Walk into any busy manufacturing shop on a Monday morning and you can feel the tempo. Phones ring, forklifts beep, machines warm up, and somewhere a project manager is eyeing a whiteboard full of due dates. In that setting, a fast and reliable path from RFQ to first article approval is not a billboard slogan. It is how a custom metal fabrication shop earns trust, wins repeat work, and keeps crews paid through the winter.

I have spent years on the floor and in front of customers across metal fabrication Canada, from precision CNC machining to heavy weldments. The smoothest programs do not happen by accident. They come from a disciplined approach that respects design intent, understands production reality, and communicates clearly from the first email to the final inspection. This is how we move from rapid quote to first article, without gambling on quality.

What “rapid” actually means

Speed without control just moves problems upstream. When a customer asks for a rapid quote, they usually mean three things: responsive communication, a price that matches scope, and a realistic promise on lead time. The best canadian manufacturer I ever worked with would answer within hours and give a clear path. If they needed 48 hours to finish a complex estimate, they said it. If they could slot a rush into their cnc machine shop by shifting a night shift, they told me that too. Predictable beats fast-and-wrong every time.

There is a discipline to quoting quickly. You build standard costing models for common processes like cnc metal cutting, press brake forming, steel fabrication, and cnc precision machining. You log your real cycle times, not the optimistic ones. You keep a shelf of standard material sizes and trusted suppliers, and you know lead times for plate, bar, and odd alloys. For a custom steel fabrication program that might involve carbon steel plate up to 2 inches, 6061-T6 aluminum bar, and a handful of 316 stainless components, we already have data. That lets us price with confidence without starting from a blank spreadsheet.

Start with a better RFQ

The RFQ you receive often determines whether the quote is fast and right or slow and wrong. A build to print request can mean anything from a complete drawing package with a proper BOM to a rough sketch and a napkin note. I have no problem with napkins, but I need a quick discovery call to fill in the gaps.

On any job that matters, I push for a 15-minute kickoff. We pin down tolerances that matter, cosmetic requirements, weld symbols and acceptance criteria, and the sequence of operations. If the part will sit inside an assembly, I ask for the mating component drawings or a step file. A cnc machining shop can save hours of rework by checking a hole pattern against a real-world fixture or by confirming whether a 0.250 inch fillet radius is functional or just cosmetic. An Industrial design company can help here too, translating intent into tolerances. That collaboration shortens the loop and often trims cost as well.

A practical example: we once quoted a set of brackets for an Underground mining equipment supplier. The print called for a ±0.005 inch position tolerance on a slotted hole. The part was 3/8 inch thick A36, laser cut and formed, then zinc plated. Holding that tolerance across cutting, forming, and plating is expensive and fragile. After one call, we learned the

slot only guided a cable tie. We relaxed the tolerance, cut the price by 18 percent, and shipped a flawless first article. The mining equipment manufacturer got what they needed without paying for microns that did not matter underground.

Pricing the work without guesswork

No two metal fabrication shops cost jobs exactly the same, but the bones are similar. Material, machine time, labor for handling and welding, outside services like heat treat or plating, programming time, QA, and freight. For cnc metal fabrication and precision cnc machining, we break the estimate down to features, not just parts. Pockets, profiles, deep holes, and tight true positions have different run times and scrap risks.

Tooling and fixturing are where many quotes go sideways. A job that looks simple may need a custom fixture to hold thin aluminum during a high-speed contour pass. A set of machined pipes for food processing equipment manufacturers might distort when clamped, so you account for soft jaws and a re-cut step. Being explicit about setup time and tooling saves the awkward “we need more money” call later.

Material sourcing is another lever. If you are a steel fabricator with volume discounts on common grades, you can quote lower and still hit margin. If a part calls for abrasion-resistant plate headed to a logging equipment repair, you mark the lead time in days and have a backup source in case the mill slips. A good welding company knows when to bump to a different wire or process Great post to read to control distortion so the downstream machining stays in tolerance. All of this should surface during quoting, not after the PO.

The anatomy of a rapid quote

There is no one-size template that fits aerospace parts and biomass gasification skids, but the most effective estimates share a few qualities. They are clear about scope, identify unknowns, and pair price with delivery windows. If we must import a special casting from a specific Machinery parts manufacturer, we tie the schedule to that dependency. If we see a risk on a thin-wall bore for a custom machine, we propose a process that mitigates it, like roughing, stress relief, and finish boring.

