

## Looking Towards the Future



By Ecliserio Santiago

**T**his issue of PMP News has a lot of useful information for our customers. New products we're highlighting include our

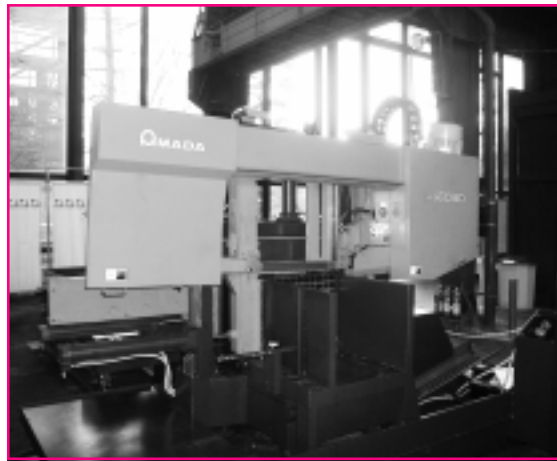
new HKB-6050 band saw, ideal for fast, accurate cutting of full-capacity bundles of all types of materials, and Amada's chip compactor, which can easily handle almost any kind of chip.

We're also pleased to welcome a number of new employees: Donald L. Doran, Jr. has joined ACT as Western Regional Sales Manager. He's also the mayor of Mukilteo, WA! Grace Guajardo has joined us in the Customer Service Department. Silvestre Carrillo and Bobby Clark are our new PMP Service Technicians, based in La Mirada, CA, and Birmingham, AL, respectively.

This issue also features stories on some of ACT's strategic partners in Mexico: Sagitario, located near Mexico City; and Monterrey-based FRISA. These companies will play a key role in generating new business for ACT throughout Mexico.

As always, we welcome your comments and suggestions for future issues of PMP News. Please call me at (800) 877-4729 or send an e-mail to: [santiago@amadabandsaw.com](mailto:santiago@amadabandsaw.com).

## Amada Unveils HKB-6050



**A**mada has introduced the HKB-6050, a fully automatic, double-posted capacity bundle cutting band saw. The HKB-6050 features an extremely rigid and heavy-duty vise for fast and accurate cutting. The positive clamping pressure on all sides of the bundle virtually eliminates any possible movement of the pieces slated for cutting.

The band saw has a patented automatic trim cut that gives operators the option of

deciding whether a trim cut is needed. An auto guide arm eliminates operator error in the initial setup. A cutting rate digital display shows the desired feed rate (saw-head descending rate), which can be verified prior to starting the cutting operation. The HKB-6050 also has a blade-deviation monitor that assures straight and accurate saw cuts. The device also monitors blade deviation created by improper feeds and speeds.

Cutting capacity for the HKB-6050 is 23.6" x 20" (rectangle, W x H); 20" for Round. Machine dimensions (W x L x H) are 122" x 138" x 85". Weight is 10,000 lbs. Table height is 28.3". Options include a 78" index stroke, front hydraulic vise, CNC-controlled front vise index, roller table and spray mist coolant.

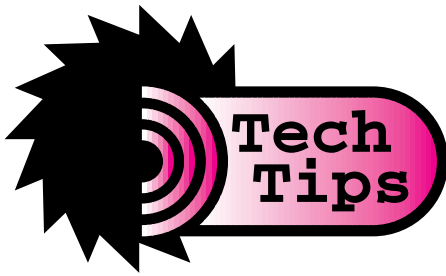
Need more information? Call (800) 877-4729 or send e-mail to [info@amadabandsaw.com](mailto:info@amadabandsaw.com).



## Grace Guajardo Joins ACT

**W**e're pleased to have on board Grace Guajardo, who has joined Customer Service-Machines. Prior to coming to ACT, Grace served as an account executive for an educational software company. She developed online presentations, product marketing, e-commerce programs and advertising campaigns.

