

The Sharper Edge[®]

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

JUNE 1994

Microblade earns BS 5750 certification: unwavering quality

Europe and America know it as ISO 9000. But in Britain, International Standards has delegated the responsibility of measuring quality to British Standards. Hence, BS 5750.

While the letters and numbers may change from country to country, the meaning stays the same: consistency. And when certification is granted to a company like Microblade — already known for its fine quality circular saws and blades — the certification insures consistently high quality products.

Our people at Microblade worked long and hard for exactly one year to achieve certification. It was a time-consuming process. However, we are beginning to reap the benefits already. Here are just a few of the improvements that we at Microblade have noticed:

Reduced scrap — always important to keeping costs down.

Improved quality, safety, and efficiency — benefits to you and to us.

Because of the **thorough inspection process** we've set up, we can identify problems and rectify them quickly and easily.

Our people are better trained — in everything from operating fork

lifts and working with grindstones to conducting internal audits.

Our suppliers are reviewed regularly so the quality of our raw materials is equal to its task.

We review ourselves regularly. We hold monthly meetings to go over our Corrective Action logs. (Everything that happens — constructive or otherwise — is recorded in this log.) For example, if we notice a pattern developing, an area where work or orders seem to slow down, we can investigate immediately.

We are really pleased with the

results of BS 5750. Your blades are being documented and monitored every step of the way: from the delivery of raw materials to the part's final inspection. If you have a problem with one of our log saws, we can follow its paper trail back to where and when its steel was melted.

So while we know many of you already had great confidence in Microblade products, know this, too: our superior products have just become **consistently superior.**



Kinetic mandrels increase production by 18%

We've said it before, and we'll say it again: our mandrels are 30 times better balanced than those supplied by the OEM.

And we calculated this number by measuring vibrations all along the length of the mandrel at all operating speeds — not just observing the mandrel ends at low speeds.

What kind of difference does that make to your production? Here's a case in point: a major paper-maker reported that using Kinetic certified winding mandrels increased productivity by 18%.

This mill manufactures industrial type product; yet the number typifies increases among most kinds of our paper mill customers.

We could tell you that this success is due to our mandrel design, our vibration-free dynamic balancing, and the durability we heat-treat into each mandrel. Or we could just let the increased production numbers tell the story.

18% seems to be loud and clear proof: our mandrels improve your output. As we like to say, your rewinder is only as good as the mandrels in it.

Major midwestern steel mill renews 2-year blanket order with Kinetic — 3 good reasons behind renewal

You may recall that in the July, 1992, issue of *The Sharper Edge* we told you about a major midwestern steel mill that gave us a standing order to fill its straight and circular knife needs. Now, two years later, we are proud to say that this mill has renewed its blanket order with us. Why? Three reasons:

Our materials expertise reduced the mill's usage pattern. When we examined the materials the mill was using to cut its products, we recommended several changes. Our experience told us that there were metals better suited to the jobs. The result? The knives last longer. How do we know? Knives we produced for release in July of '93 are still

sitting in our storeroom. We stocked quantities based on the mill's old pattern of usage. The mill managers have been pleasantly surprised. This Kinetic benefit goes hand-in-hand with the next benefit.

New materials eliminate knife breakage problem. In the past, the mill experienced breakage problems with their knives. Our knives have eliminated the breakage problem. Enough said.

Our A-9 NOgrind™* side trimmers solved their hard work problems. Some pickle lines use our H-13 NOgrind™ side trimmers. Lines that cut tougher

materials use our A-9 version of the NOgrind™ side trimmers. The production managers are very satisfied with the A-9 results; these side trimmers can really stand up to the rigors of their job.

"Usage dropped dramatically... knives we produced for release in July '93 are still sitting in our storeroom."

We are very pleased to announce this on-going relationship. We feel good about its results, and so does our customer. That's the way we like to build our business. Want a quote? Call Dan Herrmann. This success story could be yours.

*The NOgrind™ name and logotype are trademarks of The Kinetic Co. The NOgrind™ Side Trimmer design is covered by U.S. Patent #5,093,975 and other patents pending.

Right off the presses —

The 2nd edition of *Getting the Most from your Log Saw Blades*

In November '92, we announced the first printing of *Getting the Most from your Log Saw Blades* manual. It's been a great success. We've since translated it into several languages, and we're now into our 2nd edition.

Why a 2nd edition? The information contained in the 1st edition was a digest of our 15 years' experience in producing log saw blades and observing them in operation. Yet no industry stands still. Certainly not log saw blades. And we've learned a few more things since 1992. The second edition contains several new tips and strategies. For your convenience, we have highlighted the additions so you can

find them easily.

So if you are interested in preventing stop-signed blades, getting longer life, or better performance out of your log saws blades, call for a complimentary copy of *Getting the Most from your Log Saw Blades*. Some of you have already discovered how helpful it can be. For those of you who may not have requested a copy of the 1st edition — we urge you order one and see how it can help you increase productivity and reduce cost.

For your free copy, contact Michelle Link at ORBITAL SAW or Lisa Mitchell at Microblade.

