

## D&D Engineering's unbeatable partnership with Delcam and Delcam's manufacturing software, FeatureCAM

Don Binkley was VP and GM of a full fabrication and machining company, GL Precision, with nearly 120 employees. In 1998 at a young age of 42, Don's boss (Guy Lopez) passed away and his family came in to run things. The Lopez family released Don from his management duties much to the dismay of Don's long time customers.

One of Don's customers was so adamant that he start his own business and take care of him again, that he gave him a purchase order for some work and encouraged him to go into business.

A few years before Don's friend and boss passed away, a former employee of GL Precision Don had hired, and taught the trade to, had left the GL Precision business to strike out on his own. He built a small agricultural machine shop in the back of his home property. When he heard Don had left the company he made Don an offer he could not refuse, to utilize his shop in any way Don chose.

Don saved every bit of money left over from the jobs in those early days, worked 16 hours a day, and machined and fabricated parts to eventually buy his own machines, and so started D&D Engineering.

The D&D Engineering concept really started many years earlier. Don worked the oil fields right out of high school. Later he worked for a friend of his Dad who owned his own machining and fabrication company and became like a second father to him. This man was one of the first Marines to set foot on Guadalcanal in 1942 and was a good and stern mentor to Don. In these early days Don deburred parts and worked at general jobs in the shop until months later when he learned from the best and started making his own parts. His new boss rode him hard and made Don attend school at night to learn more about the trade. Don later went on to become a toolmaker in the Los Angeles area raising his three boys as a single parent.

After a few years in the big city Don had a chance at a job up in the north valley where he could raise his boys in a better environment and he jumped at the chance. He moved

his boys up to the Turlock, CA area and went to work for Guy Lopez.

Four years after he moved up to Turlock, Don was promoted to Vice President and General Manager and continued to work very well with Guy. "I learned most of the general management skills from Guy and it was totally different from working on the shop floor with machines. I learned Guy's philosophies and how to take good care of customers. This was very important to my education in business and GL Precision was

a great place. I would still be there if Guy was with us today," Don said.

D&D Engineering is located in the middle of the food processing belt and their primary customers are the big food companies like Dole, Gallo, Franzia,

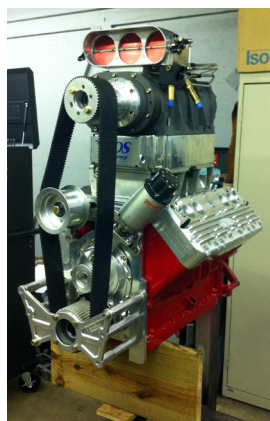
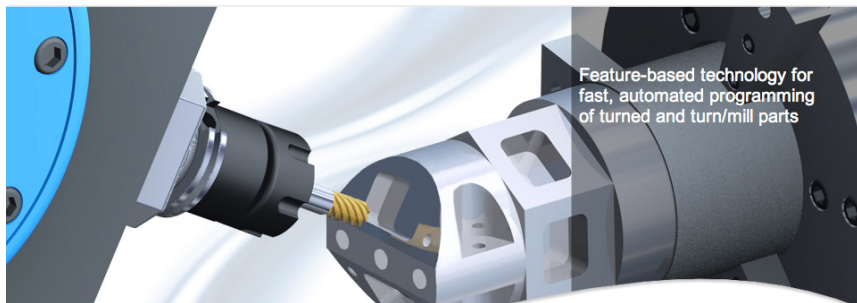
Land O Lakes, etc., with businesses in creamery, pudding, baby food, wine, tomato products, milk carton manufacturing and more. Don says, "In a good economy or a bad economy everyone has to eat and business is pretty consistent." D&D does a lot of designing and reverse engineering for the food industry. Don designs and helps to provide manufacturing solutions for many of his customers. Franzia Wineries came to him with a need for

repacking wine bottles for various displays, and Don came up with a design build for an air-operated lift for re-pack displays. This works off of vacuum and compressed air and repacks wine bottles in an effortless fashion, fast.

Customers will have assembly systems that may be down and Don will go in and engineer a solution with better material, a

more cost effective design, a special coating, or just a new system. D&D will usually get a new system built in one or two units and have it approved before they are allowed to revamp every system at a facility. Don takes his ideas back to the shop and works with his engineering team to design a solution on SolidWorks and then transfer that to Delcam's FeatureCAM software so that his team can transfer the model into machine code and machine intricate parts.

