

Tilt, Turn & Burn

KOIKE ARONSON, INC.



Winter 2009

Volume 18, Number 2

President's Message

Closing Out a Challenging Year

We all know that 2009 has been a year we wish we could forget. It certainly has been the worst business year that I have ever experienced.

However, there are bright spots that we can take from this year. For instance, our Engineering Department, working with the Business Units and Operations, have developed five new products that should generate considerable incremental business for Koike Aronson in the upcoming years. These products are: the Plate Pro Extreme; a lower cost/lighter weight Bevel Head; the anti drift device for large/heavy weight turning rolls; the light weight AGW for thin wall tanks; and the new KOIKEJET Waterjet cutting machine. In addition to these we have introduced a line of new LD-R bench type welding positioners, purchased from a sister company, which has already led to incremental sales.

Another bright spot is that the weaker dollar has opened opportunities for us, specifically with our positioner line, in Europe. One of the primary strategies in 2010 will be the expansion of Koike distributors for positioners throughout Europe.

The poor economy has led to a few of our smaller competitors closing. While this is unfortunate in many ways some of the business serviced by these companies should move to us. We expect this to happen in the short run in the Waterjet cutting market.

This years FABTECH show in Chicago in November was far better than we expected. Attendance was good in spite of

the economy. Leads and product interest were as good as the previous years. Our booth was at the entrance of the Welding section and drew a great many of the attendees. All of our new products, the new bevel, the Plate Pro Ext., the KOIKEJET, the light weight AGW and the Anti drift mechanism for large turning rolls generated a great deal of interest and leads. Once again this year our KAR team stood out over all of our competitors from a technical standpoint. I believe that this is a very good indication that our fortunes will be much better in 2010.

The head count reductions and Work share implementations have been extremely difficult for us this year. To date we have been fortunate enough to be able to avoid any cutbacks in our benefit offerings. We are still financially sound with a good balance sheet. Because of this we have been able to remain debt free throughout this year.

At the present time my best guess for the start of an upturn in our business would be the end of the first quarter of 2010. We were approximately four months late in experiencing the effects of the recession and may be four or five months late on the upturn end.



President Jerry Leary



N. Y. S. Governor Visits Arcade

On September 29, 2009, New York State Governor David Paterson visited Koike Aronson's facility in Arcade to make an official announcement about the \$1.3M Arcade and Attica railroad line relocation. The twenty-two hundred feet of track, which currently bisects Koike Aronson's land, will be relocated to the north, allowing us to expand our manufacturing space somewhere around 60,000 square feet. Governor Paterson was presented with a plaque that had a metal train mounted on it which was cut by our 4kW Lasertex machine.

Koike Aronson made front page of the [Arcade Herald, Vol. 106, Issue 12 newspaper.](#)

Koike Aronson Holds First Shipyard Advisory Council Meeting

Koike Aronson, Inc. held its' first Shipyard Advisory Council meeting on October 19th and 20th, with seven members from six shipyards attending. The seven members represented shipyards from the United States and Chile. Over the course of the two day meeting, Koike Aronson product



managers and engineering staff gave presentations on existing products and took the council members on a factory tour. The attendees were also asked for suggestions on new equipment that could help promote the future growth at their shipyards and perhaps make their jobs easier. Koike Aronson's plan is to expand this council to include more members. The next Shipyard Advisory Council meeting is scheduled for the fall of 2010.

New Products

AGW-LW

A light weight version of our popular Automatic Girth Welder (AGW) has been designed for small diameter, light-wall tanks. Like other Koike AGWs, the new Light Weight version performs x-ray quality horizontal welds up to 20 times faster than standard manual techniques, cutting in-field welding time for storage tanks by up to 40%. The [Light Weight AGW](#) can operate on tanks with inside or outside diameters as small as 12 ft., and any size larger. Its frame adjusts manually for plates from 4 ft. to 10 ft. tall (1.2 m to 3.0 m). The unit is self propelled and travels at 4 in. to 105 in. per minute, welding plates from 2 in. thick all the way down to 3/16 in. thick. The Light Weight AGW comes standard with a Lincoln NA-3 welding head and control as well as a DC600 power source, which is mounted inside a separate power skid for protection. The complete unit weighs less than 1000 lbs. (450 kg) including the welding package. Single-sided and double-sided configurations are available.