To keep speed without breaking accuracy, we use libraries of process times, common weld sequences, and proven programs for the cnc metal cutting stations. Our programmers keep a bank of toolpaths for repeat features. Our buyers hold a shortlist of mills and service centers with real contacts, not generic inboxes. The office does not need to chase down a price each time we need 3/8 inch pickled and oiled sheet.

Kicking off the job: from PO to router

Once the purchase order arrives, the clock really starts. The worst thing a custom metal fabrication shop can do is sit on a PO while engineering unravels a surprise. We run a contract review within 24 hours. Someone technical, someone from production, and someone from QA read the documents, check rev levels, and confirm special notes. If there is plating, paint, passivation, or a surface finish callout like Ra 63 microinch on machined faces, it gets captured on the router.

Revision control sounds boring until you machine a batch of parts to an old rev. We keep a single source of truth. The shop floor sees the same model that programming used. If an update lands midstream, we mark parts in process, quarantine affected WIP, and communicate with the customer immediately. Those habits keep small problems small.

Material ordering comes next. We align the cut plan with available sheet sizes to reduce scrap, then we buy. If you run a cnc machine shop, you track bar drops and remnant racks like inventory, not a graveyard. On a fast first article, we often split buys, small quantity air-shipped for the prototype and the balance moving by ground for production.

Process design for manufacturability

Even with a build to print job, the shop owns manufacturability. A print is not a process plan. Good process engineers think in steps, workholding, and heat movement. On a complex weldment, we decide the weld sequence to limit pull, design tack fixtures, pick wires and gases, and plan for intermediate inspections. If a frame will later see precision cnc machining for bearing seats, we leave machine stock and datum the frame consistently so the machine can find true.

Edge cases matter. Thin stainless plates warp when overheated during cnc metal cutting. We may use nitrogen for laser cutting to avoid oxidation on edges that later get TIG welded. Hot-rolled scale can chip end mills if not removed, so we plan a scuff pass. On a custom fabrication with long, narrow ribs, we tab strategically to keep parts stable but ***mining equipment manufacturers*** easy to remove. These calls come from scars and from watching real parts move on tables.

Programming teams help too. High-speed adaptive toolpaths reduce cycle time and load, which improves surface finish and tool life. On tight hole locations for cnc precision machining, we drill undersize, then interpolate or ream, checking positional accuracy with a probe. A cnc machining services provider worth their salt will treat probing as a process step, not an afterthought.

Welding and machining must dance, not argue

Shops that weld in one building and machine in another often fight invisible wars. The welders want to finish the job in one go. The machinists want flatness that life does not offer. The only way through is to plan the dance.

For frames used in industrial machinery manufacturing, we design in machine pads and reference datums that survive welding, stress relief, and blasting. We scribe light witness lines at critical points before grit hits the steel. For assemblies headed to mining equipment manufacturers, we anticipate field abuse and overbuild where it counts, like gusseting shear planes or protecting hydraulic hose routes.

We also call out straightening where appropriate. Post-weld heat treatment might be required when hardness or toughness must be controlled. Coordinate with the heat treater on load orientation and quench media, then measure and machine accordingly. A sloppy load rack can ruin the best fixturing plan.

Quality gates that keep the schedule safe

Speed dies when the first article boomerangs back for a preventable defect. We set upstream quality gates. After laser cutting, we check a handful of parts from the nest for hole size and burr. After forming, we measure angles and leg lengths off a gauge block, not by eyeball. Before welding a subassembly into a large frame, we check tab fit and squareness. These quick checks catch tool wear, machine drift, and setup mistakes early.

On the machining side, in-process inspection with spindle probes and quick-check tools like pin gauges and bore gauges save scrapped time. You do not want to find out a two-hour contour is off because the origin shifted. For components destined for food processing equipment manufacturers, surface finish and cleanability carry special weight. We document weld cleanliness, remove crevices, and hold the correct roughness to avoid bacterial harborage. Those needs should sit in the router from the start.

First article: what approval really means

A first article is not just a part in a box. It is an agreement that the process works. We ship with a clear inspection report tied to the drawing, notes on any concessions that were approved, and photos of features that are hard to see. If there are special coatings, we include certs. If parts will be used in a machine that sees high shock like logging equipment, we tell the story of how we controlled weld heat and checked penetration, often with macro-etch samples.

