

PMP NEWS

PMP News ~ Volume 3 Number 1 ~ March 2001 ~ An Amada Cutting Technologies Publication

New Literature Available



Amada has just introduced two new four-color brochures that are now available:

Return Conveyor – Features detailed photos of Amada’s unique conveyor system. The system helps eliminate machine down time, excessive blade wear, guesswork on sawing operations and loss of productivity.

HA250W – Includes a full-length color photo of the bandsaw, standard features of which include an operator’s console, power chip conveyor, full stroke vises and floating rear vises.

Need copies of the new literature? Just call (800) 877-4729. ☎

See You at WESTEC!

By Ecliserio Santiago



It’s hard to believe it’s already spring! And that, of course, means the annual WESTEC show, which will be held this year from March 26-29 at the Los Angeles Convention Center.

This year, we’ll be displaying our CM-65 circular saw, HA-250W and HK-700CNC models. The CM-65 is part of our hugely popular CM series. Key standard features include an inclined magazine for automatic material loading, servo motor for precise material indexing, vibration-free saw spindle mechanism and oil-mist coolant system.

Our HA-250W is ideal for cutting round steels and the specially designed feed clamp easily positions large or odd-shaped materials. When the feed clamp retracts, both sides of the feed clamp open without disturbing the material.

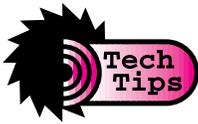
Amada’s HK700CNC band saw, which was introduced last year, has proven to be a major breakthrough in metal-cutting technology. It’s the world’s first CNC (patented) controlled double column band saw. The HK700CNC features an auto-positioning center guide arm that assures high cutting rate and accuracy because of the maximum guide span. This also produces the highest beam strength to the blade.

We’ll look forward to seeing you at WESTEC, booth #2513. Please call me at (800) 877-4729 or e-mail me at santiago@amadabandsaw.com. ☎

Amada Unveils CM75AN-CNC



Amada’s new CM75AN-CNC uses a disposal circular carbide blade instead of a conventional bandsaw blade. It cuts all kinds of materials five to ten times faster than a conventional bandsaw and leaves a clean surface finish that seldom requires a secondary operation. ☎



Situation: *The production pieces are coming out of square.*

Solution: First, make sure the blade is not worn out. If not, place a dial indicator with a magnetic base as close as possible to the guide holder on the lower part of the blade, just above the tooth gullet. Set the indicator at zero, lower the blade so that the indicator is just at the top of the blade. If the indicator reads more than 0.002, remove the blade and the carbide blade guides. Measure all four corners of each individual guide insert and make sure that they are within 0.005. If not, then the carbide blade guide inserts must be replaced. If after measuring the inserts you find them within the prescribed tolerance, re-install and adjust the blade angle by using the set screws mounted on the side of the guide bracket. Place the dial indicator with magnetic base and adjust until the blade angle is within 0.002. Repeat this process on both sides.

Situation: *Blade breakage is excessive.*

Solution: Inspect blade guide inserts by following the previous tip. Also inspect the roller bearing, back up chips or back up rollers depending on the machine model you have. If the backup rollers or chips show grooves in them, it is imperative to replace them as this may result in blade breakage. Also inspect the blade tracking. Make sure the gap between the wheel flange and the blade is within 0.020. ⚙️

3 Easy Steps



Cutting with the CM65/100 AN is as easy as 1-2-3. Simply select the blade tooth (based on material size). Then select the blade speed (RPM, based on material type). Finally, select the proper cutting speed. The Cutting Chart illustrates how easy it is. Contact us at (800) 877-4729 if you have any additional questions. ⚙️

Guide Kits Revisited

We all know that to get a good cut your guides must be properly aligned and in good condition. The new guide kits for the HA250, HA250W and the HA400, HA400W have been slimmed down to give you the essential parts needed for changing your guides.

The list price on the kits has also been slimmed down by 10 percent from the individual list price. The kit prices will then be discounted an additional 25 percent for non-PMP customers. If you are a PMP customer, you will receive a 25-percent plus 10-percent discount on top of the new discounted kit list price.

