



## President's Message

### We've Weathered the Storm

*'When the economy bounces back we are well positioned to grow once again.'*

The first part of 2010 did not yield the turnaround in our markets that we expected. Credit remained very tight. The stimulus money for the infrastructure improvement has not yet materialized. Growth in Wind Power in the U.S. has been stymied due to the present lack of storage means and the costs to hook up to the power grids. Nuclear Power in the U.S. is being held up at the present time as no definite disposal sites have been approved.

Unfortunately since the beginning of 2009 the Federal government has focused on national healthcare, financial regulatory issues and expanding unemployment benefits. While each of these has merit they have not addressed the major issue of regrowing U.S. manufacturing and creating jobs.

At the state level we have experienced complete government gridlock throughout 2009 and into 2010.

In spite of all these economic problems we have been able to remain financially stable through cost cuts, new product introductions and business from key export markets.

These are some bright spots that should bode well for us going forward. New products like the Plate Pro Extreme, Anti Drift turning rolls and LD positioners have already yielded positive results for us. Going forward we are confident that the Koikejet and Light weight bevel will do the same and produce the anticipated incremental sales that we expect.

South American sales continue to be very good. We are in the process of recruiting a KAR manager for Brazil. Mexico sales and quotes have improved recently. Our initiative to open European distributors for our positioner line has already produced new business for us. This should grow over the next two to three years. During the first quarter we received some significant positioner



*President Jerry Leary*

orders from Russia and are expecting more orders in the second quarter. These are the first Russian orders that we have received in more than a year.

I am hopeful that the U.S. economy and our U.S. markets will get stronger at some point in 2010. Presently it is impossible to pinpoint just when this will happen. In any event we have weathered the worst far better than many of our competitors and are well positioned to grow once again as these markets improve.

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## 'Think Future, Act Now!'

**K**oike Sanso Kogyo featured their pollution free plasma cutting system called the ALPHATEC-3000, the [KOIKEJET](#), the [Lasertex](#), and the Anti-drift turning roll system — just to name a few— at the Japan International Welding Show held between April 21<sup>st</sup>-24<sup>th</sup> in the Tokyo Big Sight facility.

The Japan International Welding Show first started 41 years ago and Koike Sanso Kogyo has taken part in every show since then.

The 2010 JIWS theme was "Think Future, Act Now! Gateway to the Great Success in Asia." The show had approximately 93,000 visitors and almost 200 exhibitors.



*Koike has taken part in the [Japan International Welding Show](#) every year since it first started 41 years ago.*



*The [Mecânica Trade Show](#) had 1,969 exhibitors and a total attendance of 117,734.*

## Koike Participates in Mecânica Trade Show

**T**he Mecânica International Machinery Trade Fair held in São Paulo, Brazil was a great success. This was the first year that Koike has participated in this show. In order to make this possible, we partnered up with Techmachine and Sumitomo to help with all of the coordinating. Lucas Vanderlei Galavoti, Ron Krasnek, Helbert Nazzi, Ingmary Niche, Danglar C. de Oliveira, Augusto Ramos and Marcelo M. Zatti took part in tending to the booth from May 11<sup>th</sup> –15<sup>th</sup>; we would like to thank all of you for your dedication and efforts. We received nearly 600 leads and a great deal of interest, especially for the [Koikejet](#), [Lasertex](#), and [portables](#).



*Engineering and Manufacturing got together for a group photo after successfully completing their 1<sup>st</sup> KOIKEJET.*

## KOIKEJET Teamwork!

**K**oike Aronson/Ransome has long been a major player in the [plasma](#), [oxy-fuel](#) and laser machine industries. Awhile back it was decided that we should branch out and the idea of developing a [waterjet cutting system](#) was born. After initial research, the Engineering team began to develop the concept and come up with some drawings. Purchasing and Manufacturing departments were invited to come on board and soon the KOIKEJET ball was rolling.

