

PM^P NEWS

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Innovation Sets Us Apart

By Ecliserio Santiago



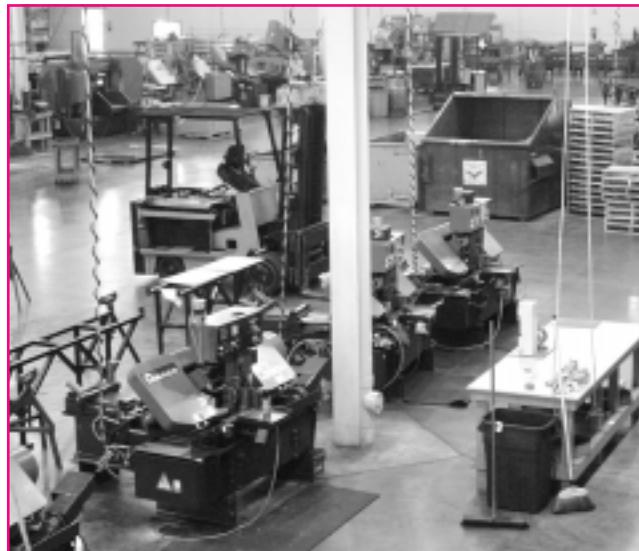
ACT has always been an industry leader in formulating and implementing new technologies and programs. In this issue of *PM^P News*, please read about our new

customized parts purchasing program. We're working with our valued customers to help them more effectively manage their parts and inventory. By analyzing your parts requirements, we can quickly determine a cost-effective purchase plan that will save your company money and ensure that you always have those key parts and components on hand when you need them.

We're also pleased to welcome a number of new PM^P team members. Ichiro Hanada has come over from Amada Japan to become our National Service Engineer. PM^P Service Technician Robert Bodine is serving important customers in the Midwest. Kevin Wilson, a former ACT independent manufacturer's representative, is our new Eastern Regional Sales Manager.

As always, we welcome your comments and suggestions for future issues of *PM^P News*. Please call me at (800) 877-4729 or send e-mail to santiago@amadabandsaw.com.

Tracking Your Parts and Inventory



have on hand, rather than waiting for the UPS truck. In addition to your PM^P discount, these customized purchase plans will be discounted so that it will be easier on your maintenance budget.

One company that is utilizing the program is Accurate Metal Sawing, located in Mentor, OH, about 30 miles east of Cleveland. Established almost 50 years ago, Accurate Metal Sawing uses 27 Amada bandsaws, including the HA250, HA400 and H600, and has been an Amada customer since 1979. Many of their customers are in the valve component, gear and bearing industries. According to Dave Verbic, vice-president and co-owner, the customized parts purchasing program will help reduce machine downtime, improve parts availability and reduce costs.

"We routinely order parts from Amada every few weeks," Verbic said. "We have provided them with a comprehensive list of our most frequently used parts — they can quickly pull past order sheets to see what we have been using lately and help us determine our short- and long-term needs. The program will give us better in-stock availability and increase our on-site parts inventory."

In today's economy, it's essential to monitor your company's parts and inventory dollars. In order to keep the machines you do have running and cut down on parts delivery time, ACT has instituted a customized parts purchasing program designed to fill the needs of your machines. ACT will help you analyze your parts requirements and recommend a purchase plan to get you the parts you need and



LETTERS TO THE EDITOR

Editor's Note: This is a new PMP News feature. Want to share your experiences in working with ACT? Drop a line to: Editor, PMP News, Amada Cutting Technologies, 14849 E. Northam St., La Mirada, CA 90638 or send an e-mail to santiago@amadabandsaw.com.



I'm writing to commend you on the efforts of Amada personnel in support of the installation of an HA250 at our Orange, CT facility. Greg Koch and Wayne Eckert went above and beyond to ensure our satisfaction.

We scheduled the installation about a month in advance so I could be in Orange. Two days before the installation, the representative scheduled to install the unit and train our personnel had a death in the family. Greg quickly arranged for Wayne to handle our installation. Wayne drove from New Jersey to Connecticut and left at 3 a.m. in order to be at our plant at 8 a.m. He handled all the prep work, and while waiting for some electrical work to be done, conducted preliminary training sessions for our plant supervisor and myself.

Wayne quickly got the HA250 operational and also conducted comprehensive training sessions for our crews, who in no time were cutting round bar in the 'automatic' mode and holding tolerances of 0.0005" — they were impressed!

Wayne's commitment to his company and customer was evident. Our satisfaction with the production, training and installation was his primary concern.

ACT is fortunate to have people like Greg and Wayne. Your company will be my number-one choice when I need additional sawing equipment!

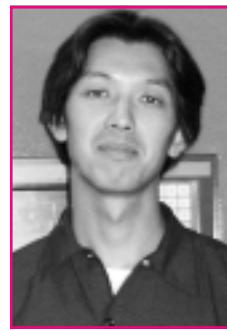
Bill Lynch
Vice President-Operations
East Region
Transtar Metals
Kennesaw, GA

Warranty Registration Card

To better serve our customers, it's important that you mail in your warranty registration card after your machine has been installed.

For more information on your machine's warranty, please contact Operations Manager Rod Milliken at (800) 877-4729, rod@amadabandsaw.com.

Ichiro Hanada Is ACT's New National Service Engineer



Ichiro Hanada is ACT's new National Service Engineer! Ichiro was transferred to ACT from Amada Japan on May 15 and is based out of ACT's La Mirada, CA headquarters.