At ACT, Grace assists customers and sales representatives. She works closely with Operations Manager Rod Milliken, providing freight information, machine updates, traffic and customer purchase orders. Grace enjoys deep-sea fishing, camping, kickboxing, and dancing. Got a question for Grace? E-mail her at [gg1@amadabandsaw.com](mailto:gg1@amadabandsaw.com).



**Situation:** *The machine finishes a cut in automatic mode, the head rises, the shuttle vise feeds forward but keeps on moving back and forth.*

**Suggestion:** Set the index timer to display "1." Set the machine to run in automatic mode/cutting material. If the problem persists, do the following: Inspect the index timer by removing the control-panel cover located on the head on machines HA250 type 1 and 2; and also the HA400 (W), type 16, 1, 2, 3, 6,



**Pictured is the HA400 (W) band saw.**

and earlier models. Make sure there is no physical damage. If there is no damage, utilize a normally open toggle switch with two leads. Install one lead of the toggle switch on terminals #1 and 2. Set up the machine to run in automatic mode. As soon as the shuttle vise feeds forward and reaches its maximum forward position, activate the toggle switch. The head should start descending. If this happens, inspect R8 and make sure the contact or wires are not faulty. Also test the index timer to make sure it's functioning properly.

*Note: On machines with the RFC-1 electronic index timer (these include HDA250 and HA700), inspect the fuse located in the rear of the index timer PC board. If burned, replace it with the same fuse. If the fuse is in good working condition, use the toggle switch by placing the leads on terminals marked "IN" and follow instructions described above.* ⚙

## Meet Silvestre and Bobby



Silvestre Carrillo

Two new PMP service representatives recently joined ACT. Silvestre Carrillo is based in the company's La Mirada headquarters. Bobby Clark is located in Birmingham, AL.

Silvestre previously worked at a robotics equipment company and with a major furniture manufacturer. He has also worked for a printing roller and polyurethane company in Los Angeles. Silvestre is a ham radio operator and



Bobby Clark

loves communicating with other operators worldwide.

Bobby's territory comprises Alabama, Mississippi, western Tennessee and northern Georgia. Prior to coming to ACT,

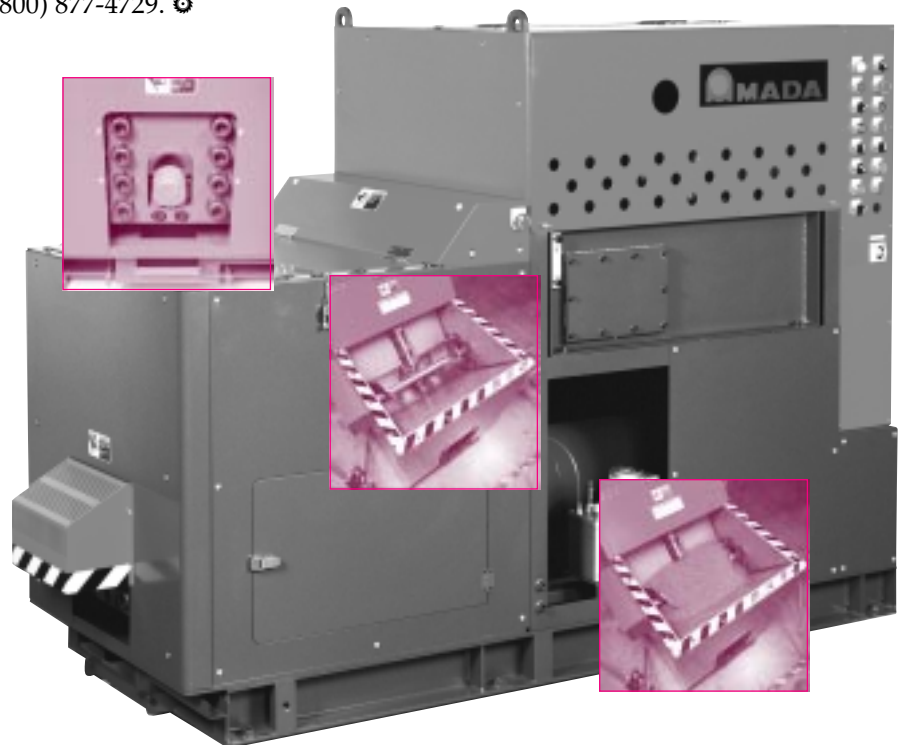
Bobby worked as a service manager and field service technician for a machinery company in Pelham, AL. A native of Huntsville, Bobby is married and has two children. When not servicing ACT clients, Bobby enjoys electronics and working with computers. ⚙