Please contact our Positioner Business Unit at 585-492-2400, ext. 480 or Positioners@koike.com for more information.

www.KOIKE.com

Phone: 1-800-252-5232

New Products



KOIKEJET

The [KOIKEJET](#) features a precision ground ball screw drive for a smooth and accurate cutting motion, as well as laser alignment, initial height sensing, and adjustable water level control for improved cutting efficiency. The system's state-of-the-art KMT Ultra-high Pressure intensifier pump offers the best performance available in waterjet cutting. KOIKEJET systems are available in a cutting width of 6 ft. and cutting lengths of 6 ft., 10 ft., and 12 ft. Custom sizes are also available. KOIKEJET can cut a range of metals including steel, aluminum, brass, copper, titanium, and armor plate from gauge thickness up to 8 in. It can also cut many other materials including stone, marble, granite, tile, plastics, glass, carpet and more.

Please contact our Waterjet Specialist, Chris Goodson at 585-492-2400, ext. 383 or goodsonc@koike.com.

3D-LT Bevel

The [3D-Light Weight Bevel Head](#) is a fully automatic contour bevel cutting head that offers outstanding performance at a budget-friendly price. When the new light weight bevel is mounted on Koike's economical Mastergraph Millennium cutting machines, metal cutters can enjoy high production for lower cost. It has fully integrated height sensing that uses ohmic contact, and real-time monitoring of height control process parameters. Real-time arc voltage height control provides arc voltage tracking within 0.1 arc volts. Automatic kerf detection eliminates the need to lock out the height control when crossing the kerf or cornering, and it's compatible with multiple plasma systems. The light weight bevel has full collision detection for both the torch and the bevel unit, as well as fully enclosed power tracks. When the lightweight bevel is used with the Koike Aronson Versagraph Millennium or Mastergraph Millennium, the system's rigid master carriage, A/C servo drives, and planetary gear boxes deliver unsurpassed precision and repeatability of the cutting torch.

Please contact our Cutting Machine Business Unit at 585-492-2400, ext. 430 or cuttingmachines@koike.com.



Plate-Pro Extreme

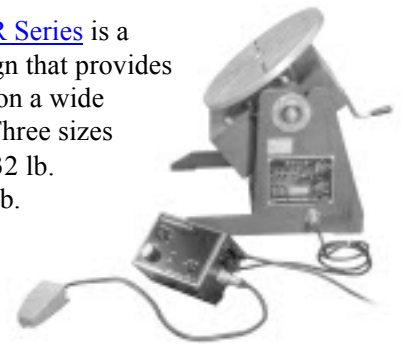
The [Plate-Pro Extreme](#) is a 3-axis, plasma and oxy-fuel cutting machine that offers excellent thermal cutting at an affordable price. The dual-side-drive Plate-Pro Extreme has the capability of cutting pieces from gauge thickness up to 6 in. Available cutting widths are 6 ft., 8 ft. and 10 ft.; available cutting lengths are 10 ft. to 100 ft. The Plate-Pro Extreme uses a heavy-duty, 22 kg, triple machined floor-mounted rail design. The Plate-Pro Extreme has a capacity of six tools: up to four oxy-fuel torches and up to two plasma torches. It can be outfitted with either Conventional or High-Definition plasma cutting systems. There are two CNC controllers, Burny Phantom or KARCNCx, as well as CNC auto-nesting upgrades. This flexibility gives users a range of configuration options. The Plate-Pro Extreme can be used with either downdraft tables or water tables. It comes with Koike Aronson's standard two-year warranty.

Please contact our Cutting Machine Business Unit at 585-492-2400, ext. 430 or cuttingmachines@koike.com.

