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Letter From the President

HELLO:

I hope you'll enjoy this magazine, which celebrates TAK's 30th anniversary as a major supplier to a host of U.S. industries. Our challenge has been to 'tell the TAK story' in just 16 pages – an impossibility, of course – so I refer you to our amazing website, www.takeenterprises.com – for more information.

However, I'd like to share some thoughts with you about our remarkable company. I am deeply humbled by the loyalty, dedication and support of the TAK team and their accomplishments throughout these three decades. When we sold our first customer, our goal was not to just please them but to knock their socks off with our creative tool design and quality and to surprise them with exceptional follow up support. Today, TAK continues to service its customers long after closing the order.

At a trade show years ago in Chicago, I heard someone say that we in the U.S. bid on work based on three things and in this order; Cost, Delivery and Quality. I remember thinking how appalling that statement was. I swore that it wouldn't be me. Today, TAK puts those three categories in this order; Quality first, then Delivery — the cost simply reflects the first two.

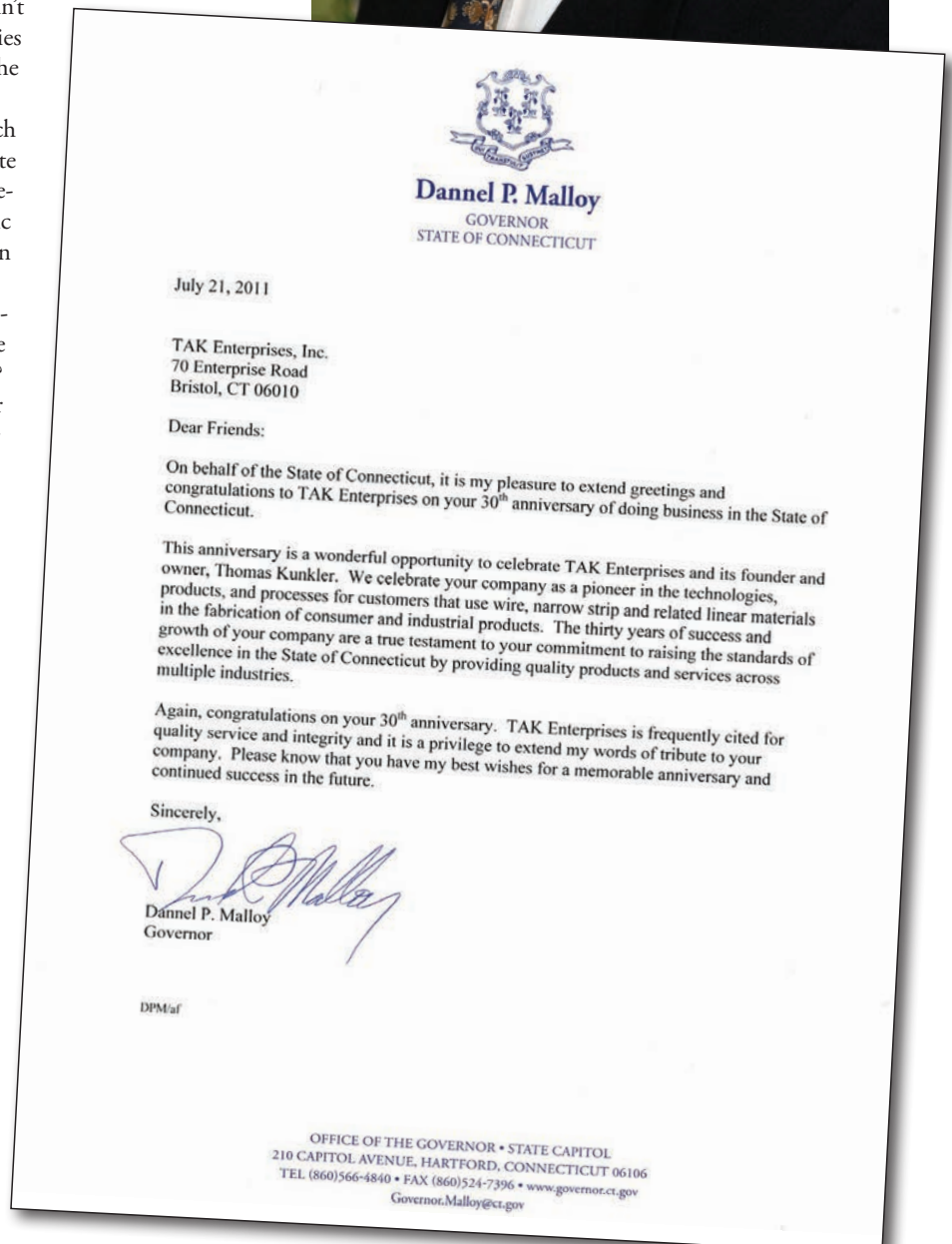
It's been an important part of our approach to anticipate our customer's needs and create solutions. Through creative re-thinking and re-designing and the application of some very basic tool and die principles, it's possible to change an industry. We did.

