

"The Cutting Edge"

THE KINETIC CO. • P.O. Box 248 • Greendale, WI 53129-0248

(414) 425-8221

AUGUST 1986

E.B. Eddy increases productivity using Kinetic winding mandrels

Another Kinetic success story.

Kinetic has been selling perforating blades, bottom slitter bands, top slitters, and anvils to the E.B. Eddy Company of Ottawa, Ontario, Canada for over 25 years. Yet until early this year, we never sold the company winding mandrels.

We got our chance last January when E.B. Eddy came to us with a question. At that time their mandrels would not operate well above 1950 SFPM. Their rewinder could not reach desired operating speed due to excessive mandrel vibrations. The company believes that this speed was too slow—that it was hampering production.

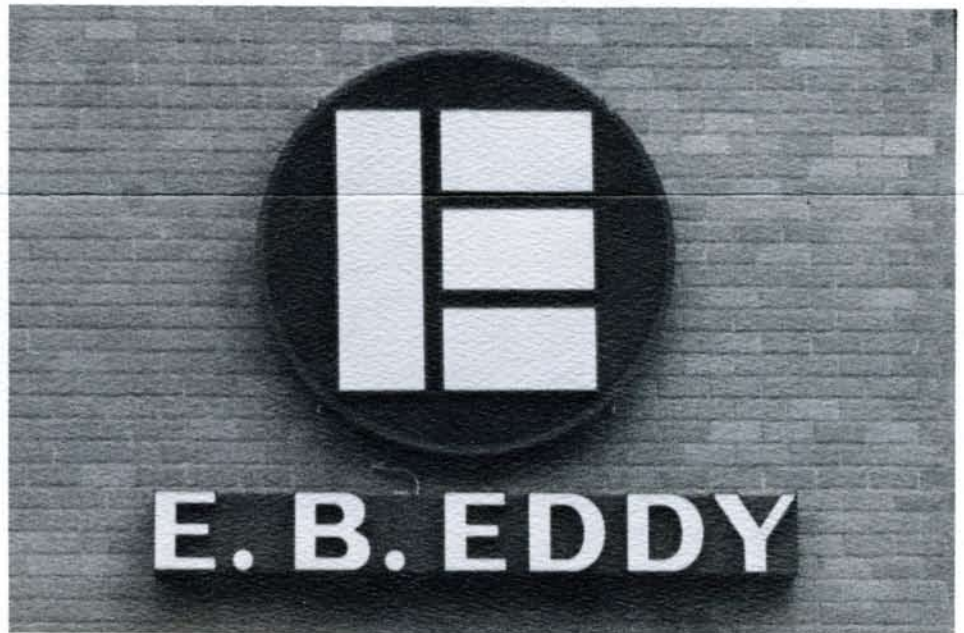
We agreed. To solve the problem, we designed a mandrel that would reach higher speeds yet stay vibration free.

After we manufactured these certified mandrels, we balanced them using our three plane dynamic balancing technology. (You'll remember that we wrote about this in our June issue of "The Cutting Edge.") During the balancing, we found that the 1st and 2nd critical speeds registered at 1641 and 1824 SFPM respectively.

How did the new mandrels perform on the job? We called Mark Belair, E.B. Eddy's Converting Maintenance Superintendent, to find out. Mr. Belair told us that he is pleased with the new mandrels.

In fact, he gives much credit to the rewinder's recent 20% + increase in production to the new vibration-free winding mandrel assemblies.

According to Mr. Belair, "After the winding mandrels were installed, they consistently operated at speeds of 2000-2300 SFPM, depending on the



product being run. These numbers represent an increase in production of 10-20%."

What's more, Mr. Belair reports that the mandrels' speeds have sometimes neared 2500 SFPM without breaking the web—a fact that underscores their technical quality.

E.B. Eddy believes that these problem-free mandrels are a good buy. Mr. Belair feels that the mandrel cost payback will take only several months.

That's good news to us, too. It confirms what we say about the products we manufacture: "There's no substitute for the best. In the long run, quality more than pays for itself."

The mandrels have solved E.B. Eddy's production problems and made us proud of their efficiency. Now the question is this: How can we help boost *your* productivity?

