

# ACCU-ROUTER SUCCESS STORY #434:

*“The Accu-Router machine is very fast. But with the automated conveyor system and software -- it’s just phenomenal.”*

George Heflin  
Sea Ray Boats, Inc.



Sea Ray Boats is always very motivated at finding cost savings opportunities. And according to George Heflin, Fabrication Manager at Knoxville, “All of our goals are based on safety, improving quality and reducing cost.” That’s why Sea Ray purchased the High Velocity Series III-C router and the automated conveyor system from Accu-Router.

- Continuous automatic loading for one or more panels onto spoilboards.
- Nesting software determines precise, high-speed cutting patterns.
- Parts are automatically moved off the machine table to the conveyor system, and another load is moved in.
- Parts are unloaded and spoilboards return to loading station to complete the continuous process.



As a world-class manufacturer of pleasure boats, Sea Ray not only takes pride in building a premium product, but they build their boats with the best materials and the best equipment attainable. “In my opinion, Accu-Router is the finest CNC router available,” explained Heflin. “But the entire system is light years ahead. The speed of this system is incredible...it’s amazing, absolutely amazing.”

Accu-Router Series III-C. The best router for panel processing.  
***Just ask our customers.***



## Product Description

Sea Ray Boats, Inc. has manufacturing facilities throughout the United States. They manufacture sport boats in lengths of 17' - 27', sport cruisers from 26' to 34', sport yachts from 36' to 48' and yachts in lengths of 51' - 68'.

Knoxville, Tennessee is home to the facility that manufactures the sport cruisers with over 560 employees. These high-end, high-quality pleasure boats are fabricated from a wide variety of the finest materials available.

The materials being cut are Indigo, Formica, plywood, All-A-Board, and Penske Board (synthetic materials).



## Machining Requirements

Sea Ray, Knoxville, needed to increase production and find a more efficient, organized method to build their products. With the implementation of the P.A.C.E. program (People Achieving Customer Expectations), Sea Ray's ongoing program for superior quality pleasure boats and superior quality in customer service, they determined that the manufacturing direction should be focused on component building work areas. P.A.C.E. is primarily made up of hourly employees and for this to be successful, all individuals had to be a part of this decision.

The entire process consists of numerous details but is all tied together with schedules, which are based on stringent delivery dates, cross-training, and work cell coordination.

In addition, George Heflin, Fabrication Manager, was asked to acquire the best router on the market by Ken Harrell, Knoxville Vice President and General Manager. Even though Accu-Router machines were being used in this facility for the past 15-years, Heflin conducted thorough research by attending machine shows, visiting router manufacturing plants, customer facilities, and then finally ended up visiting Accu-Router.



"We had received such incredible support on the Accu-Router equipment in the past that I wanted to see what Accu-Router was all about," explained Heflin. "When you visit Accu-Router's facility and see their level of professionalism -- it's the right way to do business. They have the best router -- and we are very satisfied with it."

## The Results

Heflin sat down with Accu-Router engineers during that visit and explained what Sea Ray had in mind. Within five minutes the group was sketching the ideas out on CAD. They went from concepts to a working draft in a couple of hours. "The final product is a bit different than what we originally sketched out," explained Heflin. "But that meeting solidified my confidence in Accu-Router. It provided the foundation of our High Velocity III-C and automated conveyor system in operation today."

Heflin stated that the biggest part of the machine production equation is loading it, unloading it, and moving the material in and out of the machine. The GE Fanuc industrial control and the nesting software, all synchronized with the High Velocity Accu-Router machine and the automated conveyor system, is reported by Heflin to be phenomenal. "The savings are enormous; the efficiency is enormous, and we have been very successful using it." In addition, "When you have a system that does this automatically, it's not just the time savings that saves you money, it's the ergonomic improvement that's tremendous," states Heflin.

Heflin's team has been able to increase productivity, efficiency, and most importantly, provide a better, safer working environment for the people.



*"With a system like this, the operator can concentrate on safety, quality and housekeeping issues -- things that are important to the whole work environment," stated Heflin. "That's what we have also been able to achieve." Heflin added, "In addition, an important intangible is that this demonstrates to our dealers and employees that we are investing in the best technology to create the highest quality boats to meet our customers' expectations."*

George Heflin  
Sea Ray Boats, Inc.



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