Regardless of the role you play in your company, do you ever wonder if all that you have done has changed anything on a bigger scale? I'm confident that TAK has been responsible for major changes in our industry, such as modular and cassette tooling concepts, advanced accessories for fourslide machines, new and unique wire straightening technology, pneumatic feed and cut systems, operator training, advances in the passivation of stainless steel, and more.

I would like to thank our loyal customers, our vendors, our employees — especially those who have the very special skills and services that we depend on each and every day – and the many people behind the scenes who have supported us. They will never be forgotten.

To key people who are no longer with us, I'd like to thank Fred Huerl, former owner of Ideal Machinery, Steve Barmore, former owner of ACU CUT, Tony Mattson, former owner of Ideal Spring, and Ray Lord, former owner of Connecticut Cap and Seal. Because of you and your support, we have flourished and grown. Thank you for believing in us.

TOM KUNKLER
President and CEO
TAK Enterprises, Inc.





Integrity, Quality, Innovation: The TAK Difference

For some business owners and managers, it might have been a challenge they would have preferred to avoid or to outsource. To Thomas A. (Tom) Kunkler and his new team at TAK Enterprises, Inc., it was a challenge they welcomed and embraced.

A customer offered Tom an opportunity to develop a concept to manufacture precision surgical staples and a new disposable staple gun device. Working with the customer's engineers, Tom designed the tools and the in-line inspection process, and then he and Reinhart (Butch) Hermann built and

fine-tuned the system to make the staples quickly and virtually error-free. The system Tom and Butch created could produce 10 precision surgical staples per second! That first system evolved into a streamlined department within the company and one of the most sophisticated surgical staple manufacturing operations anywhere. The company has manufactured more than two billion staples in the past 30 years without any significant customer complaints!

As successful as the staple system became, Tom and Butch faced a significant problem before it could be developed: straightening the wire material before it was formed into precision staples. Tom had previously designed a unique wire straightener that he

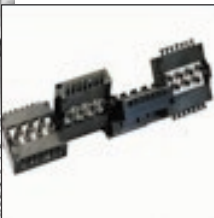
had proven would work better than any other roller-type devices in the industry. With some modifications and improvements, this new straightener became the first product TAK sold to the wire and contract manufacturing industry. Following the success of this precision wire straightener (PWS), the company developed several additional machine products that were specifically designed to enhance the capability of fourslide machines. These products became the basis of their unique fourslide tooling processes and systems.

One New Product Leads to Others

Another new product was developed when a long-time customer in the medi-



Wire Straighteners



1981

4 Slide Accessories



1986

Training Courses



ISO Certified



1991

Contract Manufacturing



19

TAK Products

Cut to Length machines
Wire Payoffs
Servo Feeders and Control Systems
Precision Wire Straighteners/
Lubricators
Linear Feed Drives
Programmable Rotary Wire
Straighteners
SBT Modular Systems
Colombi Spring Coilers
Columbi Spring Detanglers/
Separators
Nilson Four-Slide Accessories
Feed Controls
Turnkey Systems

And more!

cal device industry needed a system that could straighten fine wire to extremely close tolerances. This customer needed the very straight wire blanks for the first stage in making its new surgical needles. Specifically, the new system would have to feed the straight wire to lengths – holding tolerances of +/- .001 on the length – and cut it off squarely at both ends, with no burr. At the time, an economical system simply didn't exist, so TAK created one, and in the process spawned a new department within the company that now manufactures a variety of such systems. Because these systems have grown very complex and involve joining many other kinds of equipment and devices, TAK has developed sophisticated software that monitors and controls them.

It wasn't the first or last time that the application of creativity, innovation, and advanced technology succeeded in advancing linear material handling technology. The TAK team is known for satisfying each customer's specific needs and, in the process, broadening the range of products and services that TAK has been providing since the company was founded in 1981.

Partners in Innovation

In fact, when Tom took the entrepreneurial 'leap of faith' by leaving the security of his contract manufacturing company in Forestville, Connecticut – a company that Tom, as a partner, founded in 1974 – and launched the fourslide tool and design company that became TAK Enterprises, Inc., he brought Butch into the company as his partner. At the time, they had little more than their good credit, a handful of generous supporters, and a commitment to quality, integrity, and customer service.

Clearly, their risk was rewarded. In 2011, TAK celebrates 30 years dedicated to designing, manufacturing, and building automated process and assembly systems for a host of industries – including the medical devices, automotive, and electronics indus-

tries (see the list in the box below) – that use wire, narrow strip, and related linear material technologies in the fabrication of consumer and industrial products.

TAK is comprised of two distinct but related divisions: one draws on its manufacturing roots by producing miniature and subminiature wire and narrow strip fabrications, welded contacts, stampings, and intricate assemblies, particularly where very close tolerances and high volume are required; the other division manufactures linear materials management products and assembly, fabrication, and process systems for client companies.

Both divisions tap into the same well-spring of technical expertise, product and process innovation, and thoughtful, customer-focused management. Today, TAK Enterprises, Inc. – located in Bristol, Connecticut, the heart of the U.S. spring and wire forming industry – is ISO 9001-certified manufacturing company with customers throughout the nation and around the world.

