

ACT NEWS

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Innovation Sets Us Apart

By Maria Manzo



You'll notice that we have changed the name of our newsletter. What was formerly *PMP News* is now called *ACT News*. We made the change because so much of our company news is relevant to not only our PMP customers, but to our entire client base.

This issue also marks some major executive changes at ACT. Mac Tadokoro is the new president, replacing Toshi Ichimura, who has been promoted to vice president of Amada Cutting Systems and has returned to Japan. Mac has been with Amada for 21 years and many PMP customers have longed worked with him. He's already formulating a number of innovative marketing concepts designed to further improve customer service that we'll soon share with you in future issues and via email.

We also welcome to the ACT family new sales representatives and PMP service technicians. Ron Allen's territory is Florida; Frank Kleinworth covers Texas and Oklahoma. Jason Lack is servicing PMP customers in Ohio and Kentucky.

We have also included again our *PMP Customer Survey*. Please take a couple of minutes to fill this out and return the post-age-paid form to us. Your input is very important to us and we're using all of the data to help determine how to improve our varied products and services.

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



Mac Tadokoro

Mac Tadokoro Named President of ACT

Mac Tadokoro has been named president of ACT. The company's previous president, Toshi Ichimura, has returned to Japan as vice president of Amada Cutting Systems (parent company of ACT), responsible for operations in North America, South America and Asia.

Mac joined Amada in 1982 as a service engineer at the company's Isehara City, Japan headquarters. He was promoted to service manager

at ACT in 1988 and to general manager in 1994.

"ACT has long been recognized as an innovative leader in formulating and implementing new programs and technologies," Mac said. "We're constantly striving to improve our products and customer service, and I intend to expand upon this in order to increase our market share in North America."

Mac received a degree in aeronautical engineering from Tokyo Metro College. He is married, and in his spare time enjoys working on vintage cars and motorcycles. O

Amada Introduces HFA700CII

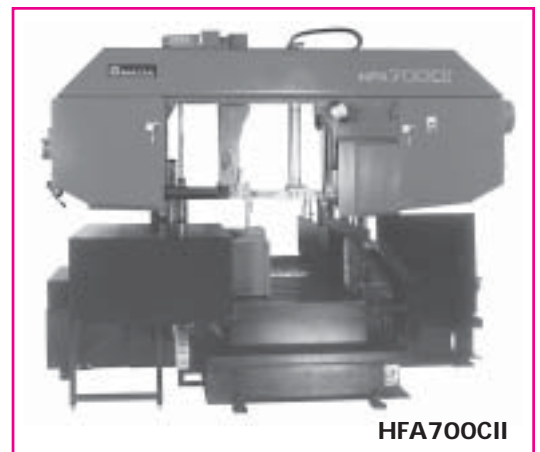
Amada has unveiled the HFA700CII, the newest member of the Amada bandsaw family. Ideal for cutting a wide variety of materials, the HFA700CII, with a 15-HP motor, features a 2-5/8"-wide carbide blade that can achieve cutting rates far superior to conventional bandsaws, and an automatic self-adjusting wire-brush system.

Key features include:

CNC feed control system. Separates materials into nine categories. Feed rates may also be calculated by manually entering cutting rates and/or blade speeds.

CNC programming unit. Has a quick-entry key pad and easy-to-read LED display. The CNC proces-

(Continued on page 2.)



HFA700CII

ACT Launches Visiting Engineers Program

ACT has instituted a new visiting engineers program. Over the next few months, a number of engineers from Amada Japan will come to the U.S. The program calls for three engineers to visit each month over the next three years. One engineer will be based in ACT's Western Region, a second in the Midwest Region, and the third in the Eastern Region.

Each engineer will spend three weeks assisting with PMP duties and providing factory training to ACT's engineers. The sales department will also work closely with the visiting engineers. For more information on the program, please call (800) 877-4729. O

HFA700CII, continued from page one.

sor does calculations for multiple indexing and deducts for kerf loss. Rotary encoders control material index lengths and assure accurate cutoff lengths even on long pieces requiring multiple indexing.

Automatic adjusting guide arm. The movable guide arm is automatically positioned to material size and reduces the possibility of blade deviation by keeping guides close to the material being cut.

Band deviation monitor. Assures straight and accurate saw cuts and it also monitors any blade deviation caused by improper feeds and speeds. Costs per cut are substantially reduced by maximizing cutting efficiency and increasing blade life.

Multi-function guide unit. This acts as a third guide arm to maintain blade straightness at the beginning of the cutting process, especially on large-diameter materials. It incorporates a quick-approach arm, anti-vibration unit and beam strength support to the blade.

