

# NEWS

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## EMO Hannover 2013

**Kenny Imaizumi, Kanefusa Europe B.V.**

One of the biggest machine and tool industry fairs in the world, EMO Hannover 2013, came to a successful close on Saturday, 21 September. According to the organizer, there were over 2,100 exhibitors from 43 different countries and around 145,000 visitors from over 100 different countries attending the fair during the 6 days. European visitors came from Italy, Switzerland, Sweden, the Netherlands and Russia. China comprised the largest number of visitors from Asia, followed by Japan, Taiwan and India. We exhibited our unique and innovative products on a large 58 m<sup>2</sup> stand – D52 in Hall 15 – where the **Kanefusa** concept of “Speed & Yield” was presented to visitors. Our showcases were split into 3 categories for “Solid Material”, “Tube & Pipe” and for “Non-Ferrous Metal”.

1) Solid Material: Demand is currently high for optimum Circular Saw Blades. **Kanefusa** presented the Ferro-Max

series, namely ST-4, ST-4R, ST-4LC, Ti-4, Ferro Max SUS and Ferro-Max Speed – offering a wide range of qualities for low carbon steel, high carbon steel, stainless steel, alloy steel and so on. The innovative ST-5P version will be released next year. We are also very proud of our Thin Kerf saw blade which achieves 1.5 mm kerf.

2) Tube & Pipe: We exhibited not just our Ferro-Max Tube, but also presented “Tube Max Scarf” at the show. Nowadays specific material is too hard to cut with HSS saw blades, because Tube & Pipe material itself has become harder with higher tensile strength. A typical material is the impact beam in the car industry. In order to cater to customers’ requirements, a new saw blade for Flying-Cut off Tube Machines was developed. After several years of marketing and development, Tube Max Scarf has found market success all over the world.

produces PCD tools which secure a longer life time. There are two types: single-use and re-sharpenable with a variety of sizes, Circular Saw Blade, End-mill, Reamer end-mill – these are all custom made according to the customers’ application. We successfully entered this market in Japan, USA and Asia and, in order to expand further, we will soon be entering the European market.

The fair gave us a good opportunity to meet and have discussions with our agents from different countries, not just from Europe, but also from Russia and even from South Africa and Thailand. Our agents have a strong metal-working network in their market. In Solid steel, Tube & Pipe and Non-Ferrous Metal industries, the market has almost unlimited potential. We have to be part of this market by selling our products to customers through our partners. To make sure we achieve this, we must communicate clearly and look in the same direction, working together to gather accurate information.

The next EMO will be held from 5 to 10 October 2015 in Milan, Italy. We are working on many inquiries and it is definitely a signal of “growth”.

We hope to achieve even more success with our customers and will meet up again with a smile in Milan, Italy in 2015.



3) Non-Ferrous Material: Due to weight saving measures in the automotive industry, non-ferrous material like aluminum alloy has been adopted for car parts. As feature of alloy material, it's harder than the standard aluminum material. **Kanefusa**

## ↓↓ Tube Max Scarf

**Yasutaka Nakashima, Saw blade division**

A flying cut off machine is an equipment for cutting off steel pipes at a required length after forming and welding on a pipe producing line. The cutting unit moves along with the pipes in the production line in accordance with the welding speed. For this reason the machine is called "Flying cut off machine". Especially ERW (Electric Resistance Welded) pipes less than 6 inch in diameter are cut by a single flying cut off machine, such as Italian Oto-Mills and MTM machines.

In this industry, HSS saw blades used to be widely utilized, but recently there are many cases TCT saw blades are used since materials such as high tensile pipes and thick wall pipes are needed more by the industry. Regarding cutting condition, the blade rim velocity is set between 250 to 400 m/min, which is high-speed compared to normal steel sawing. For conventional saw blades, the sawing condition is quite severe because the weld bead remains in the pipes and saw blades are damaged as they catch the weld bead.

But **Kanefusa's** Tube Max Scarf with the new design described below has been getting high reputations from all over the world.

### HERE ARE THREE FEATURES OF TUBE MAX SCARF:

1. Tough tooth shape against weld bead
2. New design of embedded tooth
3. New gullet shape



### EXPLANATION FOR EACH CHARACTERISTIC:

1. Even if the weld bead is caught, highly damage resistant teeth prevent teeth and shoulder from getting broken. According to in-house data, the breakage rate has reduced compared to conventional saw blades.
2. With the new design of embedded teeth, the blazing strength becomes much higher.
3. With a new gullet shape, tooth damages have been reduced.

The lifetime of conventional saw blades was unstable and early breakage occurred frequently. However, thanks to those three characteristics, even if the weld bead is caught, a longer lifetime and stable sawing is being achieved. Also, the unstable life problem is solved and the average saw blade life is much longer with this new product. Since the rim speed of the single flying cut off machine is as fast as the Orbital type, wear resistance is required. To improve the wear resistance, our original coating "Cs coat" is used as standard specification. As the rim speed is over 250 m/min, the coating is effective, which is appropriate for the flying cut off machine. These characteristics, high damage resistance and original coating, have made Tube Max Scarf a unique product which only **Kanefusa** can offer.



It is predicted that the demand of welded tubes for oil, gas and automobile parts will increase. Please send us inquiries for Tube Max Scarf for ERW manufacturing.

