

# PMP NEWS

PMP News ~ Volume 4 Number 3 ~ November 2002 ~ An Amada Cutting Technologies Publication

## Information to Help Your Business

By Maria Manzo



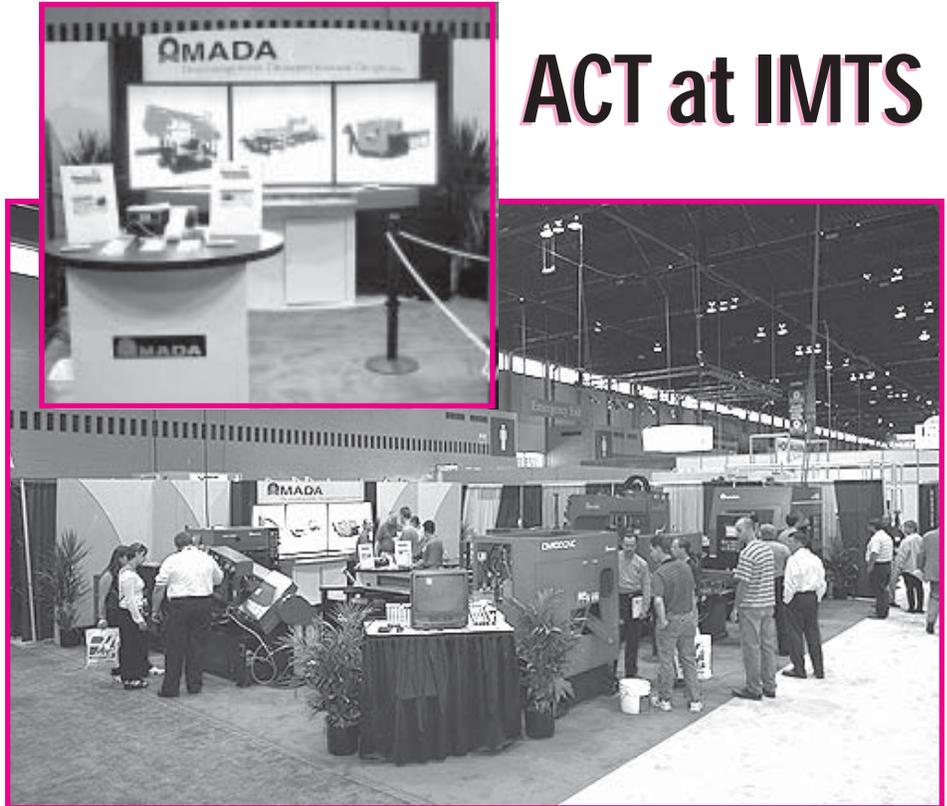
Since its inception, ACT has been an innovative leader in formulating and implementing new programs and technologies. Our new return conveyor has quickly proven popular with a wide variety of customers because they can use any type of round bar in a staging area. Our CCP-100 chip compactor is helping customers achieve an ROI much higher than wet chips, which can blow and fly into the air. New Bedford, MA-based Revere Copper, for example, is noting significant savings on coolant costs. The CCP-100 also churns out briquettes about 22 times smaller than the weight of the chips.

In this issue, read about another new product that is certain to gain ready acceptance. The H250A II is ideal for cutting all kinds of materials.

We're also debuting yet another regular column that will provide readers with additional useful information. *Service Corner* focuses on various services issues that you'll find interesting. It complements our other two columns, *Tech Tips* and *Cutting Edge*.

We always welcome comments and suggestions for future issues. Please call me at (800) 877-4729 or send e-mail to [mjm@amadabandsaw.com](mailto:mjm@amadabandsaw.com). O

## ACT at IMTS



ACT wrapped up a successful IMTS show, held Sept. 4-11 at McCormick Place in Chicago. On display were the following machines:

- HKB-6050 with Return Conveyor
- CM-75 CNC
- HK-700 CNC/FR
- HFA - CTB
- CCP-100 Chip Compactor



Interested in learning more about any of these machines? Call (800) 877-4729.O

# New Customer Service Representative



**Kaecee Slatten**

**A**CT welcomes aboard a new customer service representative! Kaecee Slatten previously worked as a customer service representative for Mars Music, and was also a

buyer for Tower Records for two years.

In addition to her ACT responsibilities, Kaecee is also working toward her international business degree and will graduate next month.