Customers vary. Some want a full FAIR package, others want a dimensioned check sheet and a video of the part on the CMM. If you are shipping to a cnc machining shop as a subcontractor, you may only need to show a subset. The key is to ask early and build the package as you go, not the night before a courier run.

The most persuasive first article I ever sent had three things: a clean dimensional report, evidence of process control, and proof we understood the application. That last one matters. If your part lives inside a custom machine for pulp and paper, show that you checked the press fit at operating temperature or guarded a surface that will later be bonded. It signals you are not just a Machining manufacturer turning the handle, but a true partner.

Communication that earns calendar days back

Email is fine for POs, not for problems. When risk shows up, I call. On a rush job for a biomass gasification startup, we discovered the specified pipe schedule was unavailable in Canada for 6 weeks. We put three options on the table the same day: change schedule and adjust weld prep, sleeve with a standard size and machine to OD, or 3D print sand molds and pour a one-off casting with a domestic foundry. They chose the sleeve option. We held the delivery window and stayed on budget.

Daily or twice-weekly updates help everyone breathe easier, especially on multi-operation assemblies. A short note that material arrived, laser is done, and parts are at the press brake keeps the buyer from guessing. When outside vendors are involved, like a powder coat line or a nitriding shop, we tie their schedules to ours and communicate one number up the chain, not three conflicting ETAs.

Building smart fixtures fast

Fixtures shave hours, but they cost time to design and build. On a quick-turn first article, we lean on modular fixturing and 3D-printed soft jaws. For small cnc precision machining parts, additive inserts let us hold awkward shapes without waiting for steel jaws. For larger weldments, we use a grid table with standard squares and stops, then print or cut simple locators that match the print datums. You do not need a monument fixture to get a clean first article. You need repeatable, known datums.

A tip that pays for itself: document fixturing with photos and brief notes, then tie those to the router. When the inevitable reorder comes six months later, you will not spend half a shift reconstructing tribal knowledge.

Managing tolerances where they live

Many prints carry tight numbers because the modeler was cautious or because the real interface is unknown. That is not criticism, just reality. As a custom metal fabrication shop, we can help move tolerances to where they deliver value. If a face mates to a gasket, flatness matters more than parallelism across a non-functional edge. If a bolt hole pattern aligns with a laser-cut plate from another supplier, we might suggest match drilling at assembly to reduce stack-up risk. The buyer does not always ask for this kind of thinking, but they remember the suppliers who offer it.

We also watch for plating growth and heat treat movement. Zinc plating can add 0.0002 to 0.0005 inch per side. Hard coat anodize might add more. If a hole tolerance is tight, we oversize before plating or ream after. For induction-hardened shafts, we grind after hardening. If delivery forbids post-coating machining, we account for growth in the pre-plate dimensions and verify with test coupons.

The real constraints of machines and people

A cnc metal fabrication quote that ignores spindle availability or welder skill mix is a fairy tale. You need to know which machines can hold the 40-inch travel for a plate, which operator is comfortable with 0.020 inch wall tubing, and when the 5-axis center is down for maintenance. I have pushed a rush through a shop by moving a job from a premium mill to a stout 3-axis with a creative setup and two extra flips. The cycle was longer, but the calendar was shorter because the premium machine was booked for aerospace work.

People matter more than machine horsepowers. A talented TIG welder can cut rework to near zero, which protects your schedule. A programmer who knows when to change strategy on a gummy stainless will save a spindle crash. These are not soft factors. They are the difference between a two-week first article and a three-week apology.

When the job is heavy, the stakes go up

Large fabrications for industrial machinery manufacturing or underground mining equipment suppliers add logistics and safety concerns that do not appear on a small aluminum bracket. You plan crane lifts, rigging points, and shipping cradles at the quoting stage. You talk to the Steel fabricator who will cut the beams, not just the salesperson. If a frame will ship to a remote mine, you design for assembly in rough conditions. Oversized holes and lead-in chamfers forgive field misalignment. Weld symbols specify full penetration where fatigue demands it, but you do not gold-plate non-critical joints.