Three Decades of Success

Tom, Butch, and their new partners, Patti Gianatti and Sherwood (Woody) Griffing, along with the entire TAK team, have demonstrated their commitment to "Quality, Integrity, and Innovation" throughout the company's 30-year history by rising to design and manufacturing challenges within the company or presented to them by customers whose needs exceeded available technology.

Here are just some examples:

1981: The challenge: To create a machine that produced new, breakthrough surgical staples at high volume and at exacting tolerances. The result: TAK has shipped more than two billion surgical staples and other medical products and won numerous awards for on-budget, on-schedule,

and defect-free performance, and they created their first product, the Precision Wire Straightener, at the onset of this challenge.

1982: The challenge: To provide training for tool makers and set-up employees at client companies that purchased complex TAK 'turnkey' production systems. The result: Tom's creation of innovative Slide Forming Professional Development Training Courses that have provided over 200 client companies – on site, on-campus, live, or via video or CD – with invaluable information and productivity-enhancing strategies and techniques.

1983: The challenge: To develop products that offered additional control over the fourslide manufacturing process of TAK-manufactured systems. The result: Posi-Blank Holder, VariFeed, and SynchroCam System, technologies that provide fourslide operations stability, speed, accuracy, and set-up improvements in forming and cutting operations.

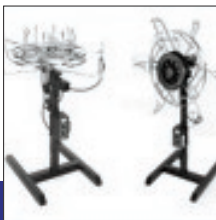
1990: The challenge: To enhance the growth of individual product sales. The re-

continued on page 6

Cut to Length Systems



Wire Payoffs



Custom Straighteners



Inline Spring Coilers



Turnkey Systems



continued from page 5

sult: TAK began to market and sell components of production systems as stand-alone units, and the focus of the company shifted from process to product sales.

1996: The challenge: To push the limits of innovation and technology in the creation of customized products. The result: the introduction of the TAK Modular Wire Payoff, a customized product created for one customer that has resulted in the creation of similar customized products for other customers as well.

2005 and 2007: The challenge: To broaden the range of products and services that TAK offers to domestic client companies and to increase the company's visibility in international markets. The result: In 2005, TAK became the exclusive North American sales agent for SBT of Austria, manufacturer of a unique, modular, servo-

driven multi-forming machine; in 2007, TAK was chosen, from among 400 U.S. companies, to be the exclusive North American distributor of the Colombi[R] line of spring handling equipment manufactured by Tekno-Detaljer AB of Sweden. Both international partnerships have increased sales in U.S. markets and provided TAK with new products and services to offer its U.S. clients.

2007: The challenge: To create a device for straightening hard fine wire .006 to .025 diameter that exceeded the capability of TAK's own premium PWS's. The result: the creation of a unique new Premium Rotary Straightener Technology.

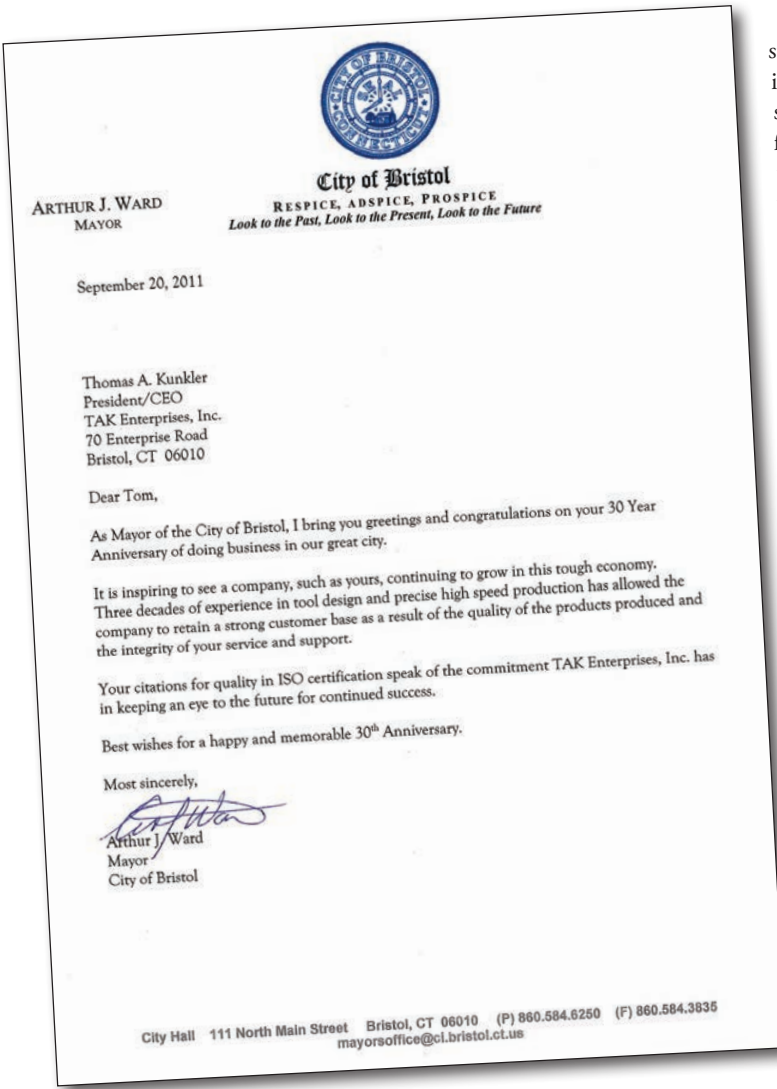


Continuous Quality Inspections

tion; top-of-mind for current company clients and a leading supplier for new prospects; an important contributor to companies in dozens of U.S. industries; a key supporter of the Connecticut economy, and an employer that supports and encourages its experienced and highly trained employees. For those reasons, it shouldn't surprise anyone that 2010 was the company's best sales year ever, despite the challenges of a nationwide recession.

