

CM Pulling Strings

by Rebecca D'Amico

Direct Mold Start-up Accepts Challenges of Recycling

CM: What is the nature of your business?

DJ: Utilizing five-axis CNC machines, we fabricate wood and synthetic material-based patterns, plugs and direct molds for the composites industry. We also cut frame kits for builders who need a fast, accurate start for their hand built plugs. In addition, we work with production mold makers to provide a complete tooling package, through Janseneering, to ensure single source responsibility.

CM: How many employees do you have?

DJ: Currently four, plus we utilize the services of several outside engineers/designers.

CM: What is your company's background?

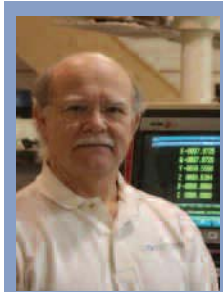
DJ: Even though Janseneering is "only three years old," you could say we really started over nine years ago when I was Director of Engineering at North End Composites. There, I was tasked with specifying, acquiring, installing and operating their five-axis CNC machine. When North End decided to focus on their successful line of Back Cove Yachts, I bought the CNC machine and started this business. Mike McCarty, whom I hired at NEC to run the machine, has stayed with me and is the chief programmer/operator. His experience and knowledge was key to quickly getting into operation with very few transition issues.

CM: How has it evolved from its beginnings?

DJ: We have added a second five axis machine, giving us work envelopes of 10 ft. x 5 ft. x 30 in. and the larger at 30 ft. x15 ft. x6 in. Along the way, we have changed some raw materials and processes as well as increased manufacturing efficiencies. We used to concentrate on single piece parts, but the CNC allows us to do larger projects (in multiple pieces) such as a recently completed deck mold for an 89' sailboat. Although plugs are the lion's share of our work, we find ourselves doing more and more direct molds for limited production parts.

CM: How did you get started in the industry?

DJ: My first job out of college was as an engineer at Boeing when the 757, utilizing carbon fiber control surfaces, was being designed and built. A circuitous route brought me to Maine to work for Sabre Yachts/North End



Interviewed:
David L. Jansen,
P.E., President
Company:
Janseneering, LLC
Topsham, Maine

Composites. I gained most of my tooling knowledge under the tutelage of Wes Hoch, Eric White, and Stephen Crane.

CM: What obstacles does your company face today in the regulatory or technical arenas?

DJ: Striving to stay up-to-date with regulations takes a lot of energy for even a small company. On another note, 99 percent of what comes in the door goes to the customer and eventually winds up in a landfill. We would like to be able to conquer the technical end of making most of that recyclable.

CM: What are your marketing efforts?

DJ: We maintain a website www.janseneering.com, travel to clients, do mailings to current and prospective clients, give presentations at trade shows, and of course value those word of mouth referrals. Our plans are to increase our visible presence by exhibiting at trade shows.

CM: What development or research would you like to see happen to improve the industry?

DJ: Many of the clients we build direct molds for ask if we can make production molds the same way. Right now, the materials we use do not lend themselves to that leap in processing. A material that would machine and polish into a production mold surface would be the next logical progression.

CM: Where do you see your business in five years?

DJ: Maine has a workforce with the background and ability to become one of the important centers for the composites industry. I am evaluating a larger five axis machine with a work envelope in the range of 100 ft. x 20 ft. x 12 ft. This will allow my business to grow significantly, adding skilled job positions. Perhaps more importantly, when you consider the spin-off work that area businesses will derive, the bigger machine will add a greater need for production tooling and parts fabrication as well as increase Maine's growing presence in the composites industry. **CM**

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