cut more parts at a time, and faster." Brandon adds a benefit to the Flow waterjet over competitive machines is that the rebuild cost is lower, reliability is higher, and consumables are considerably less expensive. "We can use these benefits of the Flow waterjet to save our customers time and money", Brandon elaborated.

Metzfab is a success by any measures, as it has doubled every year in revenues since opening for business. Since moving to Deer Valley less than a year ago, business has been even more explosive. "We get inquiries from 3 or more

new potential customers every day. We have a high win rate, too, as not only is our turnaround and quality outstanding, but we will also beat any competitor's price by 5%."

Metzfab's new Flow waterjet is helping them to win new business, and Brandon says their recent acquisition of a 125 ton 10' 7 axis press brake will increase their capabilities in forming large parts. "We do a lot of unique bending", Brandon says. The company also recently upgraded their software with the acquisition of JobBoss.

### Hear From A Metzfab Customer

"We have been using Metzfab since they opened for business. They do all of our sheet metal work. I have used other suppliers in the past, and now we exclusively use Metzfab. They are more accurate in their fabrication, and their turnaround is much quicker. They are a pleasure to work with."

*Owner, Manufacturing Company For Commercial Industry*

To learn more about Metzfab Metal Works capabilities, including their newest addition, waterjet cutting, contact them at 602-618-2841 or visit MetzfabIndustries.com

Flow International Corporation provides technologically advanced, environmentally sound solutions to the manufacturing and industrial cleaning markets. Flow's roots date back to the early 1970s, when former research and development scientists from Boeing founded Flow Research. The first technology commercialized by that company was the use of an ultrahigh pressure waterjet as an industrial cutting tool. Flow later invented, patented and perfected the world's first abrasive waterjet system to cut hard materials up to 12 inches thick. Since 1974, Flow has delivered more than 9,500 waterjet and abrasive waterjet systems to customers in more than 45 countries. To learn more about how you can acquire a Flow waterjet, contact Chad Mooneyham, Regional Manager at 714.393.3783 or email him at: cmooneyham@flowcorp.com