

# Cutting priorities

Founded in 1987, Tejas Electrical Enclosures Manufacturing Inc., Houston, focuses on making enclosures and components for customers such as General Electric, the U.S. Army and NASA. Tejas bends, cuts, shapes, perforates, notches, grinds, welds and polishes everything on site. Workpiece materials include steel, stainless steel and aluminum. Versatile, precise machining and quick turnaround is the company's mantra.

Meeting those goals calls for a vigilant eye on ways to boost productivity and expand skills, two priorities owner Joe Garza apparently has emphasized since day one. "We started with just one welding machine, a few tools and very little income," he said. "In fact, it took 6 months before Tejas received its first order. We started making electrical enclosures, but I did not have any equipment, so I had to go to other shops to have them cut and formed for me."

**END USER:** **Tejas Electrical Enclosures Mfg Inc.**  
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As Tejas' customer base grew so did the company. Five years ago, with the aim of providing customers with more sophisticated machining capabilities, Garza purchased a waterjet cutter from Romeo Engineering Inc., Fort Worth, Texas. "That really put us on the map," he said. "We went from days of manufacturing to hours or minutes. We cut our labor by more than half because we could produce it more precisely. And we can cut more types of material without being limited."

In 2006, Tejas added two more Romeo waterjets, and a fourth the following year. Each Romeo waterjet is equipped with a 60,000-psi pump manufactured by KMT Waterjet Systems Inc., Baxter Springs, Kan. "[Waterjet cutting is now] a division of its own here," said Garza. "Besides manufacturing, waterjet brings in quite a bit of business on its own because we are able to do cutting for other shops as well. With the addition of the four Romeo waterjet cutting machines and our powder coating division, Tejas has sped up production immensely. Equipment downtime is [less than three hours] for moving parts and assemblies." Orders are one to 1,000 enclosures in sizes from hand-held to as big as a room.

In the 22 years since its opening, Tejas (a Native American word that means friendly) has seen a lot of changes, yet its pri-



Romeo Engineering

Romeo Engineering's waterjet cutters with KMT pumps have enabled Tejas Electrical Enclosures Manufacturing to speed production and offer customers more sophisticated machining.

orities have remained the same. Tejas now consists of several divisions in a 14,500-sq.-ft. facility. It's still a family-run company, and many of the original employees continue to work there. "Tejas strongly believes in forming partnerships within ourselves and with other companies, such as Romeo Engineering and KMT pumps," said Garza.

And as always, boosting productivity and improving procedures are prime goals: "I earn a lot of business because [with waterjet cutting] I can do it faster, more efficiently and the quality has always been number one," said Garza. "I'm hoping to have two more Romeo cutting machines in the near future—maybe more."

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