LD-R Bench Positioner Series

Each model in the [LD-R Series](#) is a versatile, rugged design that provides stable positioning control on a wide range of rotation speeds. Three sizes are available: LD-60R (132 lb. capacity), LD-150R (330 lb. capacity) and LD-300R (660 lb. capacity). All have a tilt angle range of 0° to 135° to position difficult-to-weld parts. The LD-R controller employs a three-step speed switch (Hi/Mid/Low) and a potentiometer to provide precise adjustments within each speed range. The standard foot switch improves safety. The series' high TIG welding noise tolerance design reduces the impact of noise generated by TIG welding while ensuring stable table rotation. Precision welded trunnions, pre-loaded tapered roller bearings and self-locking worm gear add to the durability of the LD-R Series.

Please contact our Portable Machine Business Unit at 585-492-2400, ext. 440 or customerservice@koike.com.



Introducing the Men Behind the Machines

William Moore is the Lead Person for the Machine Shop. He has been with the company for over 25 years, all of that time in the machine shop. He gained his knowledge and skill at BOCES while attending Pioneer High School. William enjoys working at Koike because of all the challenges that are associated with the new designs of the machine that are being built.



William Moore

William is married and has two daughters, one of whom is married, and one who attends Fredonia State where she is majoring in education. He was born and raised in Freedom, N.Y. and has lived there his entire life. He enjoys trap shooting, hunting, sprint car racing and NHRA drag racing. He and his wife of 26 years also run a successful maple business, "Moore's Maple Shack," which has been in the Moore family for five generations. They do a lot of traveling to fairs, auctions, carnivals, and businesses within the WNY area promoting and selling their homemade maple sugar products.

lifetime member of the Gainesville Fire Department and enjoys deer hunting, archery, shotgun, fishing, and riding his motorcycle.

Doug Aikin is a Machinist. Doug has worked for the company for about three and a half years and enjoys working for Koike because of the work he does, the convenience and the people. Doug's main duty is to machine parts that will be used for the product lines that Koike offers. He has machined parts from "the size of a nickel to 24,000 lbs. plus."



Doug Aikin

Doug came to Koike with six years of experience.

Doug is originally from Cheektowaga; however, since 1997 when his family moved to Arcade, he has lived in and out of Arcade due to lack of work in the area. In Doug's spare time, he enjoys watching NASCAR races on TV.



Dennis Falkner

Dennis Falkner is a Machinist. Dennis has been a part of the Koike family for approximately 15 years. His main duties include operating the variable CNC machines such as the lathes, mills, etc. Dennis takes pleasure in working here because he feels that everyone is very personable, especially those within the operations portion of the company.

Dennis and his wife of 22 years, Teresa, have three children, Tawnya, Cory, and Dustin, and one grandson, Cabot. Dennis was born and raised in Gainesville, N.Y. where he currently resides today. Dennis is a



Rick Close

Rick Close is a Saw Operator. Rick's main duty is to saw metal to meet the specifications for each machine to be assembled. This year Rick received his 35 Years of Service Award; he is also the second generation of Close's to work here, for his father was an employee for most of his life as well. Rick really enjoys working for Koike Aronson because there is a "nice group

of people to work with."

Rick lives in Freedom and has lived in the area for his entire life. He has a daughter, Renee, and two grandchildren, Brittney and Ricky. Rick enjoys deer and coon hunting and when he gets an opportunity, does some fishing.



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Roy Martin

Roy Martin is a Machinist. Roy has worked for Koike Aronson for three years and his main duty is to be the Operator of the \$1M Sachman Rambdaudi machine. The Sachman is the largest and most expensive machine that we have in our shop. It allows us to machine very large pieces. It can handle lengths up to 30 feet without any type of weight restrictions. He is also able

to operate any of the equipment in the shop that uses a Heidenhain Controller.

Roy enjoys working here because of the variety of tasks that need to be completed on a daily basis, and the fact that he lives only minutes away. Prior to working for Koike Aronson, Roy already had 10 years of experience as a machinist under his belt.

Roy and his wife, Rebecca, have three children, Konner, Colleen, and McKenzie, all of which keep them very busy. In Roy's spare time he likes to hunt, fish, and go 4-wheeling in the woods with his family.