If the job crosses a border, paperwork is not an afterthought. NAICS codes, origin certificates, and coatings that trigger special handling can slow a shipment at the worst time. A canadian manufacturer with experience moving machinery parts across provinces and to the US will build that into the plan from day one.

Two short checklists that keep you honest

- RFQ essentials: current drawings and models, BOM with materials and specs, critical-to-function tolerances, required certs and coatings, delivery target with any hard dates.
- First article package: complete dimensional report tied to print, certs for material and coatings, photos of key features and fixturing, notes on process deviations that were approved, packaging details that protect machined faces.

Packaging and shipping that respect the work

Nothing erases a good first article like a dinged corner or scratched surface. Packaging is part of the process. We bag machined parts with VCI when corrosion is a risk, cap threaded holes, and brace tall weldments so a forklift driver does not gamble with center of gravity. For heavy assemblies, we build skids with screw-down points and lifting instructions painted on. A small touch like painting a datum edge a different color can save hours in receiving.

Carriers vary. For delicate cnc precision machining components, I prefer a dedicated courier over a consolidated LTL where parts play pinball. For rugged steel fabrication, a well-braced flatbed is fine. Every shipment includes contact info, not just a PO number, so if a problem arises on the road, a human can solve it.

Scaling from first article to production

A great first article is the start of a relationship, not the finish line. The process should already hint at scale. Are we relying on a single ace welder, or can two others step in? Is the program parametric so a drawing revision updates toolpaths with minimal rework? Do we have supplier depth for the oddball bushings or can we bring that into our cnc machining shop to control schedule?

We gather lessons learned within 48 hours of shipment. Short meeting, no blame, just facts. What slowed us down, what sped us up, what risks remain. We update the router, fixture notes, and quotes for the next round. Customers can feel this discipline even if they never see the meeting notes. Lead times tighten, pricing stabilizes, and trust compounds.

Where specialization fits

Not every shop should chase every job. A welding company that thrives on stainless sanitary work brings different tools and instincts than a heavy plate outfit. A Machine shop focused on tight tolerance aerospace bushings lives in a world of tool life, runout, and microfinishes that does not map easily to 2-inch fillet welds. The best partnerships happen when a shop leans into its strengths and builds a bench of partners. A custom metal fabrication shop that can reach out to a trusted cnc machining services provider or an Industrial design company on short notice solves problems faster and safer.

The same goes for industries. Food processing equipment manufacturers care about crevice-free joints, clean-in-place geometry, and documentation. Logging equipment rewards robustness and serviceability. Biomass gasification systems introduce heat, corrosion, and sealing questions that touch materials science. If you have experience in a sector, say so, and apply that lens to DFM suggestions. It shows in the first article.

The quiet advantage of data

Data does not have to mean dashboards. Keep a log of quotes won and lost, with cycle times and margin notes. Track how long it really takes to saw, deburr, or tap certain hole counts. Record how much welding wire you consumed on a frame and how many hours it took to straighten. The next estimate will be better. Over a year, the shop becomes honest about its strengths and faster in its wheelhouse. That is where real rapid lives.

On the inspection side, save CMM programs and ballooned prints so you do not start over. Use consistent feature naming so engineers and inspectors speak the same language. Over time, your first articles grow boring in the best way. They pass, ship, and lead to production orders.

A note on pricing pressure

There is always a shop willing to quote cheaper. Sometimes you lose on price. I sleep fine when I lose a job that I know we could not run safely or profitably at the winning number. What hurts is losing because our quote was slow or poorly scoped. That is fixable. When we quote fast, smart, and candidly, we win the right work. We also earn the right to pick up the phone and suggest a material swap or a process change that saves the customer money. That is where real margin hides for both sides.

Bringing it all together

From the first email to the first approved piece, the path is simple to describe and hard to execute. You need clean inputs, honest estimates, tight process design, disciplined QA, and straight talk. The details change whether you are building a small run of turned bushings for a cnc machining shop, a batch of enclosures for an electronics OEM, or a big weldment for a mining equipment manufacturer. The mindset does not.

If you run or buy from a custom metal fabrication shop, reward the behaviors you want. Send clean RFQs. Take the quick calls. Approve sensible DFM suggestions. Pay on time. On the supplier side, answer fast, quote clearly, flag risks early, and ship first articles that speak for themselves. That is how you transform rapid quote into a first article that opens the production door, not a one-hit wonder.

