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Story of a CNC Waterjet Super-User

Tejas Electrical Enclosures Mfg. Inc.

President of Company: Joe Garza

Year Established: 1987

*By Paul Oehler, PE – Licensed Engineer
Romeo Engineering Inc*

In the world of ultra high-pressure waterjet machining, there are the everyday users and then there are the Super-Users. These companies truly embrace the full power of technology and make it a central part of their business plan. Tejas Electrical Enclosures Inc of Houston, Texas, is a success story that epitomizes the American dream. Tejas is home to four high-pressure waterjet cutting machines manufactured by Romeo Engineering Inc of Fort Worth, Texas. Starting with virtually nothing 22 years ago, Tejas now makes enclosures and components used on the very most important projects in the United States. Tejas' manufacturing capability includes full-compliance NEMA type products as well as numerous other applications. Tejas' electrical enclosures meet strict requirements and are suitable for demanding industrial applications worldwide. Custom orders are an example of Tejas Electrical Enclosure's premier services capability and pinpoint timetable delivery system.



"Tejas is an old Indian word that means friendly," says Joe Garza who founded Tejas in 1987. "We started with just one welding machine, a few tools, no equipment, and very little income. In fact, it took six months before Tejas received their first order. We started making electrical enclosures, but I did not have any equipment so I had to go to other shops to have it cut and formed for me," says Joe. Twenty-two years later, Tejas is still a family-run business that has expanded tremendously. The modern plant now

occupies six full lots, a huge waterjet division, and a massive powder coating division. "Orders can be from one to 1000 boxes. They can be sized from handheld to as big as this room. Our biggest customers are GE, the Army, NASA, Romeo Engineering, and electrical distributors."

Tejas maintains high quality standards by overseeing production from start to finish. Tejas begins with raw materials including steel, stainless steel, and aluminum. Tejas bends, cuts, shapes, perforates, notches, grinds, welds and polishes everything on-site. Equipment downtime is minimal (less than three hours) for moving parts, assemblies, etc. "With the addition of the four Romeo Waterjet cutting machines and our powder coating division, Tejas has sped up production immensely. Our

company also fabricates its own tooling in-house to meet any special order requirements” says Joe. “Tejas can adjust to meet special manufacturing demands with 24-hour around-the-clock manufacturing within 72-hour notice.”

“As the years went by, we wanted to do more sophisticated work. We bought our first waterjet cutting machine from Romeo Engineering in 2004. That really put us on the map. We went from days of manufacturing to hours or minutes. We cut our labor more than half because we could produce it more precisely. There was no limit to what we could do. In 2006, we had two more waterjets delivered. In March 2007 we bought the fourth one. That has created a division of its own here. Besides manufacturing, waterjet brings in quite a bit of business on its own because we are able to do cutting of other customers as well.” And it’s no trouble. Everything is bigger in Texas and the operation at Tejas is no exception. They simultaneously run four 60,000-psi pumps manufactured by KMT Waterjet of Baxter Springs, Kansas. “It has benefited us tremendously. You can cut more types of material without being limited. Waterjet is more flexible. That is what I like about it. I earn a lot of business because I can do it faster, more efficiently, and the quality always remained #1,” says Joe.



So what is the secret for Super Success? Romeo Engineering’s Vice-President Paul Oehler says, “First, you must have robust equipment that meets demanding accuracy and reliability. The stress relieved, ground chassis and ball screw drives of our multi-axis waterjets insures accuracy and reliability. Second, I think that forward-thinking companies should include several waterjets in their original business plan. It offers the most flexibility of any machine tool on the market. Unlike laser and plasma, waterjet is a very scalable technology that can grow with your company. In addition, having special capabilities is important. Finally, and most important, the key to a successful business is getting fast personal service. Joe knows he can call me day or night and we will be there pronto! In today’s market, we understand that being down for even one day is too long.”

“Tejas strongly believes in forming partnerships within ourselves, with Romeo Engineering and KMT pumps,” says Joe. Indeed, Romeo Engineering outsourcers work to Tejas and other customers who own Romeo jets. “Tejas does excellent work. Romeo Engineering is proud to include Joe’s enclosures on these our important automation projects” says Oehler. As an engineering based business not only does Romeo Engineering Inc manufacture waterjet equipment, we design and manufacture multi-million dollar assembly lines for variety of products like helicopter blades, airbags, oil field, etc.

“Much has changed in since 1987. Most of our employees have worked of us for over twenty years and are the best craftsmen in this industry. Our plant produces superior quality electrical enclosures of all sizes and types. Our services not only include custom electrical enclosures manufacturing, but also water jet cutting and powder coating. Tejas takes much pride in the fact that we have four Romeo waterjet cutting machines,” says Joe. “I’m hoping to have two more Romeo Engineering cutting machines in the near future. That’s right--six machines. Maybe more! I think there will be a lot of business in the near future. You have to have optimism, or we would not have four waterjets already.”

Check out the You-Tube video by searching Tejas, Romeo, or KMT!

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