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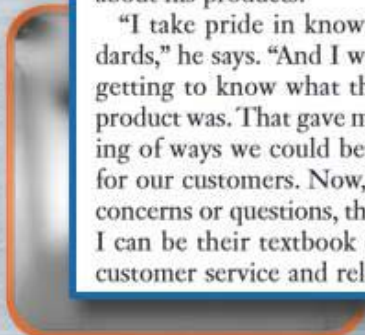
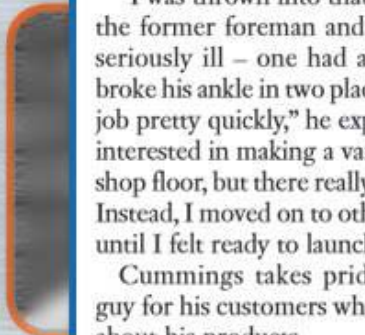
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Ryan Cummings

Owner, Rylex Machine & Supply

Edmonton, AB

Ryan Cummings launched Rylex Machine & Supply when he was just 23. In the past eight years, he's built it up to a shop of 20 employees with a variety of CNC machines, manual lathes and nipple threading machines.

The company specializes in high quality flanges and fittings, partly because that is what Cummings has known his whole life. Straight out of high school he worked for his father's shop for a few years, at one point serving as foreman for the shop floor.

"I was thrown into that position because both the former foreman and his replacement were seriously ill – one had a stroke and the other broke his ankle in two places, so I had to learn the job pretty quickly," he explains. "I became really interested in making a variety of changes on the shop floor, but there really wasn't an opportunity. Instead, I moved on to other shops to learn more until I felt ready to launch my own."

Cummings takes pride in being the go-to guy for his customers when they have questions about his products.

"I take pride in knowing the updated standards," he says. "And I was always interested in getting to know what the end purpose of the product was. That gave me a better understanding of ways we could better make the product for our customers. Now, if a customer has any concerns or questions, they can just call me and I can be their textbook of information." That customer service and relationship building has

helped him build the company.

He also takes great pleasure in thinking up new, more efficient ways of processing parts.

"For instance, a lot of people still tap on manual drill presses," he explains. "We brought in a Haas mill with a fourth axis and we now do it with thread milling. We're always looking for the most efficient way to bring down costs for our customers, while also giving them the best service."

