

# The Sharper Edge<sup>®</sup>

Keeping the paper and metals industry up-to-date on the latest happenings at Kinetic, Microblade and ORBITAL SAW

NOVEMBER 1992

## We'll be at Tissue World 93

Finally. An international conference and exhibition exclusively for sanitary

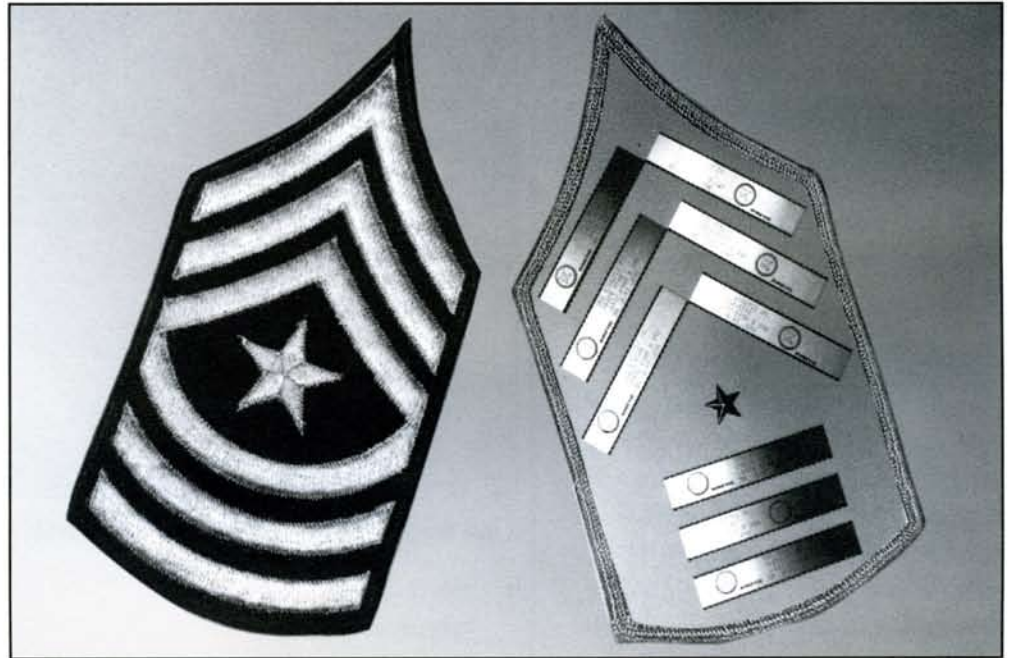


paper producers. We're really looking forward to this event; it's a great opportunity for buyers and sellers to meet and talk.

If you've never met us or used our products, we invite you to stop in our booth. Come with your problems and questions, and get some answers about how we can serve you better, save you money, and increase your production.

You'll find our multi-lingual staff in booth #125. We hope to see old friends and make new ones.

Mark your calendars: March 2-4, 1993, Nice, France. We'll give you more specifics in the next issue.



## Earning our stripes — We've been doing it for years

Lately there's been a sudden flurry of excitement in the tissue industry caused by the "introduction" of color bars on perf blades. Frankly, we're a little puzzled by all this excitement because we've been color striping our perf blades for the last 12 years. Some customers have used the idea while others haven't.

We think 2 recent changes in the industry put colors back in the news. First, the advent of sodium vapor lighting has made seeing edge wear more difficult while the blades are still in the machine. Second, the blade rotation procedures have changed: in many mills,

winder operators, rather than mechanics, are turning blades.

We've always thought color striping was a good idea for perf blades. We offer multiple colors so you can identify blades from different departments and different product lines. Also colors let you accurately track test blades. So if you've recently thought about adding color stripes to your perf blades, call us. We'll take good care of you. We've been the world leader in perf blades for so long that there are very few things we haven't thought of. We earned our stripes a long time ago.

# A great deal on our long-lasting A-9 side trimmers

We know that we are always telling you that we've got "something better." Well, here we go again. We've developed a side-trimmer at a great price that will save you down time and resharpening time, and so reduce the number of side trimmers you use in a year. It's the right offer in a tough economy.

We'll sell you a trial batch of our new A-9 side trimmers for the price of H-13s.

That's how sure we are that you're going to love the performance and the results you get from these highly durable side trimmers. And the best part of the offer is this: after you have seen how well A-9 side trimmers perform and you're ready to convert your mill on a large scale, you'll be able to do so for only a few dollars more than you are currently paying for H-13. Before you say this is too good to be true, let us explain how we can make this offer.

20 years ago, A-9 used to be the king of side trimmers. Then along came H-13, a more economical metal at a time when the market was driven by price. H-13 produced good results and was a tough enough alloy to stand up to the job — it was also substantially cheaper than A-9.

Now, however, we have developed a relationship with a vendor who will supply Kinetic with large quantities of A-9 at cost-effective prices. Because we are able to pass that savings on to you, we are reintroducing the A-9 side trimmer — for just slightly more than what you're now paying for the H-13. H-13 does a good job; it's just that A-9 will do a better one. Look at the advantages:

- a longer-lasting side trimmer



*Our long-lasting A-9 side trimmers will out-perform your H-13s.*

- less downtime replacing side trimmers
- less time spent resharpening
- fewer side trimmers purchased

And we think that in the current economy, savings and productivity issues are even more important than they usually are.

One of our customers agrees. We had manufactured a batch of A-9 side

trimmers to have on hand when this article was published. Word got out that we were manufacturing A-9s again, and this customer bought the whole lot! We're already working on another batch and we'll be ready for you when you call. This is a great opportunity for you to test A-9 side-trimmers for yourself. In your mill. On your products. It's an offer that's hard to resist. Call us to reserve your test order now.

## Getting the most from your Log Saw Blades—our manual of trouble-shooting tips

If you are having blade-related problems with your log saw operation, or you simply want to improve the life and performance of your log saw blades, we have written a manual to help you. **Getting the Most from your Log Saw Blades** covers how to avoid the "out-of-round" log saw blade condition and other blade problems that plague many mills.

The information contained in the manual is a digest of our 20 years' experience in producing log saw blades and watching them in operation. Our aim is to reduce your usage and help you get all our blades have to offer. Call Microblade or ORBITAL SAW or talk to your salesperson to order your complimentary copies.