Alan Helm, D&D Engineering's Shop Foreman is a great CAD person. Alan works with Delcam software and the software experts at Delcam to program a perfect part through the D&D CNC Machines. Albert Franco is in the engineering department as draftsman. Albert works up the models in SolidWorks so they can be input to the FeatureCAM Software to produce machine code that can readily be interpreted by their CNC Machines. "The FeatureCAM

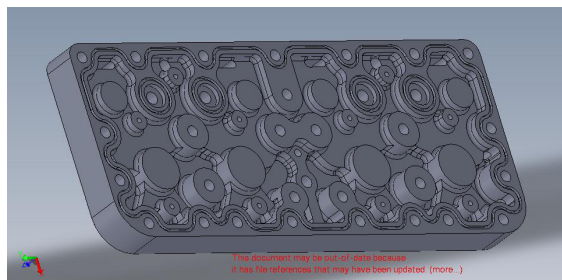
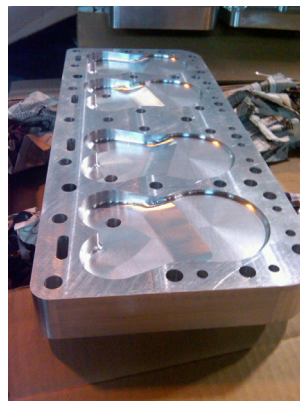
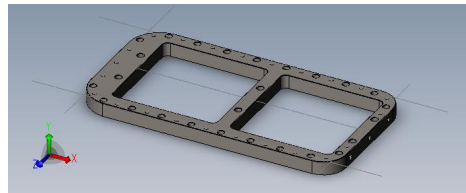
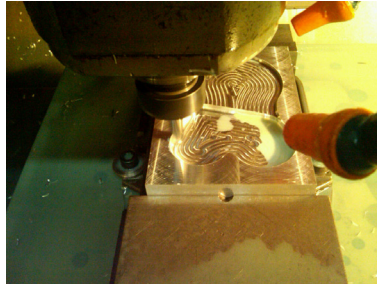
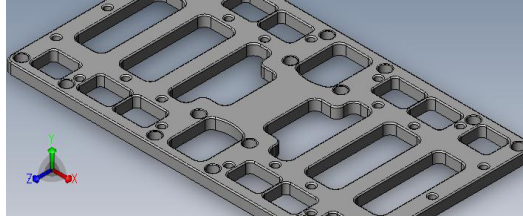


software has made life really sweet for us here at D&D Engineering. It's much faster and easier than anything we've ever used and there is a seamless communication from SolidWorks to FeatureCAM and then to the final CNC machines. It saves us so much time and money," Don says.

I asked Don; "How did you come to find out about Delcam Software?"

Don responded, "Years ago when I was running GL Precision, Guy let me buy our first CNC Machine. I was chartered with finding the best-suited employee to run this CNC. Alan was the employee who everyone brought his or her computers to, in order to be fixed, and he was a very good machinist, so I asked Alan if he would like to run the CNC machine. John Gale, who then worked at a machine tool dealer, showed him the CNC machine and recommended the best software to use, Delcam software. Don sent Alan to classes and Alan got to know John Gale pretty well. John Gale continued for years to help us through our endeavors since the late 1980's," Don said.

Don continued, "Using the Delcam software has really helped us grow the company and it really came in as a lifesaver on the new Bonneville salt flat car that we built. Delcam has been instrumental in helping us achieve the 4 world records we achieved running a 1940 Cadillac flat head in this Bonneville salt flat car."



records without Delcam. They have taken an active partnership after hours to help us out. John Gale is very dedicated to Delcam and he wants us to succeed. I would say John Gale is "Mr. Delcam", and Delcam as a company is the best to work with."

Don elaborated, "Delcam's service and tech line is like no other that we have used. When we have a challenge and we call Delcam we get immediate service help. John Gale and the Delcam team will spend the time to understand our challenges and guide us through the process. This is above and beyond any service we could expect. We race all over the country and we tell everyone about Delcam. They are a big part of our team! Thank you Delcam and we would like to thank, Mobile one, Kevin at Flatcaddie.com, Russ Meeks at Finish line Coatings. We could not have made this car and the world records without their support!"

### More on Delcam

FeatureCAM's advanced feature-based and knowledge-based technologies enable you to program your machine tools in the shortest possible time. FeatureCAM offers solutions for 2D and 3D milling, 5-axis simultaneous machining, high-speed milling, turning, turn/mill, live tooling and wire EDM.

FeatureRECOGNITION is a powerful way to simplify and accelerate programming. By programming parts based on features in the CAD model, FeatureCAM streamlines machining and makes it easier to create and edit parts. FeatureCAM provides manual, interactive and fully automatic feature recognition (AFR). AFR identifies all 2D, 3D, Turn, Turn/Mill and Wire EDM features, including features that overlap or intersect. Features are fully associative with the CAD model so that design revisions are re-machined automatically."

**For more information on D&D Engineering and their favorite companies (Laserart-world.com, FlatCadRacing.org Flatcaddie.com, Finishlinecoatings.com) call: (209) 664-9792, Don@D-Deng.com**

***For more information on Delcam and their superior software and service call: 877-335-2261***

***www.Delcam.com,  
www.featurecam.com***