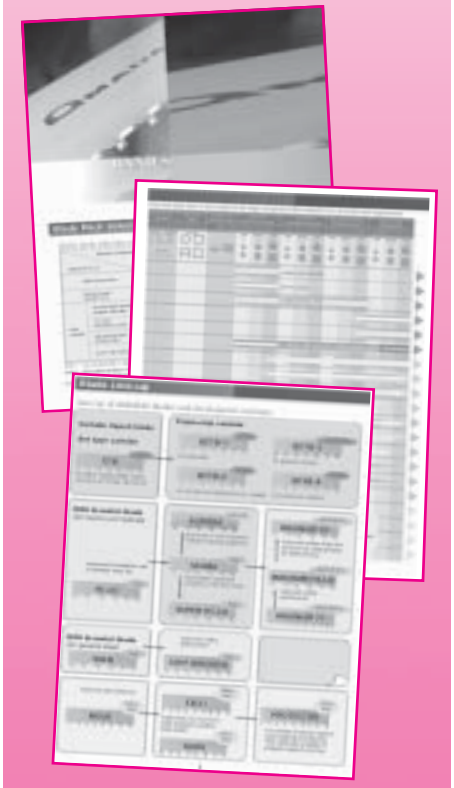
AMADA
Amada Cutting Technologies, Inc.

AMADA BANDSAW NEWS

Volume 6 Number 1 ~ April 2004 ~ An Amada Cutting Technologies Publication

New Blade Series Flyer Released



ACT has just released a comprehensive eight-page Blade Series flyer. The flyer features sections for Blade Pitch Selection, Blade Type Selection, Blade Line-Up (a complete list of blades and development concepts), and Blade Specifications for every blade currently available.

To receive a copy of the flyer, please call (800) 877-4729 or send an email to info@amadabandsaw.com. O

Putting Our Customers First

Mac Tadokoro

By the time you receive this newsletter, we'll be only a couple of months away from the halfway point of 2004! It looks like a bellwether year. Many analysts and leading metal-publication editors and reporters have concurred that the market for metal-cutting machine tools is on the rise.

The U.S. Department of Commerce reported that metal-cutting spending rose from $2.619 billion in 2002 to $3.087 billion last year, an 18-percent increase. This year those figures are expected to reach about $3.4 billion. Gardner Research reported that annual domestic saw blade sales were about $109 million in 2003 and should top $125 million in 2004.

We were also encouraged by the increase in traffic and leads generation at last month's WESTEC Show at the Los Angeles Convention Center. We continue to strive to provide our customers with quality service and are always exploring ways to improve our diverse product line of bandsaws and blades.

You'll find this issue especially interesting. Read about how Phoenix-based PMC Machining is utilizing a variety of bandsaws to satisfy their unique customer base. We have also recently released a brand new Blade Series flyer that provides customers with everything they ever wanted to know about ACT's blades. And we have also initiated a nationwide advertising campaign with leading metal-industry publications to promote our varied product line.

As always, we welcome your comments and recommendations for future issues. Please call me at (800) 877-4729 or send email to info@amadabandsaw.com. O

Bob Riley Joins ACT as Southeast Sales Representative

Bob Riley is ACT's new independent sales representative for the Southeast. Bob is calling on customers in Georgia, North Carolina, South Carolina, Tennessee and Virginia. He is based in Charlotte, NC.

Bob brings to ACT almost 20 years of industry experience. He spent 17 years with a large machine tool manufacturer in Charlotte in a number of executive positions, including vice president and general manager, vice president of marketing and national sales manager. Bob also spent five years as a senior staff engineer with Drexel Heritage Furniture in Morganton, NC, where he was responsible for design, fabrication and installation of materials-handling systems and special systems. He completed several major *(Please turn to page 4.)*

Tech Tips

Situation: Running a new Bandsaw Blade

Suggestion: When a new bandsaw blade is used for the first time, be sure to break it in. If the blade isn't properly broken in, its long-term effectiveness may be impacted. Here are some useful tips:

- Leave the cutting pressure control dial at the normal setting.
- Set the blade speed-control dial 20- to 30-percent lower than the normal setting.
- Set the flow-control dial at one-half of the normal setting.