## Amada Introduces New Chip Compactor

Amada has rolled out its new environmentally friendly chip compactor, which can handle almost any type of cutting chip, from band saw to lathe to ground powder. The chip compactor 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 are automatically separated and stored into an oil reservoir. This helps keep the factory floor clean.

For more technical details, please call a customer service representative at (800) 877-4729. ⚙



# Rod Milliken Appointed Operations Manager, Machines



**R**od Milliken has been appointed Operations Manager at ACT for all machine activities. This includes customer service, purchasing, traffic control and inventory for all machine functions.

Rod joined ACT in 1999 and supervised the company's weld centers nationwide. He has 35 years of machine tool industry expertise. Prior to coming to ACT, Rod served as Materials Manager for a high-volume hosiery manufacturing company with annual sales of \$75 million. He was responsible for production, purchasing, production control, inventory control, shipping & receiving.

Rod spent nine years as Director of Materials and Manager of Information Systems for a communications/aerospace manufacturer that produced high-quality fasteners. He implemented various JIT, MRP and MRPII programs, and created supplier partnership programs and performance reporting tools that increased productivity.

Rod also served nine years in a number of supervisory positions for another communications/aerospace manufacturer of electrical/mechanical displays.

Rod has a BS in business management from the University of LaVerne/Pepperdine University and an AA in industrial management from Pasadena City College. He served in the U.S. Marine Corps for four years and has been a past recipient of the "Man of the Year" award from the cities of Duarte and Monrovia for his work with various youth groups. ⚙️

# Don Doran Named Western Regional Sales Manager

**D**onald L. Doran, Jr. has joined ACT as the company's new Western Regional Sales Manager. Don will be responsible for developing new business and working with existing customers for the western United States. He brings to ACT more than 15 years experience in sales, marketing and marketing research.



Don spent the past five years working for a Redmond, WA machine tool company, serving as a product specialist. He also spent three years as a financial planner with Connecticut Mutual.

Don served as a sales engineer with ACT from 1986-92 and exceeded his allocated sales target for five consecutive years, consistently ranking among the top five sales producers nationwide. Don was the company's sales champion in 1991, achieving 160 percent of sales target.

Don received his BA in political science from Washington State University. He was elected to the Mukilteo, WA City Council in 1992 and served for six years; he has been the city's mayor since 1998. You can reach Don at [cando94@aol.com](mailto:cando94@aol.com). ⚙️

## This convenient chart provides useful information about BCTB



Designed exclusively for heat-resistant alloys, nickel-based alloys, titanium alloys, and special high-tensile steels with tensile strengths over 142,000psi. The unique Amada diamond hard, ultra-sharp carbide-tipped band saw blade easily cuts through materials previously restricted to abrasive cut-off and other less efficient methods. This exceptional capability often allows the BCTB user to cut at much closer tolerances, therefore recovering the full cost of the blade through savings realized from decreased material loss alone. Exclusive Amada tooth geometries easily overcome the high shear strength inherent to the extremely tough space age materials. The BCTB's specially selected carbide grade resists the low thermal conductivity and abrasion that usually cause the quick breakdown of conventional bi-metal bands. Amada's fatigue-resistant backing material, designed to provide the maximum beam strength and longitudinal tensile strength required to transmit constant feed pressure throughout the life of the blade.