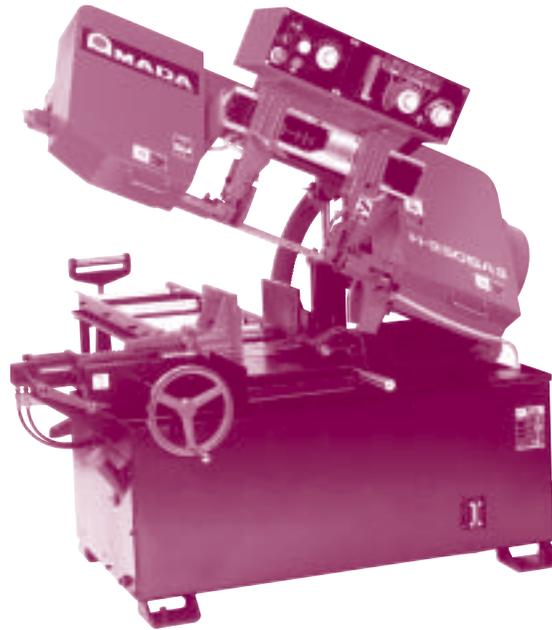
Kaecee is responsible for processing orders, ensuring they are handled quickly, and works closely on various contractual details with the sales representatives. O

# Spotlight on Rick Anderson

**R**ick Anderson serves as a service engineer for ACT in Illinois and northern Indiana and services more than 500 customers. He started with AESI in 1986 as a field service technician. In 1988 he joined ACT, where he worked with two other technicians providing service for 28 states. Rick left ACT and worked for a Chicago area distributor for two years. He rejoined ACT as an independent service representative in March 1994.

Rick has an AA degree in electronic technology and has three years of study in mechanical engineering. Rick drives approximately 30,000 miles a year. As an independent representative, Rick is a business owner, vendor and customer — a unique combination that he believes helps him to provide a high level of service our customers appreciate and expect. O

# Amada Introduces H250SA II



**A**mada has unveiled the H250SA II, ideal for cutting a wide variety of materials. Standard accessories include a roller table (3'), roller stand and graduated length stop.

The H250SA II features a dual-cut control system. The blade feed is controlled by pressure and flow, and has an easy set-up with reference cutting system. A hydraulic vise prevents material movement while sawing. The graduated length stop combines with a fine feed roller for accurate material indexing.

Machine dimensions are 73.6" (W) x 72.6" (L) x 69.8" (H); weight is 2,205 lbs. For more information on the H250SA II, please call (800) 877-4729. O

H250SA Type2 Specifications

Cutting capacity	Round	10"
	Rectangular (H x W)	10" x 12"
	Saw blade	2.2kw (3Hp) x 4P
Motors	Hydraulic	0.75kw (1Hp) x 4P
	Coolant	0.12kw (0.16Hp) x 2P
Control circuit voltage		AC 100V
Saw blade	Size (W x T x L)	1" x .037" x 11'6"
	Speed	89,131,177,223,262 ft/min
	Tension	Manually-operated spring
Vise system	Type	Single vise
	Control	Hydraulic (Manual open/close lever)
Coolant	Tank capacity	10 gal
	Pump type	Centrifugal
	Tank capacity	5.3 gal
Hydraulic	Pump type	Variable discharge vane
	System pressure	2 Mpa (285 psi)
Saw head control	Raised position setting	Mercury sensor with manual dial
	Cutting control	Pressure-Flow control valve
Table height		27.6"
Allowable load weight		3307 lb
Machine weight		2205 lb
Machine dimensions (W x D x H)		73.6" x 72.6" x 69.8"

## Service Corner

Welcome to *Service Corner*, another new column that will appear in each issue of *PMP News*. *Service Corner* will provide useful service-oriented information.

This first column focuses on breakdowns. No matter how efficient your service center or job shop is, these are bound to happen from time to time. No matter the size of your business, you don't want any interruption as downtime means you could not only be late in delivering the order, but you're also losing money as well.

So how do you avoid breakdowns? By regularly servicing your bandsaw machines. Automobile manufacturers generally recommend you change the oil in your vehicle at regularly scheduled intervals. You should adopt this same approach for your machines, too. Establishing a routine maintenance schedule will not only lessen the chances for any delays, but also prolong the life of your machines.

Contact your nearest PMP technician who will sit down with you and set up a cost-effective maintenance program. This may include hydraulic oil changes, lubrication and a comprehensive inspection that can troubleshoot and diagnose your machines and take care of any issues before they become bigger.

Your bandsaw is a critical part of your business. Implementing a regular maintenance schedule will help prevent breakdowns and ensure that your customers receive their materials on time.

For more information on setting up a maintenance program for your machines, contact (800) 877-4729. O

## Amada Introduces HKB6050



Amada has rolled out the HKB6050, a fully automatic, double-posted, full-capacity bundle cutting band saw. The 10,000-lb. machine, measuring 122" x 138" x 85" has a number of standard features, including:

- **Full-capacity bundle vise.** Extremely rigid and heavy-duty vising for fast, accurate cutting of full-capacity (20" x 20") bundles using all types of materials. Positive clamping on all sides of the bundle virtually eliminates movement of the pieces being cut.
- **Automatic trim cut.** The patented device gives the operator the option of whether or not a trim cut is needed. Expensive setup times are reduced, which increases productivity.
- **Auto guide arm positioning.** Eliminates the possibility of operator error in the initial setup. The guide arms will always be as close as possible to the pieces being cut.
- **NC back gauge auto feed.** Has a conveniently located operator's station with controls for the NC back gauge, which cuts pressure and flow for fast setup and economic cutting.
- **Cutting rate digital display.** Shows desired feed rate — can be preset and verified prior to starting cutting operations.
- **Blade deviation monitor.** Monitors any blade deviation created by improper feeds and speeds, and assures straight and accurate saw cuts.