Business Name: Waycon Manufacturing Ltd.
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Business Hours:
Monday: 7:00 am – 4:30 pm
Tuesday: 7:00 am – 4:30 pm
Wednesday: 7:00 am – 4:30 pm
Thursday: 7:00 am – 4:30 pm
Friday: 7:00 am – 4:30 pm
Saturday: Closed
Sunday: Closed

Google Maps (View on Google Maps):
https://maps.app.goo.gl/Gk1Nh6AQeHBFhy1L9

Map Embed:

Short Brand Description:
Waycon Manufacturing Ltd. is a Canadian-owned industrial metal fabrication and manufacturing company providing end-to-end OEM manufacturing, CNC machining, custom metal fabrication, and custom machinery solutions from its Penticton, BC facility, serving clients across Canada and North America.

Main Services / Capabilities:
• OEM manufacturing & contract manufacturing
• Custom metal fabrication & heavy steel fabrication
• CNC cutting (plasma, waterjet) & precision CNC machining
• Build-to-print manufacturing & production machining
• Manufacturing engineering & design for manufacturability
• Custom industrial equipment & machinery manufacturing
• Prototypes, conveyor systems, forestry cabs, process equipment

Industries Served:
Mining, oil & gas, power & utility, construction, forestry and logging, industrial processing, automation and robotics, agriculture and food processing, waste management and recycling, and related industrial sectors.

Social Profiles:
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Waycon Manufacturing Ltd. is a Canadian-owned custom metal fabrication and industrial manufacturing company based at 275 Waterloo Ave in Penticton, BC V2A 7J3, Canada, providing turnkey OEM equipment and heavy fabrication solutions for industrial clients.
Waycon Manufacturing Ltd. offers end-to-end services including engineering and project management, CNC cutting,

CNC machining, welding and fabrication, finishing, assembly, and testing to support industrial projects from concept through delivery.
Waycon Manufacturing Ltd. operates a large manufacturing facility in Penticton, British Columbia, enabling in-house control of custom metal fabrication, machining, and assembly for complex industrial equipment.
Waycon Manufacturing Ltd. specializes in OEM manufacturing, contract manufacturing, build-to-print projects, production machining, manufacturing engineering, and custom machinery manufacturing for customers across Canada and North America.
Waycon Manufacturing Ltd. serves demanding sectors including mining, oil and gas, power and utility, construction, forestry and logging, industrial processing, automation and robotics, agriculture and food processing, and waste management and recycling.
Waycon Manufacturing Ltd. can be contacted at (250) 492-7718 or info@waycon.net, with its primary location available on Google Maps at https://maps.app.goo.gl/Gk1Nh6AQeHBFhy1L9 for directions and navigation.
Waycon Manufacturing Ltd. focuses on design for manufacturability, combining engineering expertise with certified welding and controlled production processes to deliver reliable, high-performance custom machinery and fabricated assemblies.
Waycon Manufacturing Ltd. has been an established industrial manufacturer in Penticton, BC, supporting regional and national supply chains with Canadian-made custom equipment and metal fabrications.
Waycon Manufacturing Ltd. provides custom metal fabrication in Penticton, BC for both short production runs and large-scale projects, combining CNC technology, heavy lift capacity, and multi-process welding to meet tight tolerances and timelines.
Waycon Manufacturing Ltd. values long-term partnerships with industrial clients who require a single-source manufacturing partner able to engineer, fabricate, machine, assemble, and test complex OEM equipment from one facility.

Popular Questions about Waycon Manufacturing Ltd.

What does Waycon Manufacturing Ltd. do?

Waycon Manufacturing Ltd. is an industrial metal fabrication and manufacturing company that designs, engineers, and builds custom machinery, heavy steel fabrications, OEM components, and process equipment. Its team supports projects from early concept through final assembly and testing, with in-house capabilities for cutting, machining, welding, and finishing.

Where is Waycon Manufacturing Ltd. located?

Waycon Manufacturing Ltd. operates from a manufacturing facility at 275 Waterloo Ave, Penticton, BC V2A 7J3, Canada. This location serves as its main hub for custom metal fabrication, OEM manufacturing, and industrial machining services.

What industries does Waycon Manufacturing Ltd. serve?