Blade cover safety switches. The wheel cover interlock switches are designed to immediately disable the machine if necessary.

For more information on the HFA700CII, please call (800) 877-4729. O

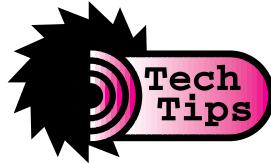
Service Corner

Generally it is believed that blade breakage and its effects on the straightness of a cut are not the direct result of a defective blade.

This is, however, not always true; therefore, it is necessary to adjust the blade driving mechanism to determine whether the problem lies in the machine or the blade. If the machine adjustments are improper, it may wear out the wheel and blade guide mechanism earlier than normal, thus quickly affecting the device.

Proper adjustments are important in order to achieve optimum blade performance. At the same time, if the blade pitch is being used for the wrong application, cutting-fluid ratios may not be mixed according to manufacturers specifications. Insufficient cutting-fluid delivery to the cutting area or improper adjustment of the wire brush can have adverse affects on the performance of a blade.

It is important to implement regularly scheduled preventive maintenance such as Amada's PMP program for your machines. If the inspection indicates repairs are needed, it is advisable to take care of them immediately so your production runs can continue to go smoothly. O



Situation: When the machine is cutting in automatic mode, the rear vise retracts to grab the material, bar or bundle, but when it retracts, it pulls the material back.

Suggestion: In most cases, the first thing an operator assumes is that there is something wrong with the machine. In most cases, it's a minor problem, usually caused by misalignment of the roller table.

Here's one example — if a bar is loaded and the bar is at least 10 feet long, most of the weight is located in the rear. If the table is not leveled vertically and horizontally with the machine bed surface plate, the material will have a tendency to roll to the lower side of the roller table, resting against one of the vises. This causes the vise to drag the material backward.

One last tip: It's important to verify the roller table alignment before you realign the vise. O

THE CUTTING EDGE



In today's marketplace, there's a demand for high-performance cutting tools. They also have to be able to cut small-diameter materials and be long-lasting.

ACT's answer is the Duos bi-metal bandsaw blade. Duos features two specially designed combinations of high and low teeth. These twin set teeth help improve anti-chipping performance when cutting small workpieces and reduce blade change due to expanded cutting ranges.

Duos' blade characteristics change according to the material and form of the workpiece — it provides a wider, unprecedented cutting range. Duos provides the same cutting performance when cutting solid round steel, for instance, as with a conventional 5/7-pitch blade.

Duos also increases productivity — operators don't have to change blades as often and inventory control is simplified because with Duos, only one blade is needed for a wide variety of cutting applications.

Key functions and features include:

- Positive rake angle at the tip of the teeth. This ensures that the blade remains sharp.
- Two-step relief angle increases gullet capacity. This reduces chipping caused by chip clogging.
- No need for breaking in cutting. This prevents micro chipping.

Duos easily cuts tube, lightweight shaped steel, shaped steel and small-diameter solid steel. For more information on Duos, call Amada at (800) 877-4729, or send e-mail to info@amadabandsaw.com. O

New Sales Reps, Service Tech on Board!

ACT welcomes Ron Allen, Frank Kleinworth and Jason Lack. Ron and Frank are the company's newest sales representatives; Jason has joined as PMP service technician.

Ron is based in Bradenton, FL, near Sarasota and covers all of Florida. He works with a lot of businesses that are military subcontractors, the hydraulics industry and aerospace companies.

Prior to joining ACT, Ron was a field engineer and product manager with Kennametal, a diversified metalworking and cutting tool manufacturer, located in Latrobe, PA. He worked for the company in North Carolina and Ohio. Ron also spent four years as a regional marketing manager for Westinghouse in Raleigh, NC. He received a Bachelor of Science degree in business from Miami University in Oxford, OH.

Frank covers Texas and Oklahoma for ACT. Before he came to ACT he spent 29 years with Tools, Incorporated, a Houston-based machine tool distributorship that his father founded in 1952. Frank was the company's president and general manager.

Jason is based in Cincinnati and services customers throughout the Ohio Valley area and Kentucky. Before joining ACT, he served three years as warehouse manager for Tool Steel Service Center, located in Cincinnati. He also spent five years as a warehouse supervisor with Earle M. Jorgensen Co. in Cincinnati. He was responsible for warehouse operations loading, production, shipping, receiving and scheduling orders.