After the bandsaw blade has been broken in, gradually return the bandsaw blade speed-control and flow-control dials to the normal setting. If the bandsaw blade still vibrates before you begin a standard cutting operation, then reduce the running speed, and gradually return the blade to its standard cutting condition.

Blade Types Are Changed

Blade types SVGLB and MVGLB item numbers have been changed to SGLB and MGLB. This is only a name change and doesn't affect the type of material or blade sizes and available pitches. Blade type SGLB is available in a variable pitch only. Blade type MGLB is available in a straight pitch 1/2"-width and below, and in a variable pitch 3/4"-width and above — please reference the blade specifications located in the Blade Price Book for availability.

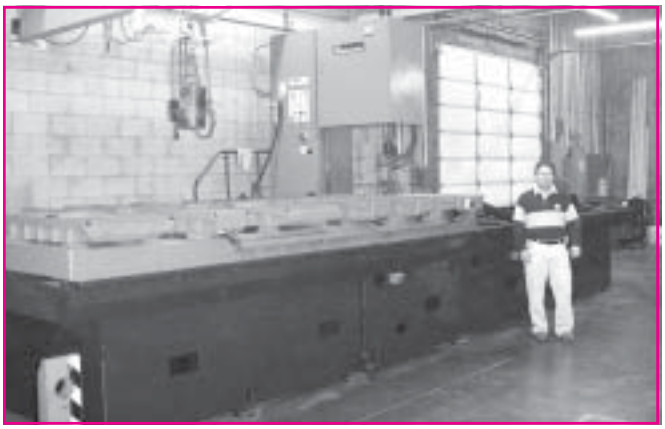
ACT has already begun marking all-new blade material with the new designation; the blade pitch is also marked on the blades. For more information, please contact Rod Milliken, Operations Manager, (800) 877-4729; rod@amadabandsaw.com. O

APPLICATIONS

Bandsaws Boost Productivity, Cut Tough Materials for PMC Machining

Phoenix, AZ-based PMC Machining (www.pmcmfg.com) manufactures and machines what the firm's president, Mark Porter, calls 'high purity targets' — products that are used in the flat-panel and display industries. These include parts for laptops, CRTs and big-screen televisions.

The company, established in 1987 by Porter and his brother Rick Champion, who serves as vice president, has 35 employees and two manufacturing and machining facilities comprising 30,000 square feet. PMC Machining initially opened its doors to specialize in close-tolerance aerospace machining, with an emphasis on large production runs. In 1996, the company entered the thin film target business, supplying architectural and residential glass coaters. Two years later, PMC Machining began producing 3N5 purity chromium for the flat-panel market. In 1999, the company began chromium/chromium alloy production for thin-film magnetic memory disks.



Pictured in front the VM3800 plate saw is PMC Machining Vice President Rick Champion

Today, PMC Machining's primary markets include:

- North America and Southeast Asia architectural and residential window producers
- U.S. web-coating and anti-reflective film producers
- U.S. and Southeast Asian thin-film disk producers

"We're different from a saw house since we don't subcontract saw work for the general public," Porter said. "All of our sawing is for our specific requirements only and we have been able to cut products fast and efficiently so we can move them to the other processes within our business."

Porter said the key to satisfying these unique requirements has been the machines from La Mirada, CA-based Amada Cutting Technologies (ACT: www.amadabandsaw.com). PMC Machining utilizes three bandsaws — the H1300, HA700 and HFA250W; and one plate saw, the VM3800. All of the machines are currently running 20 hours per day, six days a week. Target materials include:

- Chromium and chromium alloys 2N8 purity to 3N5 purity
- Titanium CP grade 4 to 4N5 purity
- Aluminum 3N, 4N, 5N
- Nickel chromium alloys 3N, 3N5
- Tin 4N
- Zinc, zinc-tin alloys 3N, planar and rotatables
- Copper backing plates, boats
- Stainless steel 304/316 >

Porter said PMC Machining uses the H1300 for cutting tough materials.