Waycon Manufacturing Ltd. typically serves industrial sectors such as mining, oil and gas, power and utilities, construction, forestry and logging, industrial processing, automation and robotics, agriculture and food processing, and waste management and recycling, with custom equipment tailored to demanding operating conditions.

Does Waycon Manufacturing Ltd. help with design and engineering?

Yes, Waycon Manufacturing Ltd. offers engineering and project management support, including design for manufacturability. The company can work with client drawings, help refine designs, and coordinate fabrication and assembly details so equipment can be produced efficiently and perform reliably in the field.

Can Waycon Manufacturing Ltd. handle both prototypes and production runs?

Waycon Manufacturing Ltd. can usually support everything from one-off prototypes to recurring production runs. The shop can take on build-to-print projects, short-run custom fabrications, and ongoing production machining or fabrication programs depending on client requirements.

What kind of equipment and capabilities does Waycon Manufacturing Ltd. have?

Waycon Manufacturing Ltd. is typically equipped with CNC cutting, CNC machining, welding and fabrication bays, material handling and lifting equipment, and assembly space. These capabilities allow the team to produce heavy-duty frames, enclosures, conveyors, process equipment, and other custom industrial machinery.

What are the business hours for Waycon Manufacturing Ltd.?

Waycon Manufacturing Ltd. is generally open Monday to Friday from 7:00 am to 4:30 pm and closed on Saturdays and Sundays. Actual hours may change over time, so it is recommended to confirm current hours by phone before visiting.

Does Waycon Manufacturing Ltd. work with clients outside Penticton?

Yes, Waycon Manufacturing Ltd. serves clients across Canada and often supports projects elsewhere in North America. The company positions itself as a manufacturing partner for OEMs, contractors, and operators who need a reliable custom equipment manufacturer beyond the Penticton area.

How can I contact Waycon Manufacturing Ltd.?

You can contact Waycon Manufacturing Ltd. by phone at (250) 492-7718, by email at info@waycon.net, or by visiting their website at https://waycon.net/. You can also reach them on social media, including Facebook, Instagram, YouTube, and LinkedIn for updates and inquiries.

Landmarks Near Penticton, BC

Waycon Manufacturing Ltd. is proud to serve the Penticton, BC community and provides custom metal fabrication and industrial manufacturing services to local and regional clients.

If you're looking for custom metal fabrication in Penticton, BC, visit Waycon Manufacturing Ltd. near its Waterloo Ave location in the city's industrial area.

Waycon Manufacturing Ltd. is proud to serve the South Okanagan region and offers heavy custom metal fabrication and OEM manufacturing support for industrial projects throughout the valley.

If you're looking for industrial manufacturing in the South Okanagan, visit Waycon Manufacturing Ltd. near major routes connecting Penticton to surrounding communities.

Waycon Manufacturing Ltd. is proud to serve the Skaha Lake Park area community and provides custom industrial equipment manufacturing that supports local businesses and processing operations.

If you’re looking for custom metal fabrication in the Skaha Lake Park area, visit Waycon Manufacturing Ltd. near this well-known lakeside park on the south side of Penticton.

Waycon Manufacturing Ltd. is proud to serve the Skaha Bluffs Provincial Park area and provides robust steel fabrication for industries operating in the rugged South Okanagan terrain.

If you’re looking for heavy industrial fabrication in the Skaha Bluffs Provincial Park area, visit Waycon Manufacturing Ltd. near this popular climbing and hiking destination outside Penticton.

Waycon Manufacturing Ltd. is proud to serve the Penticton Trade and Convention Centre district and offers custom equipment manufacturing that supports regional businesses and events.

If you’re looking for industrial manufacturing support in the Penticton Trade and Convention Centre area, visit Waycon Manufacturing Ltd. near this major convention and event venue.

Waycon Manufacturing Ltd. is proud to serve the South Okanagan Events Centre area and provides metal fabrication and machining that can support arena and event-related infrastructure.

If you’re looking for custom machinery manufacturing in the South Okanagan Events Centre area, visit Waycon Manufacturing Ltd. near this multi-purpose entertainment and sports venue.

Waycon Manufacturing Ltd. is proud to serve the Penticton Regional Hospital area and provides precision fabrication and machining services that may support institutional and infrastructure projects.

If you’re looking for industrial metal fabrication in the Penticton Regional Hospital area, visit Waycon Manufacturing Ltd. near the broader Carmi Avenue and healthcare district.