Under the continuing guidance of Tom Kunkler – and with support from Butch Hermann, Patricia Gianatti, Woody Griffing, and many others – TAK is poised to continue its record of success, ingenuity, and American entrepreneurship. ■

Where does TAK stand as it passes its 30th anniversary and begins its fourth decade? At the top of its industry; at the forefront of technical expertise and innova-



Industries Served by TAK Products and Systems

- Aerospace
- Automotive
- Medical Devices
- Dental
- Defense/Armaments
- Electronics/Electrical
- Wire Forming, Assembly, and Extruding Machines
- Consumer Products, including
 - Brushes
 - Light Bulbs
 - Antennas
 - Fishing Lures
 - Christmas wreaths
 - Pipe Cleaners
 - Screw Drivers
 - Posts, Clips, Clamps, Springs
 - Track Lighting
- And more!

For more information about TAK's Integrity, Quality, Innovation, visit <http://www.takenterprises.com/Company/>

Why is ISO 9001 Important?

TAK Enterprises Inc is an ISO Supplier. What Does That Mean to You?

Most company owners and managers – regardless of industry, location, product, or service – know that business success relies on “being good today and better tomorrow.” In a competitive marketplace, that means keeping costs down, quality up, and customers happy.

TAK Enterprises is an ISO 9001-certified company. For us, consistent, strategic improvement is the name of the game, and TAK’s compliance with ISO standards assures our customers that we have a quality management system in place that will both monitor and improve the quality of our products and of our customer service.

In case you didn’t know, ISO is a global quality standard issued by the International Organization for Standardization. It documents and confirms a company’s compliance with standards for products, services, materials, systems, processes, applications, and employee competency. In fact, ISO is the recognized emblem of quality compliance, and we’re proud to tell our customers that we’re ISO 9001-certified.

What does ISO 9001 certification mean for TAK customers?

Frankly, it means a lot! First of all, it means that everyone in our company – from the front office to the shop floor and the loading dock – is committed to the highest quality today and to improving even more tomorrow. In fact, we’ve challenged all our employees to contribute ideas that will help TAK streamline its work, reduce waste, maximize resources, and make customers happy.

It also means that we at TAK aren’t relying only on customer feed-



back to assess how we’re doing. ISO 9001 means that we’ve created and committed to a company-wide quality management system that challenges all TAK employees to continually and consistently assess what we do and how we do it, so that we can reach a world-class standard of quality.

And speaking of world class, because ISO 9001 is an international standard, TAK assures it’s international customers and prospects of our quality and allows them to compare our standards against those of other companies in our industry. In that way, ISO 9001 certification increases opportunities for TAK to serve international customers, enhances the perception and the value of U.S. suppliers generally, and it contributes to international trade.

So, ISO isn’t just another number. It’s your assurance that in choosing TAK, you’re choosing a company with the highest standards in the industry. ■



For more information about TAK’s ISO certification, visit
http://www.takenterprises.com/Company/ISO_9001_Certificate/

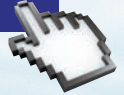


COMPANY

Locations and Contact Information for TAK Representatives

Domestic and International Strategic Partnerships

Equipment Trial Policy



Like TAK Enterprises itself, **www.takenterprises.com** is a “roll up your sleeves, let’s get to work” web resource with a wealth of information for long-time TAK customers and for new companies that are looking for an experienced, innovative, partner with thirty years of experience solving problems for companies that use wire, narrow strip, and related linear material technologies in the fabrication of consumer and industrial products. Intuitively designed and easy to navigate, **www.takenterprises.com** tells you everything you need to know about TAK’s mission, history, products, services, innovative solutions, and people – and its technical resources (including videos, parts lists, drawings, and technical articles) are state of the art. Visit us online, browse the wealth of resources, and bookmark it for future reference.



