



Family-Owned - American Made

Converter Rebuilding System

Effective: September, 2020

Thank you for your interest in ATI's **Converter Welding and Overhaul System**. ATI Performance Products has developed various combinations to accommodate both the first time converter builder and the experienced converter manufacturer. ATI will assist you in customizing the system to your needs based upon your anticipated daily production of converters. Whether you produce 2, 20, or 2,000 converters a day, ATI can put together a system that's right for you.

PRICE SCHEDULE	PART #	PRICE
CW4 CONVERTER WELDING MACHINE (with US and Export Power Supply)	990000L	\$36,495.00
<i>5" more swing, will accommodate 3" taller converters</i>		
CW4 CONVERTER WELDER LESS POWER SUPPLY & WIRE FEEDER.	990000L-1	\$29,950.00
CW3 CONVERTER WELDING MACHINE (with US and Export Power Supply)	990000	\$29,750.00
CW3 CONVERTER WELDER LESS POWER SUPPLY & WIRE FEEDER.	990000-1	\$24,950.00
RETRO-FIT KIT FOR CW3 MOTOR (Converts to new Bodine 1450 gear motor)	994055	\$529.00
CW3 HUB WELDING FIXTURE	991450	\$549.99
TOOLING AND TRAINING PACKAGE	995020	\$15,900.00
TOOLING PACKAGE ONLY	995021	\$10,500.00
CUT OPEN LATHE	991500	\$15,950.00
CUT-OPEN SYSTEM COMPONENTS	991002	\$3,360.00
NEW ENGINE LATHE	995000	P.O.R.
THE "QUICK TEST" CONVERTER LEAK TESTER	992000-2	\$2,695.00
"ACCU-BALANCE" CONVERTER BALANCER (Includes tooling)		
Specify wiring needs (P1W3 or P3W3)	850000-2	\$12,595.00
RETRO-FIT KIT FOR ACCU-BALANCE BALANCER	850800	\$1,495.00
EXPORT TRANSFORMER FOR BALANCER.	850008	\$895.00
CLUTCH PISTON BONDER (Includes tooling)	860003	\$12,495.00
CLUTCH PISTON BONDER ONLY (Without tooling)	860003NT	\$9,895.00
RETRO FIT KIT (Minco to Chromolox)	860122	\$1,551.00
RETRO-FIT KIT FOR ACCU-BONDER (old PC Board)	861082	\$749.00
EXPORT TRANSFORMER FOR BONDER.	860008	\$1,095.00
PASS THROUGH CONVERTER WASHER	991510	P.O.R.
CW3 INDICATING KIT	991700	\$379.00
FORD STUD WELDING FIXTURE	991100	\$579.00
GM PAD WELDING FIXTURE	991200	\$159.00
HUB CUT-OFF BAR (with 10 inserts)	995190	\$489.00
CW3 CUTTING SHANK.	995141	\$149.95
INSERT FOR CUTTING SHANK #995141 (8mm 3/8).	995201	\$34.95
REPLACEMENT OVERLAY - CW3 CONTROL PANEL	990501	\$39.95

To place an order for individual pieces of equipment, a 50% deposit is required. For larger orders, a 50% deposit, a Bank Letter of Guarantee for funding or a confirmation of purchase from a verified lessor is required before ATI builds. You may want to lease your CW3 Welder and/or full rebuilding system. Don't forget to call your bank. Often banks are the best and most reasonable source of funds. Delivery dates will vary according to the system and equipment options ordered.

We hope that you will be as excited about this method of rebuilding quality torque converters as we are. Our programs could all be specially designed to your individual needs, so don't hesitate to call us toll-free at 800-284-3433 to discuss how a system can be custom tailored for you. There's no obligation. In almost every case, it's cheaper to make your own torque converters. The quality is definitely the best, plus you (and your customers) never have to wait for another converter to be delivered! Further, you can produce enough extra units to sell to neighboring transmission shops to finance your equipment. Don't forget, they're looking for quality units, too. **Call today! 1-800-284-3433.**



Rebuilding Converters: How to stop spending money and start making it.