Ichiro joined Amada's Domestic Division in 1993 as an in-house Customer Support Engineer. In 1998 he was promoted to Field Engineer. Principal responsibilities included customer support, blade test, and hands-on service. In 1999, Ichiro was promoted to Sales Engineer for the Export Division.

Ichiro's new duties include field service, show operations, blade testing and sales support. Since his arrival, he has traveled nationwide to meet and assist ACT's customers.

During his spare time, Ichiro enjoys surfing, customizing classic cars, and spending time with his wife and 2-year-old son. ☺

Kevin Wilson Named Eastern Regional Sales Manager

Kevin Wilson has joined ACT as the company's new Eastern Regional Sales Manager. Kevin is responsible for developing new business and working with existing customers for the entire southeastern portion of the U.S. plus Delaware, Maryland, New Jersey, Pennsylvania and Texas. He is based



in Easley, SC.

Kevin has been with ACT since 1997 and has served as an independent manufacturer's representative. Before joining ACT, Kevin spent five years as a territory sales manager for a metal distribution company in Tennessee that specialized in cast iron products. He received his B.S. in marketing from the University of Tennessee. Kevin is married, has two daughters, with another daughter due next February. Have any questions for Kevin? E-mail him at kevinwilson@actsoutheast.com. ☀

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Meet PMP Service Technician Robert Bodine



Say hello to Robert Bodine, ACT's newest PMP service technician! Robert's territory includes Wisconsin and the northern tip of Illinois. He is based in Wauconda, IL,

about 60 miles north of Chicago. Robert has more than 12 years experience with computer-controlled machinery, and he spent the past three years as a maintenance manager with a Lake Geneva-WI company that manufactures thermoplastic products. He set up cost centers, repaired machinery, managed maintenance crews and designed and built equipment to improve production. Robert received an A.A.S. degree in industrial maintenance from the College of Lake County and is currently enrolled in a mechanical engineering program there. He enjoys hot rodding, home remodeling and camping. Robert is married and has one son. ☀

Amada Introduces Duos Bi-Metal Bandsaw Blade

Features

Adoption of 8% Co High speed steel based on RH2 as Edge material

AMADA DUOS PAT.P.

"A" "B" "A" "B" "A"

Capacity of gullet increased by two-step relief angle

High & Low

Twin-set

Positive rake angle

- Excessive cutting is controlled because "H" teeth protect "L" teeth due to twin sets with different set value, as well as High and Low combination of teeth.
- More is used for a break-in cutting process due to application of special presizing with "DUOS".

Amada has unveiled 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.



News from Mexico



Palme International: An ACT Partner

Palme International is located in Guadalajara and has steel service centers in 14 cities throughout Mexico, including Mexico City, Monterrey, Mazatlan, Queretaro and Veracruz.

The company produces steel cable, forged ornamental products, and perforated plate. Palme International has been an Amada customer since 1995 and uses the VM3800, HFA400W and HA250W bandsaw machines. Palme International is also a certified ISO-9002 company.

"Amada's bandsaw machines have played an important role in helping us procure new business in a wide variety of vertical markets nationwide," said Purchasing Manager Jesus Leon Ramos. "They have helped us improve delivery times to customers and increased our productivity. The quality and service also help us stay a step ahead of our competitors!" ☀

F•O•C•U•S

M&M Cutomatic is located in Downey, CA, about 15 miles south of Los Angeles. The company was founded in 1962 and currently has 10 employees. M&M Cutomatic does production metal cutting for a wide variety of commercial and aircraft customers.

M&M's vice-president, Steve Martin, said they have been using Amada products since the early 1970s, and Amada blades for the past nine years.

"We use the CTB-400CNC bandsaw for high-volume production," Martin said. "It easily handles aerospace alloys, works with tough materials such as titanium, and can achieve cutting rates up to three to five times faster on difficult to cut materials, and with surface finishes up to 80 RMS or better."

Martin said Amada's plate saws help M&M shorten delivery periods, reduce stock costs and contribute to efficient material use.

"The plate saws are used to cut a wide variety of shapes and sizes where the removal of a large segment in a single piece is an advantage," he said.

Situation: *The machine is set up to cut in AUTOMATIC. It finishes cutting the piece, but when it reaches the end, it remains in that position with the blade running.*

Solution: For Horizontal Automatic machines (HA250, HA400 and HA500, and through the 2000 series), first stop the machine, raise the head, make sure the front vise is closed, move the rear vise to the forward position and start the bandsaw. As soon as the blade 'Start' button is pressed, the head will lower rapidly, the rear vise clamp will open and move backward until it reaches the mechanical stop. The limit switch bracket bolt has to press the rear limit switch plunger. Once activated,



the vise closer timer (which varies according to machine model) is activated for no more than five seconds. After five seconds, the rear vise will close. If the machine has performed all of these sequences but the rear vise still closes,

then stop the machine and make sure the vise is in the backward position. Locate and adjust the rear limit bracket bolt and turn it clockwise until the limit switch clicks. Then turn the bolt counterclockwise until it clicks. Make sure you give it another turn. Begin the automatic operation again. If problems still persist, replace the rear limit switch or call Amada for other tips or to schedule a service call. ☀

AMADA TRADE SHOWS

FABTECH INTERNATIONAL '2001

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

SOUTHTEC 2002

Charlotte Convention Center
March 5-7
Booth #6103
Charlotte, NC

WESTEC 2002

Los Angeles Convention Center
March 18-21
Booth #2513
Los Angeles, CA

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