For more information on the HKB6050, please call (800) 877-4729. O

## New Sales Representatives



Alex Madsen

ACT welcomes two new sales representatives! Alex Madsen is based in Portland, OR and covers Idaho, Oregon and Washington for ACT. Alex has more than 13 years of industrial sales experience, and for the past six years served as a manufacturer's representative, handling product lines such as Simond and Starrett.



Thomas Stitt

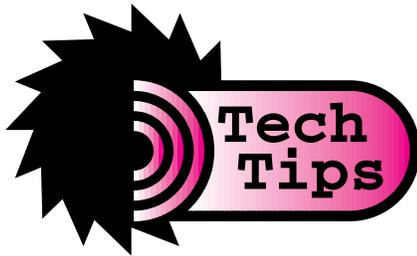
Scottsdale, AZ-based Thomas Stitt works with leading structural steel fabricators throughout the Western U.S., promoting and selling band saws and blades, and helps establish new distributors for Amada in the region. Thomas brings to ACT more than 20 years of industry experience and also served as president of a fabrication facility; their principal product was a light-gauge galvanized steel framing for the commercial and residential markets. O

## THE CUTTING EDGE

If you're looking for a blade that's ideal for heat-resistant alloys, nickel-based alloys, titanium alloys and special high-tensile steels with tensile strengths over 142,000 psi, then consider the BCTB. The diamond-hard, ultra-sharp, carbide-tipped band-saw blade cuts through a wide variety of materials. There are four versions of BCTB:

- BCTB-1 is for mild steel
- BCTB-2 is for non-ferrous materials such as aluminum and copper
- BCTB-3 has a tin coating that increases the range of materials that can be cut, from mild steel up to and including stainless steel.
- BCTB-4 is for extremely hard to cut materials like titanium alloys and Inconel.

With the BCTB series, tolerances are tighter and Amada's tooth geometries can easily handle the high shear strength inherent to many of today's tough space-age materials. In addition, the BCTB's carbide-grade material resists low thermal conductivity and abrasion that usually cause the quick breakdown of conventional bi-metal bands. O



### **Situation:** Cutting surface is crooked

**Suggestion:** Here's a comprehensive checklist that should resolve this!

- ✓ **Improper blade alignment.** Check alignment and adjust if needed.
- ✓ **Blade guides worn** — replace guides.
- ✓ **Insert knobs loose** — these should be tightened up so that the backside of the knobs is flush with the casting arm.
- ✓ **Band tension is low** — make sure tension is adequate to the blade being used.
- ✓ **Blade pitch is too fine for large material.** Pitch should be 8p-6p for 1" mat., 6p-4p for 1"-3" mat., 4p-3p for 3"-6" mat., and 3p-2p for 6" mat., and over.
- ✓ **Blade speed is not correct.** Check cutting speed charts for different types of material.
- ✓ **Blade set is worn on one side.** Change the blade. If a blade starts to cut out of square, that blade will lose its set on one side and always cut out of square.
- ✓ **Not enough coolant flow or mixture is wrong.** Check mixture tables for the type of coolant you're using. Also check coolant lines and the filter for anything that may be clogged, or the pump could be bad.
- ✓ **Band brush set improperly or worn.** Adjust it, or change if needed.
- ✓ **Cutting rate is too high.** Check cutting rate charts for material being cut.
- ✓ **Improper blade type.** For best results, use the appropriate blade for the type of material being cut or consult Amada for a blade recommendation. O

## Return Conveyor CD Available



**A** new CD is available that provides useful information for the new return conveyor.

The machine allows customers to put any type of round bar in a staging area. It easily cuts one bar while putting the second bar into position for the next application. Maximum cut size is 20" diameter; maximum cut length is 20 feet. The return conveyor's dimensions are 20.8' (L) x 87.8' (W) x 37.4' (H). Call ACT at (800) 877-4729 if you would like a CD sent to you. O

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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 \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

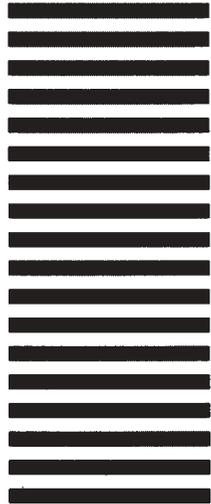
If you're looking for parts for your Marvel, DoAll or Hem Saw, look no further than your authorized Amada Cutting Technologies service representative or PMP technicians. Our service representatives will now order and install parts for all of your machines. Your Amada representative can handle all of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

# NEED PARTS FOR YOUR MARVEL, DOALL OR HEMSAW?

Please fold here and tape bottom closed.



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