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↓ ↓ Kanefusa - Green and Ecological

Dr. S. Nishio - Director, General Manager of R&D Division

The average global surface temperature increased 0.74°C during the past century according to the temperature records since 1850. Currently the rise of the global temperature accelerates its speed. Experts say that it is crucial that the people take measures for the global environment in the future and if the global warming progresses, our planet might be suffering irreparable damage.

Considering this situation, each country sets reduction targets on reducing greenhouse gas emissions. The EU aims to meet this goal of 20-30% reduction by 2020 from the levels of 1990s. On the other hand, the USA sets their target for reducing the greenhouse gas emissions to the level of 1990s by 2020 and 80% less by 2050.

In this global stream, we - **Kanefusa** - work on the environmental issues with our technologies. This can be done in two ways - one is to develop new technology, which improves the customers' manufacturing environments. The second is developing new products

that reduce CO₂ in the manufacturing process which is the main reason for global warming.



The first method mentioned is to develop earth-friendly-technology such as energy saving, better material utilization

and better finish quality for eliminating subsequent extra processes. For example, our coated products with Advanced Material Technology such as **ST-1** and **ENSHIN**, a planer knife which has not only the big advantages of its longer life, but also more than 20% less electronic power consumption per hour during the manufacturing process. From this aspect you can say that the coated products are friendly to the earth.

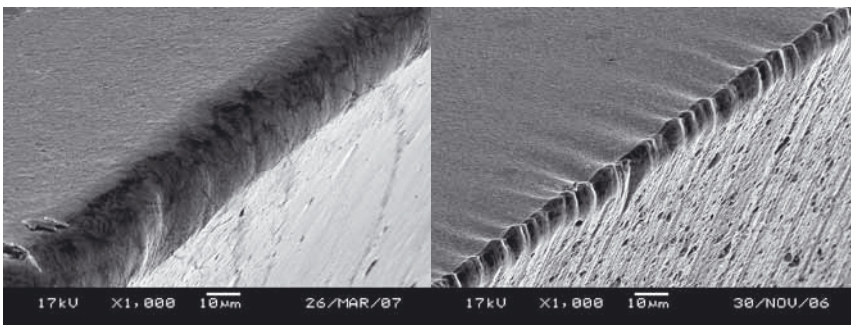
When you focus on the Finger Joint Cutter with HSS material, **TAF-Pro**, Finger Joint Cutter coated by **Kanefusa** Advanced Material Technology,

can be expected to save up to 35% of the electronic power consumption per hour compared to an uncoated one. As the bottom image shows, thanks to the self-resharpening properties of the **Kanefusa** Advanced Material Technology, the edge can maintain the sharpness longer compared to a non-coated product.

Our second objective aims to reduce CO₂ in the process of manufacturing activities. We adopt LCA, life cycle assessment. We examine CO₂ emissions in all processes starting from the raw material production, manufacturing, distribution, re-sharpening and disposal including all transportations. A calculation shows us that 20% reduction of CO₂ emission can be achieved by the improvement of each process.

As you can see, from the viewpoint of global environment we can develop new products, manufacturing processes and technologies. It means that **Kanefusa** and all other manufacturers can contribute to customers and the society through research and development.

From May 18th to 22nd in 2009, the LIGNA will be held in Hanover, Germany and we will have our booth in Hall 12 B26. To show and explain our activities, this year's slogan is "**Kanefusa, Green and Ecological**".



Comparison of wear
(Left: Uncoated. Right: Advanced Material Technology Coated)

↓ ↓ Finger Joint Cutters

Mr. N. Kato - Assistant General Manager of Cutter Division

Finger Joint Cutter is one of the **Kanefusa's** strategic items for the global market. The advantages of **Kanefusa's** Finger Joint Cutters are:

- Sharp cutting edge brings a truer cut profile and high yield
- Even after some wear on the edge, the power requirement does not increase so much
- Better material utilization and less power consumption

In European market we sell TAF-Pro, **Kanefusa** Advanced Material Technology coated HSS brazed cutter, TAF-C, Advanced Material Technology coated HSS cutter, and Advanced Material Technology coated TC cutter. The customers, who understand the advantage of these products, will enjoy good profits. The other day, we supplied Advanced Material Technology cutters in Australia and had a chance to visit the customer for market survey and re-sharpening instructions.

This customer manufactures 60 m³ of eucalyptus laminated wood per day and works in two shifts in 24 hours. They were using competitor's coated HSS cutters. The life of the re-sharpened cutters was only 3 hours compared to 5 hours of the new cutters. Moreover, they had to spend a long time for adjustment everyday and this was cutting their operating time.

Kanefusa proposed TAF-Pro and as the result was a remarkable life increase, or 20 hours in cutting life. As they wish to have the same long life after re-sharpening and we gave them the instruction of re-sharpening. Due to a special property of our coating, if we sharpen in regular way, the performance of cutters could be degraded to 50-90%. Therefore, our proper re-sharpening instruction is essential to maintain the same cutting life of new cutters.

Actually their grinding machine could not operate our recommended re-sharpening, but after a couple of changes and trials, we arrived at the satisfactory finish of re-sharpening and the cutter performance is restored and this pleased the customer. The change and the adjustment of cutters became much easier and this improved their production.