HA250W \$601.00 NEW LIST PRICE #HA250W01

- 1. 1105279 left fixed insert
- 2. 1105280 left moveable insert
- 3. 1105281 right fixed insert
- 4. 1105282a left movable insert

HA400W \$693.00 NEW LIST PRICE #HA400W01

- 1. 1231728 right fixed insert
- 2. 1231729 right movable insert
- 3. 1231730 left movable insert
- 4. 1231731 left fixed insert
- 5. 6x14 spring pin (3)

HA250 \$484.00 NEW LIST PRICE #HA250001

- 1. 604254A right movable insert
- 2. 604242b right fixed insert
- 3. 604244e left movable insert
- 4. 604243b left fixed insert
- 5. 604247a springs (2)
- 6. 604246A left fitting
- 7. 604245a right fitting
- 8. 604248a right insert knob
- 9. 604249b left insert knob

HA400-6 \$615.00 NEW LIST PRICE #HA406001

- 1. 1230250B right fixed insert
- 2. 1230251 right movable insert
- 3. 1230252b left fixed insert
- 4. 1230253b left movable insert
- 5. 6x14 spring pin (3) ⚙️

Meet Scott Barclay



Scott Barclay serves as ACT's PMP service representative and is based in San Jose, CA. He works closely with Service Coordinator R.G. Gonzalez on a wide variety of accounts and is responsible for service and installations. In addition to servicing clients within a 75-mile radius of San Jose, Scott also handles customer requests throughout Northern California, Oregon and Washington.

Scott joined ACT last year. He has more than 17 years of machine tool industry experience, which includes structural/stainless steel and titanium welding, pipe laying and working as a machinist. ⚙️



Bandsaw Expedites Material to EMJ Customers

The Earle M. Jorgensen Co. (EMJ) is one of the oldest and largest independent metal distributors in the United States. Established in 1921, Brea, CA-based EMJ distributes a full line of metal products and its customer base comprises a wide variety of industries. These include aerospace, automotive, chemical, computer, defense, electronic equipment, and medical and surgical instruments.

The company has more than 45,000 customers and 1,900 employees. Revenues increased 13 percent to \$259.5 million and operating income increased 25 percent to \$16.3 million for the third quarter of fiscal year 2001.

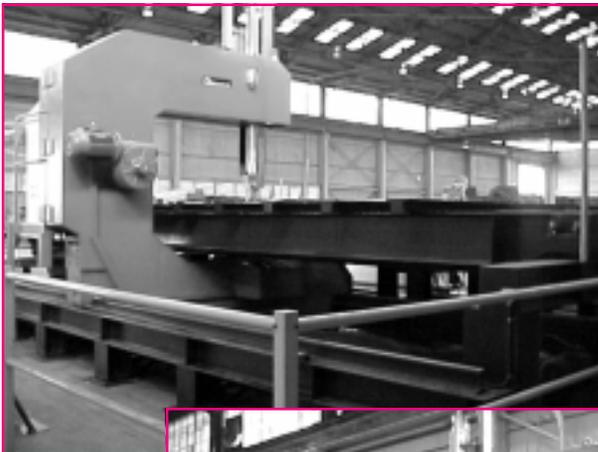
According to Bob Stallworth, general manager of the company's Los Angeles plate processing center, EMJ had been using outside sources on a number of occasions to cut heavy aluminum plate that the company now stocks, and also PH grades of stainless steel, primarily 17-4 and 15-5.

"We wanted to be able to keep these jobs in-house without losing material in the process," Stallworth said. "So we knew we would need a bandsaw that could provide us with high quality cutting."

EMJ began using Amada's TVM-1560 vertical bandsaw last December. Standard features include a remote blade guide control, chip conveyor and cutting length stopper. The bandsaw is operational 16-20 hours per day on

two shifts, from 6 a.m. to 2:30 p.m., and from 2:30 p.m. to 10:30 p.m., plus overtime. Stallworth said EMJ now has the ability to cut up to 16" thick of in-house aluminum stock.

"We couldn't do this before because our equipment could only cut up to 12" thick," he said. "The cutting length of the TVM-1560 is great – it can easily handle a full 240-inch plate."



