

Automatics & Machinery Co., Inc. (A&M) Supports Their Customers across the U.S. with "The A Team!"



Machine tools are the heart of every machine shop. When the machines are not the best fit for a shop's needs, then that shop is leaving money on the table. This holds true for small to large job shops, captive shops and in large manufacturing facilities.

Since 1989, companies have relied on A&M's expertise and assistance to locate and acquire quality used machine tools best suited for their operations. The A&M sales staff helps customers evaluate their machine needs for now and in the future. This may include liquidating certain capital assets to off-set the purchasing of different machinery or a simple buy/sell transaction to add capacity or remove surplus.

While used machine tools are frequently the most affordable option, sometimes those shops have needs that require new machine technology, which A&M did not offer, until recently.

Over the last several years A&M's has been searching for the right new machine tool line to offer their customer base. The line needed to span the needs of small to large job shops and production facilities in Colorado and the Rocky Mountain States. It had to include manual tool room machinery through CNC production lathes and mills, from the basic needs through full 5-axis vertical machines. And critically, A&M wanted high quality machine tools at an affordable price. Ganesh Machinery met and exceeded all of these criteria.

The new Ganesh Machinery line allows A&M to enter the new machine tool market place offering customers a much broader range of machine tool options and capabilities while A&M's used machine tool expertise gives the customer the added benefit of A&M's ability to be aggressive with a trade-in program.

The A&M sales team consists of five highly experienced people lead by Steve Beck;

Mike Reeves (VP Sales) joined A&M in 2007 when he made his move from Arizona. In his previous life he was an RTM (resin transfer molding) Technician for 4 years with Sea Ray Boats and he owned and operated an electrical company which specialized in security systems. In a short time Mike has become a natural in assisting customers with their buying, selling and auction requirements. He is a Haas CNC specialist plus his knowledge of other brands grows daily, which makes him a desired commodity in the company's used machine tool industry. His focus is CNC Turning & CNC Machining Centers: Haas, Mori Seiki, Okuma, Kitamura, Mazak, Daewoo / Doosan, Miyano, Matsuura etc.



Sue Zeller joined The A&M sales team in 2002. She brought a diversified background in chemical and laboratory testing, manufacturing, marketing and technical sales. Sue focuses mainly on CNC Swiss lathe and bar feed systems by Star, Citizen, Tsugami, Tornos, Hanwha, NexTurn, KSI, Ganesh, LNS,

FMB/Edge Technologies, Iemca, high-pressure coolant systems, mist collectors and accessories for machine tools.



Brandon Osbourn joined A&M in 2008 as the Warehouse Manager. He quickly showed a desire for customer service and when we recognized this, along with his mechanical capabilities, he moved into sales. He is a dedicated salesman with a focus in all metalworking machinery

from CNC Turning & CNC Machining Centers, EDM, Grinders, General Machinery Tools, etc. He focuses on Hardinge, Hwacheon, Fanuc & Brother (Mill/Drill Centers), Hyundai-Kia/Hyundai-Wia, Doosan / Daewoo, Miyano, Mazak and a host of others. Regardless of your need to purchase, sell or auction he will assist you to the fullest.





Nick Johnson

Nick Johnson; Hardworking and extremely focused, Nick joined A&M in 2012. His varied background covers many industries from commercial and industrial fire protection installations and service, automobile service, customer relations, welding and having been self-employed brings

a specific entrepreneurial design to his sales. He has directed his abilities toward buying and selling all makes & models of CNC Turning, CNC Machining Centers and other CNC chip-making machine tools like DMG-Mori Seiki, Ganesh, Okuma, Hermle, Hurco, Kitamura, and Eurotech.

A&M covers the market with expertise in understanding CNC Turning, Machining Centers, CNC Swiss, Manual mills and lathes, Swiss tooling, bar feeds and bar loaders, mist collectors, chip wringers, and a number of ancillary product lines like Royal Products, WTO (CNC Static & live tooling, FMB/Edge Technologies, LNS, Iemca, Chip Blaster, CoolBlaster, MP Systems, Mayfran, Barrett, Sanborn (Chip-Pac), Genevieve Swiss (CNC Swiss tooling), Kennametal and more.



Steve Beck

Steve Beck personally has over 30 years of experience buying, selling, auctions, appraisal and financing within the machine tool industry. A&M has extensive expertise in many machine types including CNC turning (2-axis to Multi-axis), CNC Swiss, CNC Milling (knee mills to 5-axis), EDM, bar feeds, accessories including high pressure coolant

and tooling.

As A&M moves into new machine tool sales with Ganesh, A&M will continue to offer quality used machine tools to their customers nationwide and internationally. They operate an 18,000 square foot warehouse in Colorado, just north of Denver. They focus on manufacturers like Mori Seiki, Haas, Okuma, Kitamura, Fanuc, Hardinge, DMG, Kitamura, Star, Citizen, Tsugami, Tornos, Hanwha, Hwacheon, Agie-Charmilles, Makino, and more.

Automatics & Machinery is a member of the Machinery Dealers National Association (MDNA) and has an accredited machinery appraiser, on staff, accredited through the Associate of Machinery and Equipment Appraisers (AMEA). The company is aligned with several auctioneers across North America. So, A&M can help you to buy new and used machine tools; buy, sell, broker and trade-in your used machines, as well as, evaluate, appraise and auction all your assets.

A&M will keep the heart of your machine shop strong and profitable now and for years to come.

Hear Some Feedback From Automatics & Machinery's Customers:

“When I was working in our machine shop, one of our customers had a critical line down. The machine they were making parts on was a custom machine they built. They called me and asked if I could help get them out of a jam. My machine was able to make their parts, but I didn't have the needed of a particular bar feeder. I called Steve at Automatics. He started calling his contacts and found the specific bar feeder I needed for that job. He had it shipped to us overnight! The bar feeder was a fairly priced (no gouging because of my need), and our end customer was so happy that we got him out of a jam that he paid for the bar feeder. You just don't see the kind of 'I can make it happen for you' attitude that Automatics has!”

“The owner of our shop sells his used machine tool equipment on his own. He likes to think he is wheeling and dealing, but he would have gotten more for his used machines if he had contacted Automatics & Machinery. Shop owners don't have the time or resources to do the extensive research that Automatics does, nor do they know of all of the available buyers. Anyone selling used equipment should first call A&M.”



“We were in the market for some new Citizen M machines, but the delivery schedule didn't meet our requirements. We contacted Automatics & Machinery. They found 4 available in a shop in California. We flew out immediately and bought all 4, complete with tooling & bar loaders. We were up and running with our 'new' Citizens in no time! What a great experience”



“We've been buying and selling machines through Automatics & Machinery for many years now. We have

a very good working relationship, and I feel they get me a very fair price, based on age and condition, both for the machines we sell and the used machines we buy through them. They are a trustworthy group of people.”

Contact Automatics & Machinery when you are looking to buy or sell used machinery, anywhere in the U.S., and even internationally. You can reach them at 800-543-7666 or sales@automatics.com or visit their website (automatics.com). Trust your Used/New machinery to the professionals,

“The A Team!”