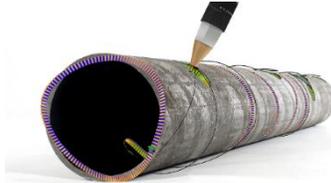


The PypeLine Newsletter - June, 2020

Information for people who use or are considering PypeServer® software for their Vernon®, HGG®, Machitech®, and pre-2020 Watts® pipe profilers



Upgrade Your Vernon to Better-Than-New with PypeServer

Bring your Vernon machine up to date with the ability to import spools directly from your CAD and BIM software, advanced nesting, remote programming, and higher cut quality. If your shop needs the features of a modern pipe profiler but your old Vernon is still going strong, a PypeServer upgrade will give it years more life at a very reasonable price and with almost no downtime. [Email us](#) to find out more.

Grinding Dust: The Most Expensive Steel In The World?

If you've used PypeServer's [web ROI Calculator](#), you may have noticed that a small increase in time spent grinding during fit-up can add up to huge labor expenses over time. Here's an example of two otherwise identical scenarios:

Parts cut per day:	<input type="text" value="30"/>	Parts cut per day:	<input type="text" value="30"/>
Cuts per part (including end cuts):	<input type="text" value="4"/>	Cuts per part (including end cuts):	<input type="text" value="4"/>
Scrapped parts (%):	<input type="text" value="3"/>	Scrapped parts (%):	<input type="text" value="3"/>
Jobs per month:	<input type="text" value="3"/>	Jobs per month:	<input type="text" value="3"/>
Spools per month:	<input type="text" value="18"/>	Spools per month:	<input type="text" value="18"/>
Randoms used per month:	<input type="text" value="40"/>	Randoms used per month:	<input type="text" value="40"/>
Length of single or double random (ft):	<input type="text" value="20"/>	Length of single or double random (ft):	<input type="text" value="20"/>
Average cost per foot of pipe (\$):	<input type="text" value="20.0"/>	Average cost per foot of pipe (\$):	<input type="text" value="20.0"/>
Average burdened hourly wage (\$):	<input type="text" value="30.0"/>	Average burdened hourly wage (\$):	<input type="text" value="30.0"/>
Time to create one cut-ready spool-sheet (min):	<input type="text" value="25"/>	Time to create one cut-ready spool-sheet (min):	<input type="text" value="25"/>
Time to program one part at the machine (min):	<input type="text" value="5"/>	Time to program one part at the machine (min):	<input type="text" value="5"/>
Time to nest parts per pipe random (min):	<input type="text" value="25"/>	Time to nest parts per pipe random (min):	<input type="text" value="25"/>
Time to re-make a scrapped part (min):	<input type="text" value="20"/>	Time to re-make a scrapped part (min):	<input type="text" value="20"/>
Time per cut to grind & fill for fit-up (min):	<input type="text" value="2"/>	Time per cut to grind & fill for fit-up (min):	<input type="text" value="3"/>
Time to find spool for on-site install (min):	<input type="text" value="10"/>	Time to find spool for on-site install (min):	<input type="text" value="10"/>
Time to update job status (min):	<input type="text" value="60"/>	Time to update job status (min):	<input type="text" value="60"/>
Results		Results	
Yearly labor costs without PypeServer: \$	53,920	Yearly labor costs without PypeServer: \$	68,320
Yearly labor costs with PypeServer: \$	22,132	Yearly labor costs with PypeServer: \$	22,132
Yearly labor savings subtotal: \$	31,788	Yearly labor savings subtotal: \$	46,188

In the scenario on the left the welders grind each cut for 2 minutes during fit-up. In the scenario on the right they grind each cut for 3 minutes. That small increase in grinding time adds up to nearly \$15,000 per year. The reason is simple. With the welders getting paid \$30/hour, each minute they spend grinding costs fifty cents. In these 120 cut/day scenarios, that adds up to \$60/day. Day after day after day.

This comparison illustrates the importance of cut quality. The more accurate the cuts from your pipe profiler, the less time your welders will spend in fit-up and the more money you'll save. That's why PypeServer obsesses over cut quality with algorithms that account for plasma beam shape, kerf, gas swirl direction, material thickness, ground paths, lead-in and lead-out dynamics, and other factors that all add up to save you money.

Ongoing promotions

1. **Label Printing is 50% off**

Our optional [label printing feature](#) lets you design your own label templates and automatically print unique labels for each part. Labels can contain any data that's in PypeServer, including part numbers, heat numbers, cut dates, and data imported from CAD. All barcodes and QR code formats are supported so you can easily provide scannable links to your drawings or any other data in your PypeServer system. [Read our flyer](#) to learn more about the PypeServer label printing option.

2. **Multi-Year Licensing Discounts**

Save on paperwork and on PypeServer license fees by renewing for more than one year at a time. With 2 years, get a 5% discount. With 3 or 4 years, get a 7% discount. With 5 or more years, get a 10% discount.

3. **Multi-Copy Licensing Discounts**

Now that PypeServer runs on Vernon, HGG, Machitech, and legacy Watts pipe profilers, we're pleased to announce discounts for customers who buy more than one copy of PypeServer. If your company already has PypeServer and purchases one or more additional copies for any machine in any shop under the same corporate umbrella, you'll get a license fee discount on all of them!

To take advantage of these promotions or for more information, [email us](#).

About PypeServer

PypeServer started in 2011 to streamline the CAD-to-Cut workflow. Our software is designed to import spools and parts from a wide variety of CAD and BIM software and to drive pipe cutting machines from Vernon (Lincoln Electric), Machitech, HGG to produce the most accurate cuts possible. We're known for our powerful and easy to use software, attentive customer service, and a rapid return on investment for our customers.

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