### FEATURES

Amada's exclusive design of the BCTB includes a special grade of carbide with a multifaceted grind for faster metal removal and Hi-Low tooth height for extended blade life in even the most challenging materials.



### LINE-UP OF PRODUCTS

- "BCTB-1" is for mild steel.
- "BCTB-2" is for non-ferrous metals such as aluminum and copper.
- "BCTB-3" with Tin coating to increase the general purpose characteristic by widening the range of materials from mild steel up to and including stainless steel.
- "BCTB-4" is for extremely hard to cut materials such as titanium alloys and Inconel.

How to read the code BCTB ○○○○	Material to be cut	Dimensions (inches)			
		4	8	12	16
<b>APPLICATIONS</b> Specification type 1: Type 1 2: Type 2 3: Type 3 4: Type 4 Grinding pattern 2: 2 tooth pattern 3: 3 tooth pattern Pitch 01: 3P 18: 1.8/2.3P 03: 3P	Non-ferrous metals	2-2-18		2-2-18	
	Mild steel	3-2-18		3-3-18	
	Tool steel	3-2-18		3-3-18	
	Prehardened steel	3-2-18		3-2-18	
	Stainless steel	3-2-18		3-2-18	
	Super heat resisting alloy	4-2-18		4-3-18	
				4-2-18	

## News from Mexico

### F•O•C•U•S



**S**agitario ("Suministros Industriales Sagitario," S.A. De C.V.) is located in Tlalnepantla, about 10 miles north of Mexico City. Agustin Orendain established the company in September 1999 and serves as president. Sagitario is one of Amada's largest distributors in Mexico and sells Amada products within a 100-mile radius of Mexico City and in Monterrey (the company is currently setting up a warehouse and weld center in that city). Sagitario also plans to open up sales offices in Guadalajara and Queretaro in the near future.



**Agustin Orendain**

"About 80 percent of our business is derived from Amada band saw blades, machines and cutting fluids," Orendain said. "Amada's quality and service are unsurpassed, and this has helped us beat a lot of the competition."

Most of Sagitario's customers are from the auto industry. The company also sells to construction firms, steel mills, and steel service centers.

Orendain works closely with ACT executives in developing sales and marketing strategies for the Mexican market.

"We're confident that demand for Amada's products will continue to increase over the next few years, and we're excited to be a part of this growth," Orendain said. ☉

### FRISA: An ACT Partner



**A**CT is developing strategic partnerships with distributors and companies throughout Mexico, one of which is FRISA ("Fabricaciones & Representaciones Industriales Sociedad Anonima"), a Monterrey-based ISO 9002 forging company founded in 1971.

**F R I S A** ([www.frisa.com](http://www.frisa.com)) is a rolled-rings producer and cuts steel in more than 45 different grades. The company has been working



**Horacio Rodriguez**

with ACT for about five years, and is an important band saw and blades customer. According to Plant Manager Horacio Rodriguez, FRISA has 190 employees and annual revenues of about \$7 million (U.S. dollars). Key clients include General Electric, Komatsu, Vetco Gray, Kaydon, SKF Sweden, Alstom and Copper Cameron.

"We currently have a wide variety of Amada band saws in our plant and also buy a number of different Amada blades, including Super Hi-Lo and Hi-Lo," Rodriguez said. "Amada's varied product line enables us to have the best equipment in the industry which in turn helps us in procuring more new business throughout Mexico and abroad." ☉

### AMADA TRADE SHOWS

#### DETROIT '2001

September 25-27  
Booth #1322  
Detroit, MI

#### AMERICAN GEAR MANUFACTURER '2001

October 7-10  
Booth #712  
Detroit, MI

#### DALLAS '2001

October 30-November 1  
Booth #575  
Dallas, TX

#### FABTECH INTERNATIONAL '2001

Nov. 11-14, Booth #2001  
McCormick Place South  
Chicago, IL

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### News from WESTEC

**A**mada displayed a number of its latest products at WESTEC in March, including the CM-65 circular saw, HA-250W & HK-700 CNC models. ☉