"One of our cuts on the H1300 took eight hours to complete — it would have taken our competitors using another model at least three days," Porter said.

The bandsaw's 52"-diameter capacity is especially useful for cutting various bar cross sections to length. In addition, PMC Machining uses the patented band-deviation monitor to monitor the position of the blade throughout the cut. The monitor displays actual real-time blade deviation readings, which enables the H1300 to be adjusted for the fastest, most economical cutting rates.

"Our operators can also use the work-holding vices to move remnant pieces from behind the blade to the front for easier unloading,' Porter added.

The HA700 is used for large-capacity cutting jobs, up to 28" in diameter.

"The bandsaw enables us to avoid the need for manual material positioning and blade-height adjustment," Porter said. "Because it has automatic indexing, we can set up programmable dimensions and not have to worry about operator error. We simply set the back gauge counter to the number of pieces to be cut and the required cut length, and we're ensured of continuous, accurate cutting with a minimum of noise."

The HFA250W is used for high production round cutting.

"We get a tremendous bang for our buck with this bandsaw," Porter said. "It's smaller than the other models but incredibly durable—we use it for high-purity alloys, titaniums and carbides. We have been running the HFA250W almost non-stop for 10 years now with literally no downtime. It's also easy to maintain and service."

Porter added that another key attribute of the HFA250W is its NC index control, which provides greater flexibility and expanded capabilities compared to a machine with relay logic. In brief, the controller enables PMC Machining operators to specify the index home position — forward and clamped or at the index position for open. The controller also determines the speed of the index vice motion forward and reverse, and provides independent ramp cycles for the forward and rear traverse. The speed ramp up and down for moving the work piece is slower when it is positioning the work piece than when it is moving without work – this provides more accurate indexing of the work piece.

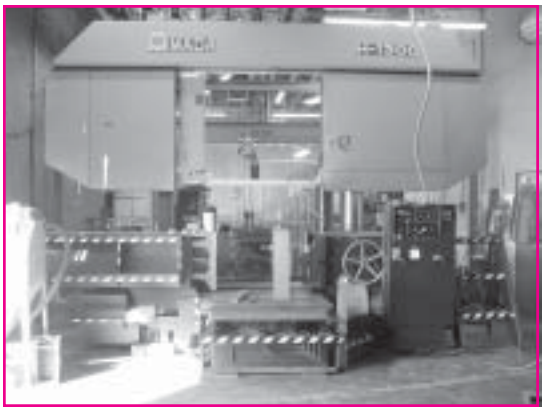
PMC Machining has used the VM3800 plate saw for about six months.

"We use it for the same product lines as we do for the HA700, but because it has a 130" length capacity, we can still easily maintain a 36" x 130" depth cut," Porter said. "The VM3800 has proven very versatile for us — we put it on the floor for one product line for one overseas customer. Without it, we would have had to sublet this work out. The plate saw has created a new revenue stream for us."

The VM3800 provides PMC Machining with smooth, pulse-free operation with high torque at table speeds as slow as 0.3mm per minute (0.1" per minute) and rapid table positioning up to six meters per minute (19.7 feet per minute). Porter added that the slow, smooth table speeds are useful when cutting materials like titanium, difficult alloys of stainless steels or work-hardening tool steels when their thickness is close to the machine's maximum height of 600 or 800 mm (24" or 32").

Porter said downtime on all of the machines is less than one percent annually and the ability to get replacement parts quickly has been another factor in staying with ACT's product line.

