

# "The Sharper Edge"®

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## Microblade's The Big Blade log saw— 32" in diameter to fit your Perini Echo equipment



*Tony Wathall, Microblade's Director and Plant Superintendent, holds our traditional 24" log saw. Mary Green, our Managing Director, holds one of our new 32" log saws, made expressly to fit your Echo equipment.*

Are you using the Echo Big Blade log saw unit? A growing number of our customers are sawing their hard wood, soft wood, and multifold products with the larger blades. And because these mills have grown accustomed to Microblade quality log saws, they began asking us if we could manufacture a log saw to work on their new Echo equipment.

After our people from Microblade and

ORBITAL SAW investigated what our customers needed for their Echo equipment, they reported to Tony Wathall, Microblade's Plant Superintendent. Tony expanded Microblade's machining capabilities by considerably changing our tooling and manufacturing process.

The result? We are proud to introduce to you The Big Blade log saw, a 32 inch (810mm) log saw blade with all the

advantages of Microblade's smaller diameter log saw blades—

- It's crafted with the same care and processes you've come to trust in our log saws.
- It's roller tensioned to be true running with no flogging at operating speeds.

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# Meet David Fitzgerald— our new European Sales Manager



David Fitzgerald has just about every credential you could ask for in a sales manager.

He was born in Sheffield where he apprenticed as a draftsman and mechanical engineer. He completed a degree in mechanical engineering. He has already been a sales manager in one of Neill Tool's subsidiaries. He has

worked in tungsten carbide and high speed cutting tool industries manufacturing circular and flat industrial knives.

Furthermore, he knows his territory—he's sold machine tools and cutting tools to agents and customers throughout Europe and America. And during the past few months, he has learned exactly how knives are made at both Kinetic and Microblade. He understands metrology and he knows our production techniques.

David is a "hands-on" manager who will regularly get out into the various markets and work closely with converting engineers and with our agents. When you meet David, we hope you take advantage of his knowledge and experience to help you solve any of your more elusive production problems.

Being a Sheffield native, David has literally grown up in this industry, making him an exceptionally resourceful problem solver. Like all products of Sheffield, he comes with a sharper edge. Find out how he can help you.

## The Big Blade

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- It's manufactured from high carbon—high chrome tool steel, just like our smaller diameter log saws.

We've combined a 1.5% carbon and a 12% tool steel with Microblade's precision treating and tempering procedures to give you a fine grained tool steel—its wear resistance and toughness are exactly what's needed for this severe application.

All in all, The Big Blade log saw is a winner. The first blades, delivered in September, were sold before they were finished.

Our inspections to date make us confident that you will be more than pleased with the way The Big Blade log saw cuts your bundles and larger diameter logs. If you want to know more about The Big Blade log saw, call Microblade or ORBITAL SAW. We'll be happy to put your name on one of our batches of The Big Blade log saws.

## As our technology and equipment change, so will we

**T**he Big Blade log saw is only one example of how we at Kinetic and Microblade intend to grow and change with your industry.

If we don't have what you need right now, we'll work with you to meet your needs.

But we're depending on you—to talk to us and tell us about how your production methods are changing. You are our best resource for new ideas. You have the equipment, and you know the problems. Tell us about them. We can get you the solutions.

We're your partners, and we'll work with you. Because we want to handle all your cutting needs.

## Seminars getting rave reviews

We told you about our mandrel seminar and our log saw seminar in the August and April issues respectively. Both workshops have been termed huge successes by everyone, and we're enjoying doing them.

We developed these kinds of seminars because we want to help you get the maximum life out of the products you buy from us. And that's as much a goal of ours as making the finest parts in the world.

Furthermore, we don't sell you a videotaped training presentation—we send you real people with no fees or strings attached. We feel these seminars are another way to get to know our customers and their needs better.

Dates are still being scheduled. If you are interested in a log saw seminar, call Joseph Masters in Greendale or Mary Green in Sheffield. If you would like your maintenance people to spend a day at Kinetic learning mandrel repair techniques, call Jerry Kedziora. Reserve a day on our calendar because these seminars will pay you dividends.

For more information about each seminar, check these back issues of *The Sharper Edge*.

