

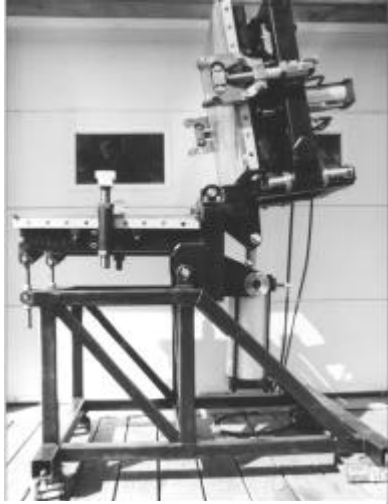
	<h1>The Gateway</h1>	
	<p><i>Buyer's Gateway to the Metals and Plastics Industry</i></p> <p>New England Edition</p>	
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**SABATTUS MACHINE WORKS, Inc.**  
Sabattus, ME

# SABATUS MACHINE WORKS, Inc.

**S**abattus Machine Works, Inc. was established by Denis Mailliet in 1986. A native Mainer, he graduated from University of Southern Maine, but settled in California after military service. He worked as a machinist and a tool and die maker for several companies starting in 1974, but came back home to Maine to start his own shop.



*This is a specially designed and built molding machine, copied and upgraded from a smaller version.*



*The lead machinist is busy polishing a fussy shaft journal for one of their top customers. The shop is neat and orderly from end to end, which is indicative of their attitude.*

Sabattus is a job shop serving all New England and is capable of turning out lower production quantities and/or prototypes. But, the specialty this shop offers has been to reproduce parts, often from badly smashed or worn parts. Because of his background, he's often able to produce reproductions, without prints, and often improve design features to enhance the part's function ability and life. If the part is too badly disintegrated, he often will visit the cus-



*Besides handling sales and design, Denis also runs machines and makes parts.*

tomers and view the application first hand to review the needs. But the real claim to fame comes from replacing the so-called aftermarket parts that U.S. and foreign (usually Europe and Asian) OEMs design for their ongoing replacement business. Often these parts are sold at a hefty premium and are considered throw away parts. That's good business for the OEM but not necessarily

good for the end user. So Denis is always on the look out for customers who are continually buying 6-8 replacement parts per month. If the end user calls Sabattus, it is often found that a longer life product can be made that saves a tremendous amount of money for the end user.

Sabattus has many examples of reverse engineering but here's one that's turned into a product line for them. They produce and sell a gear box to the non-woven textile industry that the original OEM doesn't support well. Denis saw the problem one of his customers had in getting replacement gear boxes and he reverse engineered the unit. He had the casting pattern made to provide the housing, and now stocks these units on the shelf for 24 hour shipment.

Another example of a headache a customer asked him to resolve was an OEM assembly that didn't allow bearing replacement and had to be discarded. He reverse engineered the part but made it so the bearing could be replaced saving the customer substantial money.

Sabattus also designs and builds specialty equipment. Denis has an engineering sense coupled with a common sense approach to solve automation applications. Together with his 6 personnel (has had 10-15 at various times) and the availability of an outside engineer on call, Sabattus helps a lot of different industries within their customer base. From textile applications, printing trade, construction, pharmaceuticals, wood workers and a host of general manufacturers, Sabattus is unique. They offer machining in milling, turning, grinding, welded fabrications or repairs, in-house heat treating, but also can produce jigs, fixtures, tools and tight tolerance gages.

In the area of machinery building, Sabattus was asked by a customer to build a specialized molding machine. The customer had already bought and was using a small



*This is a Sabattus replacement gear box for an imported non-woven machine that incorporates several improved features.*

version of the machine that was available on the market, but they needed a 24" x 24" platen area. So they contracted with Sabattus to design and build the bigger machine, using the small machine design as a guide.

Denis handles the sales contacts, quoting and customer follow-up, while his wife, Mona, handles the accounting and business end of the business. They are also looking to future expansion and have installed a computer system



*Mona handles the accounting side of the business. She asked Denis to review an accounts payable transaction.*



*A sampling of Sabattus produced parts.*

with Auto Cad for print generation and shop management software. The future will see CNC equipment being added, not for high production, but for easier, faster part production.



*A good example of reverse engineering to improve a headache. The original OEM product continually failed and needed to be replaced, plus it lacked adjustability. Sabattus redesigned the part, included a fine adjustment feature and now the part will last for years.*

The one point that Denis wants to get across to buyers, is, "Give Sabattus a try. If you're buying replacement parts from an OEM, Sabattus can make them just as well and likely for less money, and often with faster turn around. Plus, if it's a continuous use product, Sabattus will often carry an inventory of replacement parts for customers."

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