PRODUCTS

- Cut to Length Machines
- Straighteners
- Drives, Control Systems
- Payoffs
- Coilers
- Detanglers
- Software Packages
- Turnkey Systems
- Accessories

SERVICES

- Production Demo Runs
- Prototyping
- Equipment Trials

CONTRACT PRODUCTION

- Production capabilities and case histories

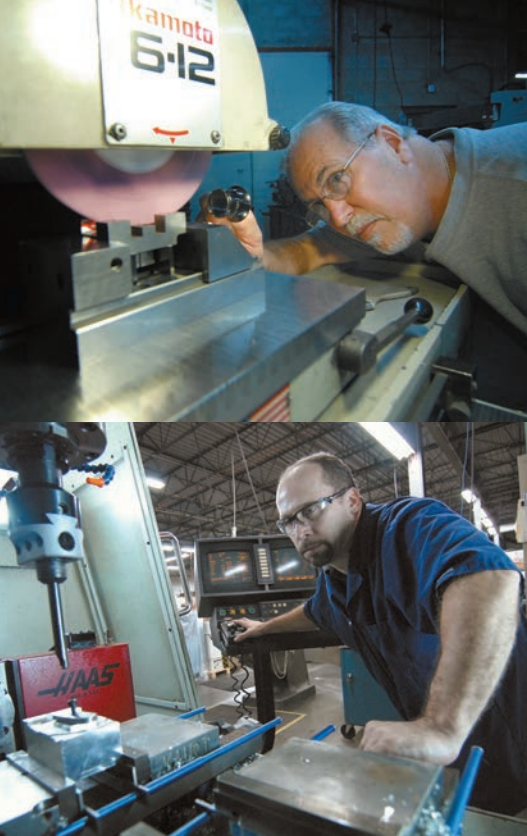
TECHNICAL RESOURCES

- Parts Lists
- Equipment Manuals
- Mechanical Drawings
- Technical Articles
- Product Videos
- Glossary of Terms
- FAQ's
- Market Applications

NEWS/EVENTS

- The most current issue of "TAKtics" Newsletter
- News Releases





TURNKEY SYSTEMS

TAK Enterprises' 'turnkey' systems are manufacturing applications designed to perform complicated, precise tasks involving the processing, assembly, and fabrication of products utilizing fine wire, narrow strip, small tubing, and other linear materials – even materials as small as .004" or 0.1mm.

A wide variety of industries – such as electronics, medical device manufacturing, aerospace, electrical, spring forming, and many others – require applications that manipulate small linear materials, and TAK has products in all these industries.

TAK-developed turnkey systems perform many specific tasks, such as precise feeding, marking, welding, staking, riveting, straightening, gauging, rewinding, annealing, inspecting, sorting, stamping, cutting, batching, orienting, forming, dispensing, cleaning, assembling, molding, and packaging. And our systems are not limited by material types: our machines even work with exotic materials, such as diamond-coated wire, tungsten, platinum, and Nitinol, and base metals such as brass, copper, aluminum, stainless steel, and both ceramic and plastic materials.

CASE STUDY

Product: Abrasive Cutting Attachment for Providing Deformation-Free Cut

Objective: Automate the feeding, straightening, and accurate cut-to-length of stainless steel jacketed coaxial cable with repeatable lengths up to 40 feet. Cut condition must have minimal burr and no deformation of cable end ID or OD.

Solution: An automated abrasive wheel cutting station was designed to provide a ground cut condition that did not deform the cable ends. The cable was fed through a set of quills that were sized to be just slightly larger than the cable OD, with a space between them equal to the thickness of the cutoff wheel. The wheel was then brought down through the gap via a pneumatic cylinder with adjustable stops to limit the travel. The next feed cycle pushed the cut cable through the quills and knocked off any remaining burr.

Accuracy and repeatability of a roll-type, servo-controlled feed process requires that the diameter of the material being fed is consistent. The accuracy of the feed length is a function of the working diameter of the feed rolls and the consistency of the material OD. In this case, the



Photos (top to bottom): Automated Abrasive Wheel Cutting Station (*Guards removed for clarity*); Cut Ends on Steel Jacketed Coaxial Cable; Servo Feed and Cutoff System for Jacketed Coaxial Cable Cut to Various Lengths

density of the insulating material within the coaxial cable varied, which resulted in an inconsistent diameter when compressed between the feed rolls: a programmed feed length of 40' of cable could result in a feed variation of as much as 1/2", which was unacceptable. TAK added an additional encoder to the entry portion of the feed rolls, which generated data that could be checked against the feed length data programmed into the servo control. The result: the actual cable length matched the programmed length desired.

Various cable length requirements are saved to a menu as part numbers and are called up by the operator on the touchscreen interface. The coils of cable are fed to the servo system via a custom-built non-motorized payoff that incorporates a pneumatic brake to stop the turntable from rotating as soon as the feed rolls stop, thus preventing free-wheeling of the coil bundle between feed cycles. The cable was straightened using a standard TAK Model #4 Quick Release Precision Wire Straightener. The cut cable lengths were fed onto the customer's existing out-feed table for further processing.

For more information about TAK's Turnkey Systems, visit http://www.tak-enterprises.com/Products/Turnkey_Systems/

TAK Specializes in Innovative Solutions: Turnkey Systems, Contract Production, and Machine Products

Many of TAK's most innovative systems and solutions fall under one of three categories: Turnkey Systems, Contract Production, and Machine Products. Together, the products, systems, and controls produced by TAK Enterprises can provide solutions to a wide variety of manufacturing/production challenges.

CONTRACT PRODUCTION

TAK Enterprises has an extensive background in developing fabrication concepts and production tooling approaches that provide quality levels of 6 sigma and better and that have the added benefit of minimizing material waste and post-operational costs.