We are confident the KOIKEJET waterjet system will be a good product addition for us. We have a dedicated staff that is committed to the KOIKEJET's success and they are working on adding more capabilities that will be available in the near future.

# ANTI-DRIFT ROLL SET

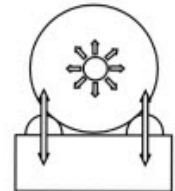


Questions? Please contact Positioner Sales  
Phone: 585.492.2400 or Toll Free: 800.252.5232, ext. 480

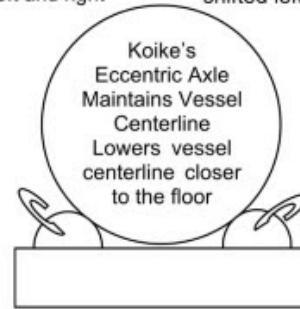
## Conventional forms of Anti-Drift Control



Lateral Moving Base  
Causes vessel centerline to be shifted left and right



Vertically Moving Wheels  
Causes vessel centerline to be shifted left, right, up and down.



Automatically compensates for vessel irregularities and roll misalignment  
holds vessel axially in position on rolls within +/- .04" (1 mm)

## The Minigraph

**A low cost, high performance plasma cutting machine.**

In April of 2010 we introduced a new cutting machine, the [Minigraph](#). The Minigraph is a low cost, high performance, plasma cutting machine. This rugged, easy to assemble, small gantry plasma cutting machine is the newest generation of CNC plasma cutters. Most companies within our industry use steel rails and cam followers for the linear motion, but the Minigraph uses top quality linear guideways and slides on all three axis, thus reducing maintenance and frustration.

The Minigraph is made up of large, strong, rack and pinion drives versus smaller gears that quickly wear away and cause backlash. There are three models to choose from: 4' x 4', 4' x 8', or 5' x 10'. They weigh between 600–1,000 lbs. The table has been designed to hold up to 600 lbs., which is the approximate weight of a 4' x 4' sheet of 1/2 inch mild steel. If thicker material is required, it is simple to remove the slats and build a custom frame inside the frame to support the load.

Please contact our Cutting Machine Business Unit Representatives for additional details or check out our Minigraph web page on our website at [www.koike.com](http://www.koike.com).



**The Minigraph uses top quality linear guideways and slides on all three axis.**

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## Don Dildine and Sandy Ashworth Retire

### Two Retirement Parties in Two Months

In March **Sandy Ashworth** retired from her position as a Customer Service Representative after working for Koike for 30 years. KAR hosted a special going away party for her and her family where she shared laughs, memories, dinner and drinks with several co-workers.

After working for Koike for 46 years, **Don Dildine** retired from his position as Purchasing Manager in April. KAR hosted another successful retirement party, this time for Don and his family at the Hearth, located in Chaffee, N.Y. close to KAR headquarters.

Within one week after retiring, Don and his wife Sue sold their home located in the Village of Arcade and moved to Pennsylvania to be closer to their family.

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## New Marketing and International Sales Manager

Over the course of the past 19 years at Koike, **Ron Krasnek** has held multiple technical and sales positions, received several promotions, and is working on his MBA. In March of this year, Ron was promoted to Marketing and International Sales Manager after being the Portable and Gas Apparatus Product Manager for eight years.



*Ron Krasnek*

Ron stated, "Many people out there say we are one of the industries best kept secrets, because some customers don't realize until after the fact that Koike really does have the support and know how to help customers be efficient and ensure they have purchased the right equipment for their needs." Therefore, Ron's goals for his Marketing/Export Sales position are to focus on brand awareness, website improvements, and to stay up on today's technology.

In November, this year's [FABTECH](#) show will be held in Atlanta, Georgia, and Ron will be responsible for coordinating Koike's booth. He is optimistic about the show because, along with the rest of the world, Koike will be slowly coming out of an economic downturn. By having a large booth with several new products to display, we can show thousands of people that we are truly a financially strong company that is here to stay.

