



## Southwest Waterjet

### A Young Company with many Years of Experience

First, you get a small company in business for less than two years, with over 10 years waterjet experience, and 20 years manufacturing experience. Southwest Waterjet is eager to grow their business and intent on providing their customers with the highest quality product possible, at the best possible price. Southwest has many ways to help their customers save money, while giving them quality parts that meet specifications.

Second, unlike many new shops starting up and looking for experienced journeymen, you get seasoned experience in co-owners Mike Gudín and Enrique Sánchez. Mike has a degree in electronics, and has been involved in



manufacturing in Arizona for over 20 years. Enrique, Mike's brother-in-law, has 10 years of waterjet cutting experience under his belt.

The start-up business has been so successful over the past 13 months that last month they purchased their second waterjet and moved to a new facility that is 75% larger than their previous shop. "We moved to this facility", Mike says, "with plans to continue to grow and add more equipment".

The company purchases only OMAX® waterjets. Enrique says, "I first trained on a competitive waterjet, and actually worked with it for my first three years. Then I moved to another company that had OMAXs. Since then, I am sold on the OMAX". Mike agrees with Enrique, and says he researched many other competitive brands, even some manufactured in Asia, before the two agreed to go with OMAX. Mike elaborates, "I've worked in the machine tool industry for 20 years,



and I recognize the importance of a machine's reliability, and the subsequent customer service you receive from the manufacturer and the dealer. With the OMAX machine, you rarely have down time and when you have questions or issues, the support is excellent. We get excellent support from OMAX, and from the local dealer, Glen Zachman from North-South Machinery. I don't think I would even entertain another manufacturer when we go to buy our third waterjet". Mike and Enrique both believe in buying new going forward, as "New just increases the probability of zero downtime for us, therefore better service for our customers. Also, you get the latest and greatest tooling on OMAX's new equipment. For instance, on our new OMAX, we got the Drill Head attach-





"Aside from excellent cut quality and the best prices, Southwest Waterjet continually provides us with personalized customer service and fast turn around times with a smile! I appreciate this more than words can express."

President/Owner of a sheet metal company in Tempe, AZ

"I heard about Southwest Waterjet from a colleague of mine. They made a few pieces for a wing lift and a pieces for a nacelle platform out of honey-comb aluminum. They also cut several other aluminum pieces for me. I was impressed with their quick turnaround, good prices, great customer service, and their friendly attitude. I would absolutely recommend them!

They have done a great job for us and I expect to continue doing work with them in the future. Matt Smith has given us great support!"

Manufacturing, Research, and Development - Boeing

"We've been using Southwest Waterjet for about a year now. We are a machine shop and some of our parts require more precise cutting than our machinery allows. We send the parts over to Southwest, and they cut the parts quickly and precisely. This saves us time and money. The team at Southwest Waterjet provides quick turnaround, reasonable prices, and they are great to work with!"

Purchasing/ Office Manager of a machine shop in Tempe, AZ

"We went through 4 different waterjet companies before we found Southwest Waterjet. They are by far the best waterjet company we have used. We use them to cut a variety of parts, including stainless steel and mild steel parts. They turn quality products around quickly, sometimes in one day, and they are just a great team!"

Machine Repair Shop

ment. We've used it few times already for cutting plexiglass and other composite materials, such as G10. It allows us to cut these materials faster, and more precisely".

Not all of the team members are family. Mike calls out team member Matt Smith as a key contributor to the company's success. "Matt came to us from the Sign Manufacturing Industry. He has a degree in drafting and design. When he gets a customer drawing in, he carefully evaluates it and assures it is exactly what the customer wants. Matt will also work with the customer to save them money on their parts. Matt has a great attitude, and excellent customer service skills."

A recent addition to the Southwest Waterjet team is Louie Bateman. Louie recently joined as Sales Manager. Louie has been involved in the local steel and commercial construction industry in the valley for the past 20 years. Mike says, "Louie is a great guy and brings increased experience and knowledge to Southwest Waterjet".

Cordillia Arredondo, co-owner of Southwest Waterjet, although not always on the front lines, has been a vital part of Southwest Waterjet's success.

Mike's son Mike Jr. is learning waterjet cutting with the guidance of Enrique and son Ryan, at 15 years of age, is learning the business working there in the summer.

Southwest Waterjet's customer base spans machine shops, sign companies, OEM manufacturing companies, metal fabricators, artistic designers, metal stamping, tool die makers, stone and tile fabricators, glass fabricators, and many more!

As much as Southwest loves getting those big jobs, from the small to large companies, they also enjoy helping the entrepreneur who needs work done. When they say, "No job too large or to small", they mean it.

Mike says, "Southwest Waterjet also believes in giving back to the community. We have donated material and services to local Fire Departments, Colleges, and other local elementary and high schools. We really enjoy being able to help out, when we can."

The team at Southwest Waterjet calls out a few of the many benefits of using them for your waterjet cutting, including:

- Southwest Waterjet will work with you to save you money on your parts! Contact them and find out how!
- Waterjet cutting can normally be more cost effective than other processes.
- They can cut nearly any material, up to six inches thick, in virtually any shape imaginable.
- Waterjet cutting offers relatively cold cutting - no heat affected zones.
- It results in a satin smooth finish, resulting in reduced secondary operations.
- It allows for tightly nested parts, saving material costs.

For more information on cost-effective, high quality, quick turn around waterjet cutting, with a knowledgeable staff, call Southwest Waterjet at 480-306-7748 or go to their website at [www.southwestwaterjet.com](http://www.southwestwaterjet.com).