"We'll probably purchase another H1300 and VM3800 in the near future," he said. "The bottom line is that we envision rapid growth over the next few years and the additional bandsaws and plate saws will enable us to better service our customers — it's a winning combination." O



PMC Machining uses the H1300 for cutting tough materials & various bar cross sections to length

ACT Launches Ad Campaign

ACT has rolled out an extensive ad campaign that is already generating positive results. Two ads are currently being rotated among seven key trade publications: A*merican Machinist*, *The Fabricator*, *Manufacturing Engineering*, *Metal Center News*, *Modern Applications News*, *Modern Metals* and *Tube & Pipe Journal*.

One of the ads is entitled, '*Amada makes metal cutting possible*' and includes photos of the CTB400, SA Series Rotary Pipe Cutter, RT Series Return Conveyor, CCP-100H Chip Compactor, CM-AN/CN Series High Production Carbide Circular Sawing System, and HFA700CII High Production Automatic Bandsaw.

As advertised in

ModernMetals

The second ad is designed to highlight one specific product, the SA-90 pipe cutter. It features a horizontal photo of the pipe cutter and entices readers with a pithy catchphrase: '*It cuts production time as easily as pipe.*'

ACT plans to use both ads for the near future; a second series of new ads will be created and run later this year. O

News from Canada

Focus on Spectra Saws & Tools

Spectra MACHINE TOOL CORPORATION LTD.
Saws & Tools Canada
Canadian Importer of AMADA Cutting Technologies

Spectra Saws & Tools Canada, Ltd., was established in January 2004 and is located in Edmonton, Alberta. The company is ACT's designated dealer in Canada, distributing all Amada bandsaws and blades.

The company was founded by Rob Gummer, who has been in the cutting tool and CNC machine tool sales and service business since his first job with Kennametal Carbide in 1976. Since then he has gained years of experience and founded Spectra Machine Tool Corporation in 1990. He has represented high quality manufacturers throughout his career and is excited about now being able to represent ACT.


Rob Gummer

Gummer brought on board two well-known bandsaw blade people in Canada: Kent Sears, vice president of sales for eastern Canada; and Bruce Ionson, vice president of sales for western Canada. The two executives bring to Spectra Saws & Tools more than 30 years of experience.

Gummer said the Edmonton office is also fully equipped as a weld center.

"We plan to set up a similar center in Ontario in the near future," he added. "Our goal is to capture a 30-percent market share in Canada within five years and become one of ACT's largest distributors. We intend to market Amada's products directly and through other Canadian distribution channels, having the best possible representation and service available for the direct end user."

For more information on Spectra Saws & Tools, please contact Rob Gummer at (780) 414-6077, robg@spectrasawsandtools.com. O

Visit ACT online at

http://www.amadabandsaw.com

Bob Riley, continued from page one.

plant renovations by changing the complete plant workflow while keeping the plant at almost full production capacity. Bob has had his own business for almost three years, covering North Carolina, South Carolina and Virginia.

Bob said the HFA400 has been the most popular bandsaw among his customers, many of whom are in the automotive and aerospace industries, and the military.

"Many of these companies and government institutions make a lot of products that use a lot of bearings, and the HFA400 has proven ideal for them since it's so versatile and can cut a lot of different materials," he said. "I've also found the Chipbreaker and Protector blades are very popular with these customers as they're very tough and cut a lot more square inches than any competitor."

Bob received an AAS degree in industrial engineering from Gaston College in Dallas, NC, an AAS degree in business administration from Western Piedmont Community College in Morganton, NC, and an MBA from Winthrop University in Rock Hill, NC. He also served as a sales and coach instructor for long cycle selling techniques for capital equipment and major sales for Huthwaite Research, Rotherham, United Kingdom. Got a question for Bob? Contact him at jriley2437@aol.com, (704) 263-1605. O

2004 ACT SHOW SCHEDULE

EASTEC
Eastern States
Exposition Grounds
May 22-25
Booth #1300
West Springfield, MA

IMTS
McCormick Place
Sept. 8-15
Booth #B-7364
Chicago, IL

We'll look forward to seeing you at both shows!

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