Ron is also responsible for International Sales. He is fluent in Spanish and gradually learning Portuguese. His language skills help him to effectively communicate with key people in South America and stay abreast of the market trends, determine the customers' needs, and ensure that Koike can support them with quality goods and services at a fair price.

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## Hideo Koike Returns to Japan

After living and working in the United States for nearly seven years, **Hideo Koike** and his family have returned home to Japan. During Hideo's time at [KAR](#) he worked in a variety of departments within the company including Human Resources, Information Systems, Accounting, and perhaps most importantly in the Marketing and International Sales fields. As the Marketing and International Sales Manager he was quite successful at expanding KAR's laser cutting machine business and increasing Koike brand awareness throughout the Latin American market. His marketing and International Sales responsibilities have now been assumed by Ron Krasnek. Hideo also was the liaison between KAR and KSK management and was instrumental in keeping the communication barriers to a minimum.



*Hideo Koike*

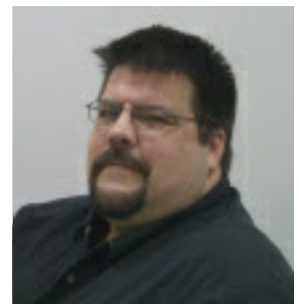
Hideo has a message for the people of KAR: "I miss all of the people in Arcade, but I am still in the same Koike Group, so we can continue to work together to become #1 in the market."

On behalf of KAR, we wish Hideo the best of luck in his new position as Manager of the Machinery Sales Division!

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## New Manager

The new [Portable and Gas Apparatus](#) Product Manager, **Jason Ladd**, has been with the company for five years. Jason started out in the Maintenance Department and then quickly moved up to the Portable and Gas Apparatus Department as a sales engineer.



*Jason Ladd*

In 2008, Jason decided to go back to school full time and enrolled in Houghton College's PACE program where he completed his Bachelors of Science Degree in Management. His new degree should help him in his new position. Jason plans to enhance the Customer Service Department by teaching his team as much as he can about the Portable and Gas Apparatus product line so that they will have the ability to answer in-depth customer questions. He is also working to improve market share and focus on the Koike brand awareness within the portable cutting/welding and gas apparatus industries.

In his extra time, Jason enjoys spending time with his wife, Sue Ann, three sons, daughter, two granddaughters and two stepsons. Recently, the entire clan joined the Antique Automobile Club of America where they attend antique car shows throughout the year. He also enjoys coaching his sons basketball, football, and soccer teams, cooking new recipes and trying different types of wine.

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## New Employees

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In 2009 **Chris Goodson** began working for Koike as the [Waterjet Specialist](#). He has been active in the waterjet industry for over 13 years. Chris started working his way into the waterjet industry by selling abrasives.

Chris has set some serious goals for himself and the company. He plans to work on building a superior waterjet distribution force with the help of other KAR personnel, sales representatives, and machine tool distributors by sharing the underlying philosophies and applications of

waterjet systems with them. His goal is to sell twenty KOIKEJET units by the end of 2010. Obviously he enjoys his new job and says he takes pleasure in working for Koike because “people are friendly, good to work with and helpful.”

Chris is originally from Massachusetts but currently resides in Ballston Lake, N.Y. with his wife Andrea. The couple have been married for 13 years and have two sons, ages 3 and 1. In Chris’s spare time he enjoys golfing, skiing and a good majority of the other outdoor sports.



*Chris Goodson*

In mid-April **Kevin Domes** joined the Koike Aronson Ransome team as the Materials Manager. Over the past 27 years Kevin has held several managerial positions, most recently serving as an operations manager. Kevin is very happy to have been given the opportunity to work for KAR and hopes to use his experiences to help improve processes here.