Manufacturing services/production are provided on existing parts and assemblies or for newly designed parts. A one-time only EGI fee (Engineering, Gauging, Inspection) covers all engineering, gauging, and inspection services and meets all ISO requirements throughout the production cycle.

TAK can support JIT production by having a stocked inventory. Product packaging is per customer specs and can use our bar coding capabilities. In addition, TAK can supply parts in finished states that include plating, heat-treated, and passivation.

“Quality, Integrity, Customer Service, and Innovation” have been hallmarks of TAK Enterprises since our beginning in 1981. We are a national and international supplier of systems for precision small and miniature metal formed parts, and TAK’s meticulous ‘cassette-style’ tooling and in-process inspection methods use only the highest quality parts and include the highest level of service available.

CASE STUDY

Product: Spring Fastener for Appliance Industry with these specifications: Spring Clip for Fastening Insulating Gasket on Oven Door Seals. Wire Diameter: .025.” 304 Half Hard Stainless Steel material. Blank Length: 3.” Geometry includes 13 Radii and various dimensional tolerances to +/- .001”

Photos: Spring Fastener (top); Vertical Slide Forming Machine (bottom)



Objective: Design and build tooling for high-speed production that will result in low per piece price to compete with off-shore supplier. Maintain tight tolerances on formed dimensions to comply with specifications for automated assembly of completed parts. Specific challenge presented concerned the end forms, which must be closed with initial tension to prevent the possibility of inter-tangling of parts during automated feeding.

Solution: A vertical slide-forming machine was selected as the prime mover to form these complicated parts. The available forming motions and visibility of the tooling operation on the vertically oriented machine provided the flexibility and accessibility necessary to complete the complex forming sequence required. The compact design of the tooling area also assured that a high production rate could be attained by allowing minimal tool strokes.

From the initial concept to the final tool design, the goal of high-speed operation and minimal adjustability were paramount considerations. Unique forming motions and multi-level tool positions were employed to ensure accurate, repeatable operation in a production mode. Custom forming slide cams were designed to optimize all tool motions. Tolerance requirements demanded that the incoming wire be held to very precise tensile tolerances from the



wire mill. Wire entering the slide machine tooling area required pre-straightening to a high degree to ensure proper alignment within the forming tools and to assure final formed condition of the completed part was within tolerances specified. A standard TAK 4 Plane Precision Wire Straightener was employed to adequately straighten the wire.

A production throughput of 15,300 parts per hour at 1.33 or better CpK quality level is maintained. The processes employed for production and inspection by the TAK Enterprises Contract Production Division on this very challenging wire form have resulted in the delivery of 100% quality product for over 10 years.

For more information about TAK’s Contract Production, visit http://www.takenterprises.com/Contract_Production/

MACHINE PRODUCTS

The TAK family of feed and cutoff systems produces straightened, precisely cut, and close-tolerance pieces from wire or narrow strip material. Each system provides the user with a precision-crafted device in an extremely versatile machine that is compact, easy to operate, and efficient.

Versatility defines TAK machine products. A quick changeover of the ‘cassette’ style tooling allows every unit to accommodate a range of materials. The first shift in your plant could be running gold plated copper, the second shift could run stainless steel, and the third a paper wrapped

tempered steel.

Each of our cutoff systems has a wide range of operation that allows for diameters up to .375.” TAK pneumatic systems can cut lengths up to 300 feet, and our servo systems are limited only by the amount of material on the coil or spool.

Variable shapes aren’t a problem. The ‘cassette’ style tooling allows an operator to quickly change from one material shape to another, and our products are easily integrated with a rotary straightener by the addition of a ‘loop control device.’

All TAK cutoff systems can provide close tolerance length cuts, some within .0005”,

as well as cut ends that are clean, burr free, and square for applications that require absolutely no marks or distortions in the material.

Some system options provide extended performance characteristics for all the TAK cutoff systems. These options can be combined in virtually any way to make the most effective configuration for the application. They include a Fine Adjustment Device, a Data Display, the Production Performance Package, and the Sound & Safety Enclosure option.

continued on page 12

continued from page 11

CASE STUDY

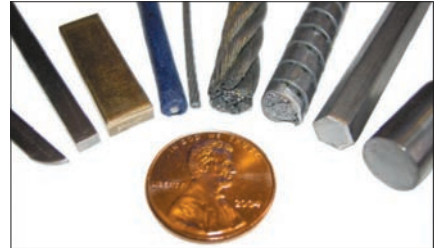
Product: Versatile Cut to Length System

Objective: Produce an economical and automated straighten, feed, and cut-to-length system that is compact, easy to operate, and incorporates a shear cutting process that delivers a square, burr-free cut condition with minimal deformation. The tooling concept should provide versatility to accommodate thin and narrow strip materials and shaped cross sections.