We talk to many people who think the initial investment to rebuild torque converters is excessive, but let's put pencil to paper. A complete system including the CW3 Welder and three lathes with tooling costs about \$110,000. This includes:

1 CW3 Converter Welder	\$29,750
1 used turret lathe for cut open	\$15,950
2 new lathes for machining	\$27,900
1 Converter leak tester	\$ 2,695
1 Torque converter balancer	\$12,595
Tooling and training package	\$15,900

This system will build two converters per man hour. Each man will produce approximately 15-16 units per day. Two men would produce 32 converters daily. In one month (20 working days), they would build 640 converters (32x20=640). Selling these converters for an average selling price of just \$100.00 each would equal \$64,000 gross sales each month.

GROSS AVERAGE OF SALES:	\$64,000
YOUR COSTS:	
Loan payment (\$110,000 at 8% for 5 years)	\$ 2,365
Labor (2 men @12.00 per hour)	\$ 3,840
Parts average \$20.00 per unit	\$12,800
Total Costs	\$19,005
GROSS PROFIT BEFORE OVERHEAD	\$44,995

(Subtract your floor space, electric, etc. for net profit)

BREAK EVEN POINT: To recoup your monthly expenditure of \$19,005 (loan payment, labor and parts), you would have to sell 9.5 converters a day (\$19,005 divided by \$100 [average selling price] equals 190 converters a month). Divide 190 by 20 working days to get 9.5 converters per day to cover expenditure. At low volumes, the investment on equipment will stay fixed while labor and parts can be cut in half.

Loan costs (based on 5 year loan)	\$2,365	320 converters gross at \$100.00 per unit	\$32,000
Labor (one man)	\$1,920	Less Costs	- 10,685
Parts (Average \$20.00 per unit)	\$6,400	Gross before overhead	\$21,315
	\$10,685		

Many question the need for more than one lathe: The explanation is simple. The old adage, "Time is money", is very true. When rebuilding torque converters, it is the law. Torque converter rebuilding is ALL labor. Only a very small percentage of your cost is in parts and in many cases, this expense is zero.

A Separate Cut-Open Machine is essential. Why?

- 1) You can cut open a converter in less than two minutes.
- 2) You can cut the unit and walk away. No clean up time to prepare the machine for other operations.
- 3) It preserves your accurate machining lathes from the abuse and mess of cut open.
- 4) With two men producing 640 units a month, the initial cost of the machine will be about \$0.31 each unit with zero labor wasted on clean up.

Over a five year period: 640 units monthly x 60 months = 38,400 units
 \$15,950 (machine cost) divided by 38,400 units = \$0.42 each



Paying For The System

BANK NOTE

While leasing is a very popular method of financing equipment, if you have a good relationship with your bank, the bank should be your first stop. A five (or three) year note with your bank will usually be at a much better rate than that which you can get from a leasing company. Give them a call first.

LEASING

You may want to lease your CW3 Converter Welding equipment. Leasing is the largest method of acquisition in the world today. **Eight out of ten** businesses lease equipment for the following sound business advantages:

- **Leasing** is the easier, faster way to obtain credit and 100% financing.
- **Leasing** conserves capital for investments that generate higher earnings.
- **Leasing** provides "off-balance sheet" financing while keeping current credit lines intact.
- **Leasing** provides a secondary finance source for present and future business needs.
- **Leasing** allows the lowest cost implementation reducing expenses during the start-up period.
- **Leasing** provides tax benefits, has no hidden charges, is easy to budget.

Examples of a leasing program using a 60 month term at 5.5%

Pay two monthly payments down at the signing of the lease. Then using the \$1 buy-out factor, choose the number of months over which you wish to finance your purchase.

Multiply the amount you are financing by that factor to get your monthly payment:

$$\begin{array}{r}
 \$29,750 \text{ Purchase Price} \\
 \times .01892 \text{ 60 month / \$1 Buy Out Factor} \\
 \hline
 = \$562.87 \text{ Monthly Payment} \\
 \times 2 \text{ Down payment is 2 months down} \\
 \hline
 = \$1,125.74 \text{ Down payment} \\
 + \$562.87 \text{ Monthly payments for next 58 months}
 \end{array}$$

Pay 60 payments of \$562.87 and then \$1 at the end of the lease if you elect to purchase the equipment.