Kevin’s number one goal as Materials Manager is to develop a process to enhance machine order lead times. By working closely with the engineering team and our vendors he will be able to decrease the amount of time it takes once an order is received to the time the order begins going through the manufacturing

process. Kevin really enjoys working in a team oriented atmosphere and feels the products that we manufacture are exciting and interesting. He has a positive outlook for the future of Koike Aronson Ransome and looks forward to continuing his career with us.

Kevin has lived in the area for most of his life. He and his wife, Colleen have two sons, 24 and 21 years old. In his spare time, Kevin truly enjoys sports. He was involved in playing in an adult soccer league for many years and within the past couple of years had the opportunity to play in the same league as his sons. Recently he has turned his interests to road and mountain biking.



*Kevin Domes*

**Arthur Hider**, of Boston, N.Y., began working at Koike in 2009 as a Software Engineer. As a young adult, Art joined the Navy and ended up staying overseas and living in Japan for 14 years. His experiences during those years helped him develop his skills that he uses today as a software engineer.

Art’s most recent project was the KOIKEJET Controller. After dedicating numerous hours in research and trial and error he has created a controller with all the “bells and whistles” customers are looking for to satisfy their every need and desire. As with any controller, the work put forth is by no means completed

because of the updates that will need to be made to keep up with current technology.

Art’s goals in his position are to “help Koike anyway I can and make it fun.” He strives hard to do the best that he can in order to get the job done right the first time.

Art says he particularly likes Koike Aronson because there is “good coffee, good food and good people.”

In his spare time, he enjoys swimming, playing basketball, and spending time with his wife, Tamaki, daughter Joanna, and three dogs. He also is a 4-H Dog Training Volunteer, an activity he shares with his daughter.



*Arthur Hider*

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## New Manufacturer’s Sales Representatives

In January of this year we added two new [Manufacturer’s Sales Representatives](#), **Takashi Nakabayashi** and **Juan Vereau Fukunaga** with **Sumitomo Perú**.

On April 1<sup>st</sup> it was made official that **Robert Coleman** (owner), **Phil Tabellario** and **Eric Meehan** of **Walter Coleman Company** have become the newest Manufacturer’s Sales Representatives for Maine, Vermont, New Hampshire, Massachusetts and Connecticut.

We would like to welcome them all to the Koike family.

[www.KOIKE.com](http://www.KOIKE.com)

Phone: 1-800-252-5232

# Koike Aronson is a Proud Sponsor of the American Diabetes Association

Did you know that according to the American Diabetes Association, 23.6 million people living in America have diabetes? Within the past 20 years, according to *The New York Times*, the number of people with diabetes living outside of America has increased from 30 million to 230 million. Eight percent of the American population is affected by diabetes, including several KAR employees and their families.

Jerry Leary, President of Koike Aronson Ransome has proudly served as one of the past Chairman of the Leadership Board of the Western N.Y. A.D.A. and is still active on the board today. Although diabetes doesn't generally keep people from actively participating in life, it is a serious disease, and patients must follow a careful diet and generally rely on medication to keep it under control. The goal of the ADA is to find a cure.

Since 2005 KAR has been actively supporting the A.D.A. by taking part in the annual [Step Out: Walk to Fight Diabetes](#) which is held each fall at Darien Lake Theme Park. Last year's team, made up of 15 employees and family members and led by our dedicated team captain Angela Wiseman, raised \$4,257 and was the #1 Corporate Team from the three county area. "We ask employees to



*The Koike ADA Group came together for a quick snapshot before 'the walk' in the lobby of the Lodge on the Lake Hotel at Darien Lake Amusement Park.*

sponsor us, we hold raffles, and we ask our vendors and Manufacturer Reps to support us. We are always very surprised by how generous everyone is," says Angela.

**THIS YEAR'S WALK IS SCHEDULED FOR OCTOBER 2. SAVE THE DATE AND JOIN US IN SUPPORTING A GREAT CAUSE!**

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