

MATERIAL HANDLING EQUIPMENT & SERVICES

Custom machinery and automation firm growing Material handling applications a focus for Projects Designed and Built, Inc.

Projects Designed and Built, Inc. (PD&B), a Toledo-based company that provides custom automation and material handling systems, is celebrating its 20th anniversary this year.

Kenneth Martin, president of PD&B, started the company in December 1998 at his home while working for a local industrial distributor, Reliable Belting & Transmission Company, for 15 years.

"The real genesis of the company, however, came about when one of my customers



gave me CAD software that they no longer needed. Even though I had been in marketing and sales until then, I started designing parts and equipment. I discovered that I really enjoyed the process since it required equal parts imagination and engineering. As time went on, I designed some simple machines that much to my surprise, sold. A few years, and several machines later, PD&B was formed to provide custom automation and material handling systems. It has grown from there to employ 22 full-time employees who provide world-class machinery. Even today, it still amazes me when I consider how far we've come in the short time we have been around," said Martin.

According to Martin, the company supplies turnkey custom automation and material handling solutions that include – but are not limited to – process equipment, robotic integration, inspection equipment,



Material handling equipment in Projects Designed and Built's facility

plastic secondary operations machinery, ovens, production lines for aluminum tubing, food processing equipment, steel handling packages, corrugated machinery, machining, electrical services, panel builds, and fabrication for the metals, production

furniture manufacturers, plastics, food processing, corrugated paperboard, and automotive industries, among others. "We work, and have worked, with just about any industry short of oil and gas," (...continued on page 11)

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PD&B

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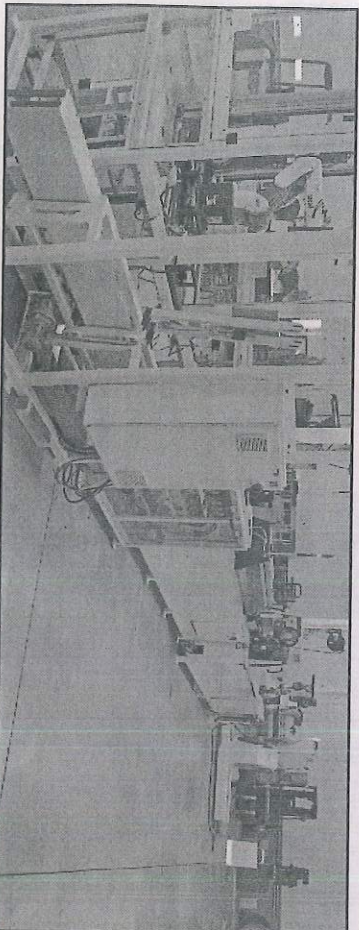
said Martin.

The company provides solutions locally, nationally, and internationally, serving northwest Ohio and the broader US, as well as places such as China, India, and Europe, noted Martin.

"At PD&B, we handle everything from

and we partner with our vendors to ensure we're using the safest, most efficient components. Out in the shop, we have a continuous improvement initiative that includes updating eligible machining centers every two to three years. All of this leads to a safer, more cost-effective product for our customers," said Martin.

When speaking of its material handling capabilities, Martin noted that while there are several conveyor companies available for stock applications, PD&B provides access to



Equipment in Projects Designed and Built's Toledo facility

custom solutions to material handling. It can come in the form of robotic integration into a pallet building application, or perhaps a V-roller billet handling system. He explained that the requests are never the same.

Some benefits of working with PD&B involves its safety-led designs, noted Martin. "Our innovative engineered approaches provided by highly-trained personnel with loads of industry diverse experience are great benefits, as we have nearly 50 years of combined industry experience. Another benefit is we have sales and service provided

around the world, with 24 hour assistance with direct, live connections to the machines," said Martin.

He noted that because of this approach and its designs, when the company goes to its customers and presents its concepts, the most common response is, "When can we get it?" not, "How much will it cost?"

"I think that says it all. It's not really a sales job at that point, but rather that the design takes care of that for us," said Martin.

PD&B added two fabricators and a machinist before the new year and with its ongoing activity in the quoting department, Martin is expecting to need more employees in the first half of the year.

Martin explained that the company's growth is due to the people who work for PD&B, as well as its partners.

"From the very beginning, we've been extremely lucky to have great people working here. My dad always told me to 'find the smartest and hardworking people you can, and you're guaranteed success.' He was right then and he's right today," said Martin. "Beyond our internal team, we have some great customers that have become partners with us. They understand that we share the same goal of making them safer, faster, and more operator-friendly, and we are pursuing that every day. These partners are always providing feedback and opportunities for us to take equipment to the next level. We're very thankful of our customers' commitment to partnering with us so that we can continue to make impactful innovative solutions that can be seen in countries around the world."