Case Specifications: The developed system must be able to process wire diameters in the .005" to .375" diameter (or up to .500" in special cases), and have adjustable feed length capabilities of up to 12" or more, with cut length repeatability of +/- .002". The design must accommodate integration of standard TAK Precision Wire Straighteners. The system controls must display the current production rate, provide piece count, batching capability, inputs/outputs to control ancillary functions, and alarm notifications to detect and alert the operator of system malfunctions.

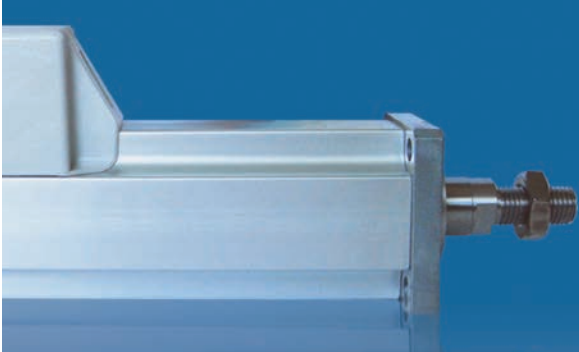
Photos (top to bottom): #2 SFC System on Welded Machine Base with Sound/Safety Enclosure; A wide Variety of Material Shapes, Sizes and Compositions can be Processed with Minimal Burr and End Deformation; Model #2 SFC Pneumatic Feed and Cut System Suitable for Wire Diameters to .070." *Standard Models are Available to Handle Up To .500" Diameter Wire*

Solution: TAK developed a standard line of pneumatic feed and cut systems that evolved into four models to accommodate the targeted range of wire diameters. The #2, rated for .005"-.070", #3 for .065"-.187", #4L at .100"-.187" and #4H for .150"-.500" meet or exceed market needs. A pneumatic band cylinder provides the feed carriage stroke, and positive mechanical stops limit and adjust the band cylinder stroke, providing accurate and repeatable cut lengths. Individual pneumatically actuated clamping devices, one on the feed carriage and one stationary, maintain a grip



continued on page 15

Reliable, Low-Cost products to serve your automation needs



Piezo Electric Vibratory Feeders

Performance

- Smooth feeding
- Stable feeding
- Easy on parts
- Great for small or delicate parts!
- Digital control

Advantages

- Clean-room capable (without enclosure)
- FDA compatible
- Quick delivery
- Bowl, drum, parallel feeders and more!
- Quiet operation



Low-Cost Servo Actuators

Features

- Priced from \$340
- Up to 400mm/s
- Up to 140lbf
- Rod/Rodless/Rotary
- Call today for a **FREE** demonstration!

It's Easy!

You can learn to wire and program our actuators in **7 minutes!** Visit our website to see our Youtube video now!



For more information, contact Mirai-Intertech at 905-763-9442 or visit www.miraiintertech.com



Thomas A. Kunkler (left), president and CEO of TAK Enterprises Inc. with business partner Butch Hermann (right).

THOMAS A. (TOM) KUNKLER
President and CEO,
TAK Enterprises Inc.

Entrepreneurs often demonstrate their independence and their business-building skills early in life. Tom Kunkler is no exception.

Born in Huntingburg, Indiana and raised in Bristol, Connecticut, Tom attended Goodwin Technical School after high school and apprenticed there as a tool and die maker. Later, he attended Kaynor Technical School for tool and die design and increased his knowledge and proficiency both on the job and through coursework over many years.

Having grown up in the countryside where he learned to be handy with machines and technology, Tom was drawn to cars and to motorcycles, but he also learned to value the outdoors, particularly hunting, fishing, boating, and handgun marksmanship. His interest in gas-powered model planes won him many competitions, and later he became a private pilot himself.

It shouldn't surprise anyone that Tom built his first machine, a metal detector, at age 14. Now, 53 years later and with important discoveries, including gold and oth-

er treasures, to his credit, he is recognized as one of the master detectorists in the country, and he's shared this interest with others in published articles and in lectures.

His interest in treasure hunting has taken him throughout the U.S. and to Canada, England, Italy, and the Caribbean islands; some of the historical artifacts Tom has found are on display in museums, and he is a longtime member of the Federation of

"In my beginning years I have taken pride for the growth of TAK Enterprises but now I take pride in seeing my TAK Team take pride in their accomplishments. I really owe my success to them. Thank you TAK Team and everybody who has supported my mission."

Metal Detectors & Archaeological Clubs and several local detectroist clubs. He also works closely with the Archaeologists at Mashantucket Pequot Museum & Research Center, and he has made significant finds for them at recently discovered battle sites from 1636.

Tom's two terms as president of the Bris-

tol Association for Retarded Citizens were highlighted by a fund-raising effort that resulted in the construction of the Association's new headquarters, which includes an on-site food service facility. As a justice of the peace, Tom presided at the marriage of his business partner, Butch Hermann, to wife Cheryl in 1992.

Tom founded his first manufacturing company in 1974 and purchased another in 1986, but he has since consolidated his business into just one, TAK Enterprises, Inc. But now, with a strong team to help run the company, Tom and his wife of 23 years, Marie Dolce Howley Kunkler, divide their time between homes in Connecticut and Florida. Tom has two daughters, Ann Marie and Victoria and son Shawn. Marie has two daughters, Joanne and Patricia. Between them they have six grandchildren.