Jason enjoys helping ACT's customers, and they appreciate his ability to determine what maintenance and/or repairs may be required. One recent service center customer, for example, asked Jason to make an emergency service call. They were in the middle of a production run and the bandsaw wasn't cutting a batch of aluminum properly. Jason quickly discovered the problem — a limit switch was not adjusted properly and the bandsaw wasn't making proper contact with the aluminum. Within minutes, the problem was corrected and the production run completed. O

News from Mexico

IIRSACERO: An ACT Partner



IIIRSACERO, S.A., is located in Monterrey and was established in 1956. The company, with 58 employees, is a distributor and producer of specialty steels. In addition to its Monterrey warehouse, Iirsacero has six regional sales offices located throughout Mexico.

IIRSACERO has been an Amada customer since 1996. According to Alberto Rodriguez, the company's president, key bandsaws that are used regularly are two VM-3800 plate saws and the H-250SAII.

Rodriguez said the VM-3800 is ideal for working patterns such as block cutting of large-sized materials, and splitting and grooving of miscellaneous materials. The company uses the VM-3800 to cut alloy steel like 4140 and 8620, tool steels like D-2 and 0-1, and stainless steel.

"We use the VM-3800 to transform big plates into flat bars," Rodriguez said. "The rigid bed and accurate ACT servo motor feeding function also ensures that we always get precision cuts of hard materials. Our operators like the centralized control panel — the operator can control the machine easily while staying clear of the blade."

Rodriguez added that the crooked cut detector that helps IIRSACERO minimize material loss.

"When setting the crooked cutting range, the machine stops automatically if the value is exceeded due to blade wear or if someone incorrectly sets the cutting parameters," he said.

IIRSACERO uses the H-250SAII for cutting a wide variety of materials, especially carbon, alloy, tool and stainless steels. One of the key features used regularly is the specially designed feed clamp that positions large or odd-shaped materials. When the feed clamp retracts, both sides of the feed clamp open without disturbing the material. The back-gauge counter is also useful for continuous automatic cutting.

Rodriguez added that both machines have increased the company's productivity, reducing cutting time and scrap steel. O

Ecliserio De Santiago Named Foreign Marketing Manager

Ecliserio De Santiago has been named ACT's foreign marketing manager, a newly created position.

"We are rapidly expanding our operations in Mexico," said Mac Tadokoro, ACT's president. "Santiago has been with ACT since 1986 and has extensive knowledge and expertise of the region, knows our customer base well and will be invaluable to the company as we increase our presence in the region."

Santiago currently serves as engineer/product specialist, has been a PMP assistant manager and also an engineer/product specialist. In his new position, Santiago will oversee sales and marketing activities for Mexico, Central America and South America. He will initially focus on four key markets for ACT: Mexico, Colombia, Chile and Venezuela. O

Focus on



Böhler-Uddeholm is a leading international specialty steel company with a focus on four core areas: high-performance metals, precision strip, welding consumables and special forgings. The company has production sites in the U.S., Austria, Sweden and Mexico, and heat-treatment operations in Asia and North America.

The company's Santa Fe Springs, CA facility recently began using Amada's HFA700CII (see product profile in this issue). The bandsaw is used to cut various annealed and pre-hardened tool and mold steels along with certain BeCu alloys.

The HFA700CII's automatic adjusting guide arm and various CNC features allow Bohler-Uddeholm to run the saw 24 hours a day, which has greatly increased productivity. In addition, the company is able to program multiple pieces with different sizes at the same time, which also allows for cutting BeCu alloys at high speeds. O

Revere Increases Productivity with Chip Compactor

Paul Revere, the famous American Revolutionary War hero, founded New Bedford, MA-based Revere Copper Products, Inc. in the late 18th century. He rolled the first copper in the Americas to provide sheathing for such ships as the 'U.S.S. Constitution,' one of the most famous battleships in American history.



More than 200 years later, Revere Copper Products is still an industry leader and is an ISO9002-certified plate mill. The company's extensive array of equipment allows it to roll, cross roll, flatten, straighten, saw, shear and surface plate to meet specialized market demands.

According to Craig Romanowicz, maintenance supervisor, Revere began looking around for a chip compactor that could process excess chips from its milling operation.

"Chip compactors we looked at either required chip conditioning before we could put material into the machines — which was an additional expense — or were too noisy and required too large an area to operate," he said.

The solution was Amada's CCP-100, which meets all ISO14000 regulations. The environmentally friendly chip compactor can handle almost any type of cutting chip, from bandsaw to lathe to ground powder. The CCP-100 can also process aluminum and alloy materials. The compacted brick size ranges between 20-40 times smaller than the original chip size. Residual oil or coolant from the chips is automatically separated and stored into an oil reservoir. This helps keep the factory floor clean.