**WIN**  
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## ↓ ↓ Brazilian Market

*Mikio Kamiya, Kanefusa Do Brasil Ltda*

The Brazilian economy grew only by 0.9% in 2012, now facing difficulties. In the middle of this year, a series of big citizen protests were held, and people from all generations gathered in the streets for complaining about high living costs, poor public services, greed and corruption of politicians. Because of this unstable situation, people are confused about what they should expect. However, in the not so distant future, World Cup 2014 and the Olympic Games in 2016 are coming to the country. The government now has to prepare for these two big world events.

As you are aware, the emerging economy has slowed down. It is important to realize what Brazilian citizens and business corporations need to face. For citizens, all the costs such as fuel, food, land, and transportation have been increasing every year due to inflation. The situation is even more serious in highly populated cities such as São Paulo and Rio de Janeiro. On the other hand, business firms need to face one of the most complicated and burdensome taxation systems in the world.

Today, 36% of GDP consists of taxes in Brazil. It is interesting to know that in Brazil an online financial system was introduced by large

investments and 90% of taxes are paid by the electronic online system. How does it work? The system is under government control, and it is very efficient. Your bank account is not only linked to the central bank, but also to the tax office at the same time. In contrast, Japan has nothing like it.

When I came to Brazil, I was surprised to find all government approvals seem to take forever. The registration of my identification took three months, but all of my friends were telling me that three months was amazingly quick. They expected it to take even longer. A long queue and waiting is present everywhere in the streets of São Paulo city. When I first drove to the city center, I got lost many times because of many one way streets and constructions everywhere. Especially, the city of Sao Paulo has huge traffic jams, which is a serious issue. However, an old man who immigrated to Brazil from Japan, told me that Japan was also like that about 20~30 years ago. It was interesting for me to hear that and I think he was right. Brazil is now rapidly changing all the systems for globalization.

There is a huge gap in the expectations about the Brazilian economy between people living in this country and people living in other countries. There are lots of constructions and road works going on such as for buildings, streets, transportation systems, airports, and especially stadiums for the games. For that aspect, Brazil has been growing rapidly and people are excited about the changes. Yet, the protests in Brazil have become daily events now. Because of this, the government is afraid that investors might back out of all these projects and the current high bank interest rate is adding another anxiety. However, many foreign companies still expect a bright future for this country and so is **Kanefusa** do Brazil.

**Kanefusa** do Brazil is mainly selling saw blades for wood and metal working industries. We introduce our products at exhibitions for woodworking, such as FORMOBILE and FIMMA, and for metal such as FEIMAFE with our representative companies. We plan to promote more products for industries in Brazil. There are many possibilities to provide our quality products and customers are eager to use that quality. We accept challenges all the time and are confident that 2014 will be the most exciting year for us.





# **Japan Woodworking Machinery Fair 2013**

**Koji Shimoya, Chubu Branch**

The Japan Woodworking Machinery Fair 2013 was held at Port Messe Nagoya for 4 days from November 6 through 9, 2013 with concepts of "Japan, Country of Wood" and "Everything here about Japanese woodworking". It was the first time for the fair since the exhibition organizer changed its name from "Nagoya International Woodworking Machinery Fair" to "Japan Wood Working Machinery Fair". Actually, it was the first fair since the organizer, Japan Woodworking Machinery Association, JWMA, was established after All-Japan Woodworking Machinery Association and the Chubu Woodworking Machinery Association were merged one and half a year ago.

There were 163 exhibitors with 15,325 visitors at the exhibition. These are about 25% higher figures compared to the previous fair with 130 exhibitors and 12,293 guests. The exhibition is now the biggest woodworking event mainly for Japanese woodworking machinery manufacturers, but also for overseas machinery manufacturers and cutting tool manufacturers showing their own technology and new products. There was a great number of ecological products at the exhibition since the woodworking industry becomes more important for the reconstructing industries based on sustainable wood resources, in compliance with the Ordinance for Promotion of Wood Material in Public Buildings enforced on October 1, 2010.

Our concept for the show was "**Kanefusa** for Sustainability". We presented good solutions for improvements in productivity and working environment with the following topics:

- 1) *Save electricity*: Coating technology to save electricity consumption
- 2) *Save resources*: Micro technology to save rare metal
- 3) *Higher yield rate*: Thinner saw blades to improve yield rate
- 4) *Lower cutting noise*: Reduce noise to improve working environment.



**Kanefusa** exhibited groups of products at the stand with structures made of sustainable plywood material, i.e. Japanese cypress to emphasize the ecology and catch the attention of visitors. New products shown were PCD Milling Cutter with Disposable Blade, FX-4 Chipper Knife, Super Board-Pro 2 Saw Blade, PCD V-Grooving Cutter, UP-Cutter/Router-bit, PCD Cosmo-bit NEST for BAZ, Acryl End-mill for bottom finishing and a Ball end. Also, a new product, Helical Square (Helical Cutter with sharp shear angle index inserts) won the *Excellent Technology Prize*. It was developed by our technical expertise for originality and high performance. The product was highly appraised for the quality cutting surface with the line free flat finish surface. This was achieved due to the inserts with conical face clearance. **Kanefusa** won the prize for the past 8 consecutive years. Therefore, we could once again reaffirm the impression of "**Kanefusa** of High Technology" to all the guests at the fair.



**Kanefusa** will always listen to customers' requirements and make every possible effort to fulfill them. We will make efforts to increase the number of "**Kanefusa** Fans" through a good communication with our customers. We wish to thank you for all of your support and advice as we finished the fair successfully and are deeply grateful for your cooperation.

**KANEFUSA**

A New Dimension of Performance

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