On this 30th anniversary of TAK Enterprises, Tom is as grateful for the support of his family as he is proud of them. "I'd like to thank my wife and my family for their support through these years," says Tom, "but I would to especially like to thank Joanne for her 11 plus years service to TAK and both Vicky and Shawn for their seven years of service each, which resulted in many lost 'Dad hours.'" ■

TAK Goes Global!

When TAK became the exclusive North American sales agent for SBT/Austria, manufacturer of a multi-forming machine, and the exclusive distributor of Columbi® line of spring handling equipment made in Sweden, it became part of an important trend for U.S. businesses of all kinds. More than 250,000 U.S. companies have international trading partners, and many of those, like TAK, are small and mid-size manufacturers, distributors, and service providers. Conversely, through international distributors and directly, TAK has sold its proprietary systems, machines, and components to worldwide markets as well.

For TAK, going global has been a strategic challenge that has required thoughtful collaboration between managers and employees and lots of planning. For example, most parts of the world outside of the U.S. use metric measurements, not English, so the company's product information sheets, drawings, manuals, mounting, glossary, product videos, FAQs, case studies, and even photos had to be converted to metric notation.

Powering TAK equipment sold and operated internationally presented similar chal-

lenges. Now, TAK equipment for overseas operation is configured to operate on overseas power values, and all equipment complies with international packing, crating, and delivery requirements.

Equipment maintenance presented another major challenge. TAK's solution has two parts. First, the TAK website was rethought, and then redesigned, to be a working resource for domestic and international users. The website (www.takeenterprises.com) is now dense with technical resources, including complete lists of parts,



assembly and maintenance drawings, maintenance manuals, and even videos of machines in full operation, and all can be easily downloaded. Second, all TAK equipment includes Ethernet capability to facilitate maintenance regardless of where equipment is installed.

Marketing the company's products has included the strategic purchase of Google ads in key prospect countries, sales transactions made via most major credit cards, and TAK-authored technical articles placed in worldwide engineering support sites, such as Global Spec.

What's been the result of TAK's strategic entry into world markets? In addition to the two partnerships mentioned above, TAK currently has business partners in Sweden, Japan, and Austria. Products are sold worldwide (see list), and TAK is aggressively seeking sales agents and equipment resellers in major markets such as India, China, and Europe.

**For more information,
visit www.takeenterprises.com**

Dear Tom:

We at Sequel Special Products congratulate you and the entire TAK team in reaching your 30th Anniversary!

Our relationship goes back nearly as far when you and your partner, Butch Hermann were working out of a small facility on Valley Street in Bristol. Both of you were young, talented and hardworking guys, intent on working for yourselves and succeeding in a very competitive field. At the time, I was employed as the Purchasing Manager for the Medical business division of a large Northwest CT Company. Prior to my introduction to TAK, I was working with four different suppliers of surgical staples and clips for our various medical device product lines. Within a couple of years, TAK became our primary, premier, chosen supplier for these critical components. This decision was based upon outstanding product quality, competitive pricing and delivery. TAK had earned my trust and respect.

In 1994, I started my own Medical Contract Manufacturing business - Sequel Special Products. In the last 17 years, Sequel has designed and produced thousands of various, complex, medical products. After nearly 30 years and millions of procured components, I continue to look to TAK as one of my primary suppliers and close business ally.

I commend you and your people on a successful 30 years and wish you many more.

Best Regards,

Scott DeBisschop
President
Sequel Special Products



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**Where are TAK's international
customers? All over the world!**

Australia	India
Austria	Ireland
Belgium	Italy
China	Japan
Columbia	South Korea
England	Spain
France	Switzerland
Hungary	United Arab Emirates

continued from page 12

on the material being processed. A standard TAK Pneumatic Cutter Head is integrated to provide the shear cut operation. The TAK cutter head design incorporates a quill-on-quill tooling concept which delivers the highest quality shear type cut condition possible. By containing the wire diameter (or shaped material cross section) during the shear, minimal burr and deformation conditions are possible. Timing of all the cylinders is controlled by an Allen Bradley PLC based control system with a touch screen interface. The inherent flexibility of the control package allows for fine tuning of the timing sequence to maximize the production rate for specific applications, and also allows for programming the cutter cylinder to "skip" cycles, hence the potential limitation of a 12" maximum feed carriage stroke is eliminated by programming a skip cycle. For example, an 18" cut length can be accomplished by setting the feed stroke to 9", and programming the cutter to actuate on every other stroke.

For integrators, the compact design of the TAK Feed and Cut System provides an excellent solution because the standard mounting base plate can be easily accommodated. The system can be delivered as a stand-alone machine mounted on a welded machine base with optional sound and safety enclosures.

For more information about TAK's Machine Products, visit http://www.takenterprises.com/Products/Cut_to_Length_Machines/



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Congratulations to TAK Enterprises, Inc.
commemorating their milestone
of thirty years.

To learn more about our products and services,
please contact Richard A. O'Brien at 860-314-2389,
Laurie V. Adams at 860-314-3273 or
David Van Allen at 860-314-3287



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