Multiply the amount you are financing by that factor to get your monthly payment:

$$\begin{array}{r}
 \$100,000 \text{ Purchase Price} \\
 \times .01892 \text{ 60 month / \$1 Buy Out Factor} \\
 \hline
 = \$1,892 \text{ Monthly Payment} \\
 \times 2 \text{ Down payment is 2 months down} \\
 \hline
 = \$3,784 \text{ Down payment} \\
 + \$1,892 \text{ Monthly payments for next 58 months}
 \end{array}$$

Pay 60 payments of \$1,892 and then \$1 at the end of the lease if you elect to purchase the equipment.

THESE ARE ONLY EXAMPLES. RATES, PLANS AND TERMS WILL VARY FROM COMPANY TO COMPANY. APPLICABLE TAXES AND FEES MAY APPLY. ALL RATES ARE SUBJECT TO CREDIT APPROVAL.



Leasing Companies

The following companies have expressed interest in assisting with financing needs. Their names are provided for your convenience only.

ACG Equipment, LLC

9436 Hamilton Drive
Mentor, OH 44060
866.807.8383
440.360.7275
440.360.7086 (fax)
www.1acg.com

Atlantic Capital

6851 Oak Hall Lane
Columbia, MD 21045
888.799.3330
888.799.3708 (fax)
www.atlanticcapital.com

Chesapeake Leasing

22 W Padonia Road, Suite C-350
Timonium, MD 21093
443.588.4040
443.471.8095 (fax)
www.chesleasing.com

Direct Capital Corporation

155 Commerce Way
Portsmouth, NH 03801
866.777.0117
800.875.0312 (fax)
www.directcapital.com

FirstLease, Inc.

1 Walnut Grove, Suite 300
Horsham, PA 19044
866.493.4778, ext. 291
215.283.9870 (fax)
www.firstleaseonline.com

GreatAmerica Leasing Corporation

One GreatAmerica Plaza
625 First Street, SE Suite #800
Cedar Rapids, IA 52401
800.234.8787
800.488.6262 (fax)
www.greatamerica.com

Midcountry Equipment Finance

7825 Washington Avenue, South, Suite 120
Bloomington, MN 55439
952.641.6151
952.241.3061 (fax)
www.midcountrybank.com

Pyramid Equipment Leasing Corporation

10 South Franklin Turnpike
Ramsey, NJ 07446
201.818.8800
201.818.0550 (fax)
www.pyramidleasing.com

Sandy Spring Bank

17801 Georgia Avenue
Olney, MD 20832
800.399.5919
301.483.6701 (fax)
www.sandyspringbank.com

Suncoast Equipment Finance

3316 Wallace Avenue
Tampa, FL 33611
877-724-5949
813.443.8259 (fax)
www.sefinance.net

Also contact your local banking institution. Their lending rates are often competitive with leasing companies. Examples of possible leasing arrangements are shown on the other side of this sheet. They are examples, provided for informational use only. **Interest rates change daily.**

GM 245mm Bushing Replacement #991003...\$3,596.54

Includes the following components:

991340	.....	6 Jaw 8" Adjust Thru Chuck
991341	.....	Pump Support Fixture w/2 bushing drivers
995570	.....	(1.438/1.439) Plug Gauge 245mm Fwd Hub Bushing
991342	.....	Lathe Adapter Shaft
991343	.....	Roller Burnish Tool
991344	.....	.0001 Indicator
991345	.....	Mag Base
991346	.....	Starrett Mag Base
991704	.....	Dial Test Indicator

- ATI has the OEM bushings in all 3 sizes if your supplier cannot provide.
- Support fixtures and drivers allow for removal and correct depth installation of under size (bore in place) bushings.
- The 6 Jaw Chuck and indicator allow you to adjust the bowl to zero the hub OD.
- The tenth indicator allows you to accurately repeat cross slide position to bore the bushing to 1.4378 (.0002 under finish).
- The Roller Burnish Tool finish sizes to 1.4382 and gives you a mirror like surface on the bushing.
- Plug gauge verifies finish size Title 1.4380 go and 1.4390 no go as well as a test for bushings you are not going to replace.
- The 6 Jaw Chuck is supplied with custom soft jaws for the 245 and also can be used for many operations where accurate concentricity is required.