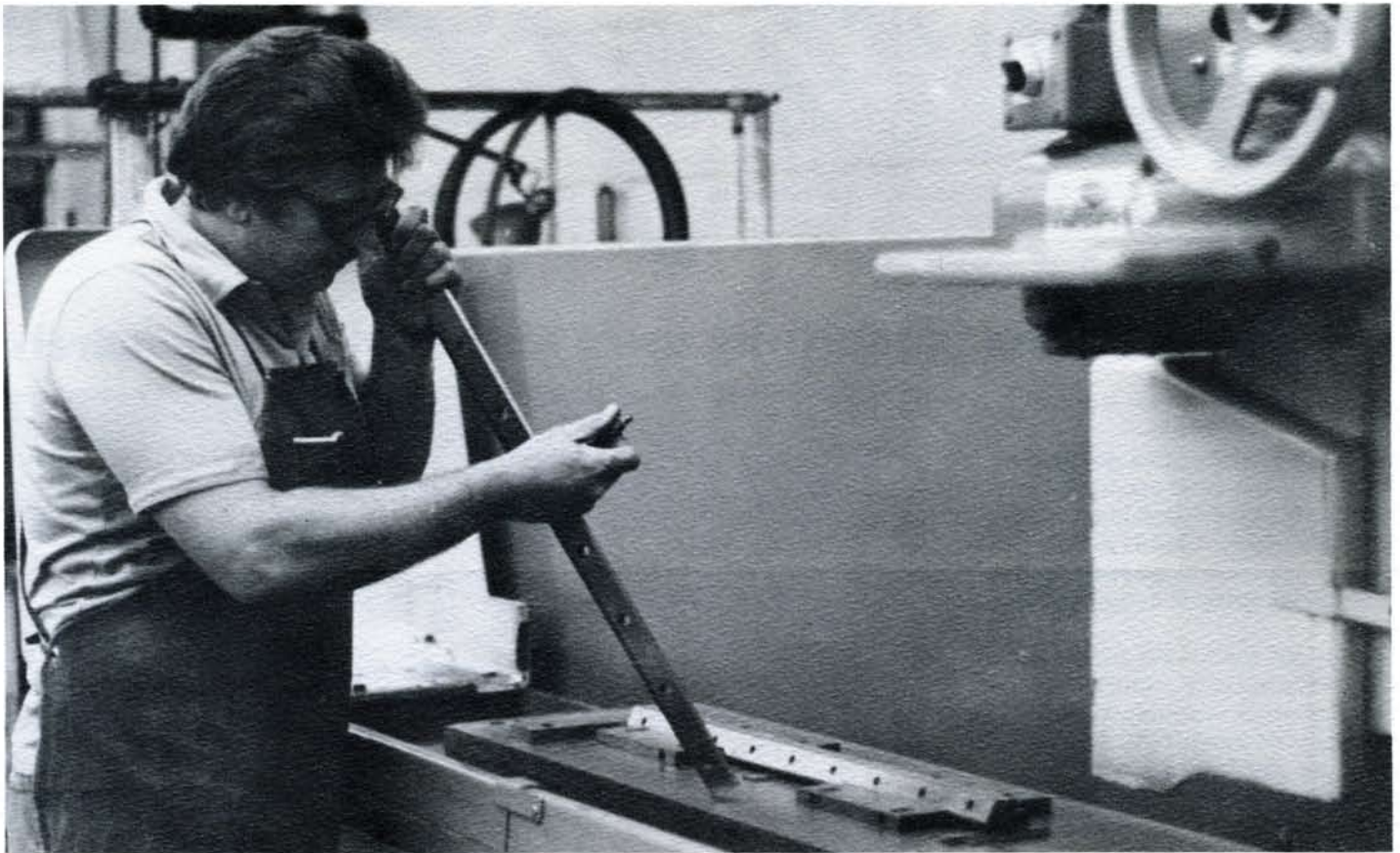
Meet our new reps

We have recently added two new reps to cover California and lower Michigan. Let us introduce them to you.

Dick Ashby, our new rep in California, has been involved in the metals industry for over 20 years, so he knows its ins and outs. Dick will serve the ferrous industries as well as the brass, aluminum, and copper industries. We're sure he will serve you well.

Ron Foster will handle our paper mill product line in lower Michigan. Because he's been working in paper products for over 20 years, Ron brings a lot of expertise to the people he serves.

If your company is located in one of these territories, Dick or Ron will be contacting you soon. When they do, challenge them with a problem. They're there to help.



Brian Labucki's 21 years of experience as a Mattison grinderman insures that these worn Hayssen wrapper knives will be reground to "like new" tolerances.

Want a brand new blade for a fraction of its cost?

That's what you get when you take the time to regrind a dull knife.

Let us ask you this: What does your store-room look like? Is it a graveyard for worn knives? If it is, you're wasting money. The life of a good knife doesn't end when the blade gets dull. The truth is this: good knives, when properly treated, are the cheapest kind of knives you can buy. You can regrind the heck out of them, and their cost compared to their performance gets to be very small.

So send us the knives that are haunting your storage area, we'll regrind them and return them to you in brand new condition—for one-third to one-quarter the cost of a new blade. You can't even buy a cheap, throw-away knife for that.

Some of our customers regularly send us knives for regrinding. In fact, we have one customer who sends us boxes of 100 knives at a time. Those customers who

use the service find themselves using it more and more. So far, we have reground 30% more knives this year than last year.

On the other hand, we never hear from other customers—for whatever reason. And we know they're wasting money.

So if you didn't know that our regrinding service exists, now you can take advantage of it. If you've known about our service but just haven't gotten around to packing up the knives and sending them, maybe our reminder will move you. It's well worth the time spent in packaging.

When you package knives, put them in tubes, or wrap them so they won't move in the carton and bang into each other. Our goal is to return your knives within 5 days after we receive them.

Our regrinding service is something to think about. We can give you a great deal on a used knife.

AUTO-CAD brings speed and accuracy to designs

Speed. Accuracy. Cost Efficiency. They're all benefits of the CAD system. The CAD system—that's Computer Aided Drafting—is changing the way we do things.

We use the AUTO-CAD in two ways: First, to design parts. The AUTO-CAD system enables us to produce more drawings, more accurately, and more quickly. It's faster than a draftsman, it prevents human error, and revising designs becomes a simple matter of a few keystrokes—not a laborious redrafting of the design.

Second, to check the accuracy of the drawings we receive from our customers. We routinely redraft all incoming designs to check for accuracy. We feel that catching any error before it gets too far down the production process benefits everyone. It's just one more step toward better quality control.