The CCP-100 has a press power of 100 tons. Hopper capacity is 26.4 gallons with a one-cycle time of 30 seconds. Compression pressure is 28,100 psi. Machine size is 37.4 W x 85 L x 61.4 H. Machine weight is 4,133 lbs. When fully utilized, the CCP-100 has a chip production rate of 132.4 gallons per hour. Processing rate is about 2 lbs. per minute, 135.6 gallons per hour.

The chip compactor is currently processing each day (five days a week) about 5,000 lbs. of milling chips (non-ferrous copper alloy, brasses, bronzes, copper nickel).

Craig said the CCP-100 provides Revere Copper Products with four major benefits:

- The company is saving about \$3,000 each month because they no longer have to sell scrap metal at a loss on the open market.
- Better melting is now achieved in the melting furnace. The melting furnaces have a set volume of cubic feet in the pot. Previously, before the chips were put in, one box of chips would fill up the pot. With briquettes, operators can load as much as five boxes simultaneously.
- Floor space has been greatly reduced.
- The company is saving thousands of dollars each year by not having to use as many corrugated steel boxes, each of which held 1.5 cubic yards of chips. Romanowicz said Revere Copper Products often ran out of boxes and had to buy cardboard boxes.

"In short, the CCP-100 makes us look good," he said. "It has made the shop floor safer since we don't have to worry about spilled chips. It's a lot of work managing chips, a lot less work to handle briquettes. The chip compactor has increased productivity and reduced operating costs. You can't ask any more from a machine than that."

For more information on Amada's chip compactor, log on to www.amadabandsaw.com or call (800) 877-4729. O

New Literature Available

A new two-page flyer on the HKB6050CNC is now available. The HKB6050CNC is a fully automatic, double-posted, full-capacity, bundle-cutting bandsaw. Machine weight is 15,220 lbs., dimensions are 141.1" x 226.1" x 91.7". Table height is 28.8".

Featuring full-capacity bundle vises, the bandsaw clamps on both sides and the top. It handles structurals, profiles or solids. The CNC control has 30 blocks (10 stations per block), self-diagnostics by error codes; feeds and speeds are by material type.

The rear indexing vise's constant clamping maintains bundle configuration. Other features include an automatic blade guide setting, operator-friendly touch screen and automatically set blade limits.

To obtain a copy of the flyer, please call (800) 877-4729. O

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Masahiko Tadokoro

PRESIDENT

Amada Cutting Technologies, Inc.

Maria Manzo

EXECUTIVE EDITOR

Haruko Greeson

EDITOR

Neal Leavitt

Leavitt Communications

MANAGING EDITOR

Rus Calisch/Fast Graphics

PRODUCTION

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For more information call

(800) 877-4729

Web site:

<http://www.amadabandsaw.com>

Your input is important to us. Please take a few moments to complete the survey below. Just tear off the postage-paid reply card, tape it shut and mail it back to ACT. Thank you!

PMP CUSTOMER SURVEY

Customer Name _____ Acct. # _____ Loc _____

Contract #: B _____ Contact _____ Phone (_____) _____

PMP Technician _____

1. Are our PMP Reports easy to understand? Yes No

If no, explain why _____

2. Are PMP inspections completed timely? Yes No

If no, explain why _____

3. Are you receiving the number of yearly inspections as stated on your agreement? Yes No

If no, explain why _____

4. A.) Are our Techs scheduling visits or are they showing up unannounced? Yes No

B.) Is showing up unannounced acceptable? Yes No

5. Are Techs wiping down your machine(s)? Yes No

6. On a scale from 1 to 5, 1 being good and 5 being poor, how would you rate the following:

	1	2	3	4	5
Tech's Overall Mach knowledge					
Tech's Overall Performance					
PMP Customer Service					
PMP Program (overall)					

7. What would you like to see change to better our service? _____

FOR ACT USE

Notes _____

Survey done by _____ Date _____

Survey Forwarded to _____ on(date) _____ for follow up.

Follow up:

Customer contacted on (date) _____ Contact _____

Follow-up Notes _____

If you're looking for parts for your Marvel, DoAll or Hem Saw, look no further than your authorized Amada Cutting Technologies service representative or PMP technicians. Our service representatives will now order and install parts for all of your machines. Your Amada representative can handle all of your parts needs.
Contact your local service or PMP representatives for details, or call the ACT parts department at (800) 877-4729.

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