Balance Weight Removal & Installation #991004...\$2,495.00

Includes the following components

991290	.....	Angle Grinder
991291	.....	Abrasive Pad Adapter
991292	.....	120 Grit Discs (50 pieces)
991293	.....	Air Chisel
991294	.....	Chisel for part #991293 (Set of 2)
991297	.....	Miller Mig Welder

- Air chisel cuts off old weights.
- Air grinder cleans up surface after weight removal.

Converter Tooling - Measuring Indicating # 991005...\$3,363.07

Includes the following components:

991350	.....	0-1 Starrett Micrometer
991351	.....	1-2 Starrett Micrometer
991352	.....	2-3 Starrett Micrometer
991353	.....	6" Caliper (Set of 2)
991354	.....	12" Caliper
991355	.....	0-1" Indicator (Set of 4)
991356	.....	Mag Bases Lathe Indicator (Set of 3)
991357	.....	Standard Mag Bases (Set of 2)
991344	.....	.0001 Indicator *
991704	.....	Dial Test Indicator *
991358	.....	Indicator Clamps (Set of 2)
991346	.....	Starrett Mag Base * Test indicator
995571	.....	.625 Plug Gauge
995570	.....	(1.438/1.439) Plug Gauge* 245mm Fwd Hub Bushing
991359	.....	Assy Plate w/300 mm height gauge

* Also on 245 FWD kit 1

Cover & Clutch Preparation #991006...\$1,072.68

Includes the following components:

991240	.....	3/8" Air Angle Gear Drill (Set of 2)
991241	.....	1/4" Air Die Grinder
991242	.....	Abrasive Flap Wheels (Set of 5)
991243	.....	Wire Brush (Set of 5)
991244	.....	1/4" Wire Brush (Set of 10)
991245	.....	3/8" Wire Brush (Set of 10)
991246	.....	3/8-16 Helicoil Set
991247	.....	5/16-24 Helicoil Set
991248	.....	10 mm 1.5 Helicoil Set
991249	.....	Knurling Tool
991250	.....	3/8-24 Die
991251	.....	10 mm x 1.0 Die
991252	.....	10 mm x 1.5 Tap
991253	.....	3/8-16 Tap
991254	.....	5/16-24 Tap
991255	.....	1/8-27 Tap
991256	.....	Tap Handle
991257	.....	Die Holder
991258	.....	Metric Tap & Die Set

Tools for cover preparation include:

- Wire brushing inside of pilot
- Wire brushing to clean threaded mounting bolts
- Taps, dies, and Helicoils to check and/or repair studs and mounting holes
- Knurling Tool to resize pilots if necessary.
- Abrasive Flap Wheels make short work of removing old lining from clutches.

GM Stator #991007...\$2,269.00

Includes the following components

991261	.....	8" 3 Jaw Plain Back Chuck
991262	.....	1/2" Collet
991263	.....	1/2" x 1/2" Mill
991260	.....	Bench Top Mill

On many GM stators, the cap is swedged in place. The swedge must be milled off to remove cap for inspection.

Miscellaneous Items 991008...\$4,358.00

991270	.....	3/16" Handstamp 1-9
991271	.....	3/16" LTR Stamp (27 pcs/set)
991272	.....	Box Stapler (air)
991273	.....	Staples (case)
991274	.....	1" Wide Roll 240 Grit Paper
991275	.....	1" Wide Roll 120 Grit Paper
967100	.....	Miller Tig Welder
991277	.....	Silicon Bronze Rod (10 lbs)
991278	.....	Welding Helmet
995150	.....	Spare 3/8" Cut Open Head
995170	.....	Spare 1/8" & 3/16" Cut Open Head
991280	.....	Silicon Grinding Wheels for carbide (Set of 2)
991281	.....	Baldor Bench Grinder (1800 rpm)
991282	Assorted Shim Stock (15 pcs.)

Note! All prices in this brochure are subject to change without notice!



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