Stallworth said EMJ also has a program called 'On Time or Free.' If a salesman guarantees material to a customer on a speci-

fic date and it's not there (based on materials delivered on a local truck), the material is free.

"The TVM-1560 has helped make this program a huge success," Stallworth said. "We're able to turn around product faster and can deliver within 24 hours."

And the bottom line?

"We have more control over inventory, less waste, and less chance of inventory being misplaced now," Stallworth said. ⚙️

Dynamic Duo Help Improve Customer Service

Pete Bouras and Martin Mendoza play pivotal customer service roles. Peter joined ACT in 1993 and serves as Parts/Marketing/Customer Service Representative; Martin as Customer Service Representative. Martin came to



Pete Bouras



Martin Mendoza

the company in 1998 after serving four years in the U.S. Marine Corps, which included deployment in Kuwait during the Persian Gulf War.

Both handle a wide variety of duties for ACT. Their primary duties include taking calls for customers, making inquiries on new items and creating RMAs for returned parts. In addition to the Amada line of parts, they also handle the new Shark line of machines.

Got any parts questions for them? Pete and Martin will have the answers. Reach them at (800) 877-4729, option 3, or e-mail them at pete@amadabandsaw.com; martin@amadabandsaw.com.



Linda Gutierrez Joins Engineering Department



Linda Gutierrez, Engineering Customer Service, is our newest addition to the Engineering Department.

Linda joined ACT in 1993 as Machine Customer Service, where she did an outstanding job in assisting customers and sales personnel with machine traffic and sales information. Linda was transferred to her new position in February 2001. She brings to the Engineering Department over 10 years of experience in customer service and machine knowledge. Some of her new duties include PMP report entries, PMP agreement maintenance, coordinating of machine installation, and quality assurance.

In her spare time, Linda enjoys concerts, plays, taking scenic long walks and spending quality time with her family while camping in the outdoors. ⚙



New Phone Options

ACT constantly strives to improve customer satisfaction. Effective immediately, new phone options are available to better serve our customers. Customers calling our headquarters now have five options to choose from:

1. For Service, Engineering or technical support
2. For The Blades Order Desk
3. For The Parts Order Desk
4. For The Machines Order Desk
5. If you know your party's 4-digit extension

For speedier service support, customers choosing option one will be greeted by a service operator ready to dispatch calls to the appropriate engineer.

Our new Service, Engineering and Tech Support office hours are Monday – Friday 7 a.m. to 5 p.m. Pacific Standard Time. To better assist East Coast customers needing service or tech support we have developed a direct telephone line where you can reach Jeff Hammer, our National Service Assistant Manager, from 8-11 a.m. EST at (419) 436-9661. Parts order desk hours are Monday – Friday 6 a.m. to 5 p.m. PST. Blades order desk hours are Monday – Friday 7:30 a.m. to 5 p.m. PST.

We are confident that these new features and hours will better serve our customers calling in for assistance! ⚙

AMADA TRADE SHOWS

WESTEC 2001

Los Angeles, CA
March 26-29, Booth #2513
Los Angeles Convention Center

NASHVILLE 2001

Nashville, TN
April 10-11, Booth #464
Opreyland Hotel & Convention Center

TWIN CITIES 2001

Minneapolis, MN
May 15-17, Booth #511
Minneapolis Convention Center

EASTEC 2001

West Springfield, MA
May 22-24, Booth #2015
Eastern States
Exposition Grounds

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Larry Rowlands

F•O•C•U•S

Ram Sales is located in Akron, OH. Larry Rowlands, the company's executive vice president, co-founded the business with his wife in 1975. Ram Sales serves central Ohio and the Columbus metropolitan area.

The company has 17 employees and has been selling Amada blades and bandsaw machines

since 1993.

"We have four sales people who primarily sell blades," Rowlands said. "I've sold other blade lines but no other company comes close to matching Amada's quality. In fact, we have never once found a bad Amada blade!"

Rowlands added that having access to an Amada weld center is also very helpful. "As a distributor, it's crucial that I get Amada's products to my customers as quickly as possible. The weld centers help facilitate this."

Rowlands anticipates blade sales to increase substantially in the near future as the firm's Web site is being repositioned to function more as a true e-commerce hub. ⚙