Terry Heitman is a Machinist. He started working here within a year of returning from Vietnam 40 years ago. Terry was born and raised in Riceville, N.Y. and the only time he has ever been away from home was the two years he served our country. Terry has enjoyed his many years of working here because he has had a chance to meet so many people with all types of different personalities.



Terry Heitman

Terry and his wife, Diane, have been married for 41 years. They have four children and seven grandchildren. In Terry's spare time, he enjoys working on cars and fixing them up with his three sons.



Micarta Turning Rolls, Industrial Standard for 40+ Years

Koike Aronson/Ransome has successfully been manufacturing "[Micarta](#)" Turning Rolls for the Utility Industry in the 50 to 250 ton capacity range for over 40 years. These rolls were originally developed for Westinghouse to help in their original manufacture of Turbine Rotors.

This development was necessary because conventional rolls made of steel were totally unsuitable for the precision machined and polished surface of the rotor journals. Conventional rolls with rubber or Neothane tires develop flat spots when supporting heavy static loads. Micarta is a Westinghouse trade name for a phenolic resin in a canvas substrate. It is a tough, corrosion and chemical resistant material. Micarta Rolls are used throughout the power generation industry for manufacturing of Turbines and Rotors for generators and compressors. The rolls are also used in repair and maintenance at power plants.

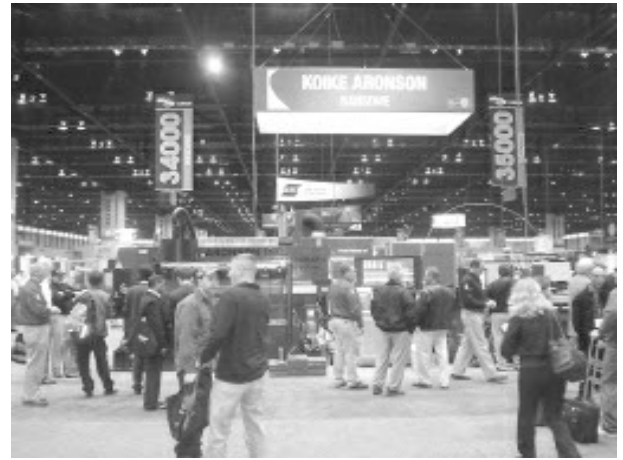
Please contact our Positioning Business Unit at 585-492-2400, ext. 480 or positioners@koike.com for more information.

2009 FABTECH/AWS News

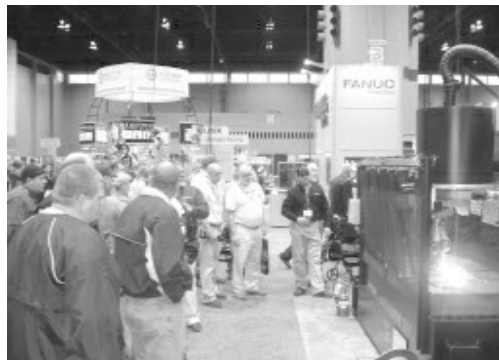
This year's FABTECH show was held from November 15th through the 18th at Chicago's McCormick Place. Koike Aronson exhibited several new products including the Plate Pro Extreme, the KOIKEJET Waterjet Cutting System, the Light Weight Automatic Girth Welder, the Light Weight Contour Plasma Bevel Head, the LD-R Portable Bench Positioner, and the Anti Drift Turning Roll.

The 40' x 60' booth was located right at the entrance of the show and the Koike team drew the crowd's attention with numerous live demonstrations. Although there were more than 1,000 other companies exhibiting their product(s), we were pleased to receive 315 leads and to sell nine units right off the floor. We also received a number of hot leads for our other large Cutting and Positioning equipment and are currently following up.

As many of you know, it takes a lot of hard work and dedication to put together such a booth and we would like to thank all of the people involved who helped make this year's FABTECH show a great success!



The good showing at the FABTECH/AWS Show was an encouraging sign that perhaps the economy is truly on an upswing.



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