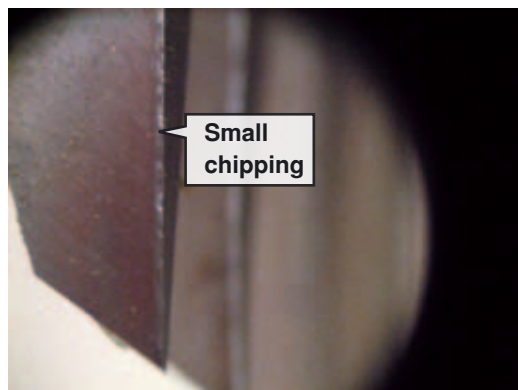


Uneven reshaping seen on hook faces

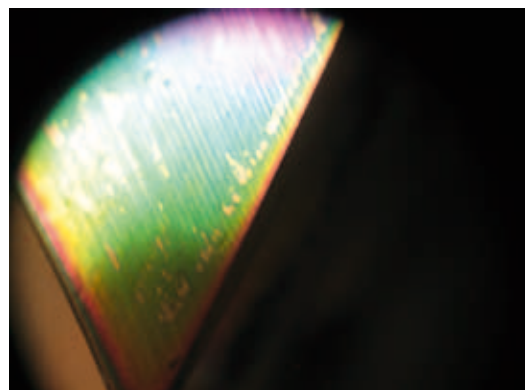
- When the arbor is held single-side it may be pushed away because of the pressure from the grinding wheel.
- When you set several cutters on the arbor, it requires the rough grinding to make all the faces, which takes much more time.
- The arbor has been damaged slightly after 1.5 years of use, which gave some play on the arbor. This made it difficult to sharpen with an accuracy we wanted.

Proposal for Improvements

- To make the arbor stable, install a device for pressuring the other center of the arbor.
- When you set several cutters on one arbor, adjust the level of hook faces using a dial gauge within 0.05 mm difference for less extra grinding process and time
- Regular maintenance of the grinding machine to maintain accuracy of the arbor



Conventional grinding



TAF-Pro grinding

Latest News on Russia

Mr. Dmitriy A. Svyatokha - Kanefusa's sawblade dealer in Russia

Russia - a big country with an area of 17.075.400 km² - has the largest forest reservation in the world - certainly very valuable renewable resources. In Russia there is a huge quantity of wood processing and furniture factories, etc. - a total quantity of over 3500 units (according to conservative estimates). Russian market is working with the big overseas and domestic manufacturers.

Our Government has focused on the development of the wood-processing industry in Russia. According to the Ministry of Economic Development (LED), investments in the wood-processing industry in 2007 increased by more than 40% and amounted to US\$ 2.6 billion. It is necessary to take into account the plans of the Government of soft raise export dues on raw timber, designed to encourage companies to engage themselves in the processing of forest within the country. From July, 1st 2007 the fee was raised to 20% of the cost of delivery. From April, 1st 2008 the custom rate rose to 25%, while in 2010 it is anticipated that it will grow up to 80%. These data allow considering our unique market, with excellent prospects for future development.

Our company is located in Moscow. We started to supply **Kanefusa** Corp. tools for woodworking from the middle of 2008, when Russia for several years knew companies like Leitz, Leuco, AKE, and other respected manufacturers of woodworking tools from Germany, Italy and other countries. These firms already have a developed network of representatives and service centers in Russia. The market was almost completely divided up amongst our competitors.

For many years **Kanefusa** Corp. earned a perfect reputation of the brand **Kanefusa**. Excellent reviews on the world of tools brand **Kanefusa** have been known in Russia, of course. Also, for the Russian consumer an important phrase is

"Made in Japan", a symbol of high technology and stable quality products.

But the Russian market's specificity is that very few customers are willing to pay more for quality tools. We have to (and even more in the future) work enthusiastically to show our customers that at the initial stage of investing in quality and engage tools, in the final stage they can rely on a real cost saving sawing. Sometimes we were forced to develop a business project for each client, with which we have once again proved this axiom.

At the beginning we decided to concentrate our efforts on furniture manufactures oriented to quality of production with high-performance machines like Schelling Anlagenbau GmbH

and Holzma Plattenaufteiltechnik GmbH. According to the results of the first feedback from customers interesting to us was the fact that, in spite of not enough high quality laminated chipboard production in Russia, showed the best performance persistence saw blades with the hard TCT series Board Pro III. Our customers were pleasantly surprised that the new series saw blades Board Pro III superior to durability saw blades competitors in approximately two-fold. It was also noted a significant reduction in noise level and a stable high quality of the cut.

Based on the results, we have developed a program of **Kanefusa** supply tools and now we have more than forty medium and large sized customers - manufacturers of quality furniture in Russia. Among our clients there are indisputable leaders



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of the industry, which have already appreciated the advantages of **Kanefusa** tools.

Is worth noting the goal of **Kanefusa's** staff, taking into account the needs and objectives of the client.



The region covered by our sales department is all of Russia, from St. Petersburg to Rostov-on-Don, from Moscow to Yuzhno-Sakhalinsk. Taking the large size of our country into account, we have created a network of dealers (currently 12 items) and have plans to expand in the future.

Now in Russia there is a strong economic crisis and a general decline in production in January-February 2009 in the furniture and woodworking industry of 14 to 48% over the same period in 2008 (according to different estimates, depending on region and industry) is going on. But the crisis will end sooner or later; we have to keep on working!

Our marketing in Russia does not stand still - for the future we decided to organize a service center for sharpening, profiling, and repair of TCT saw blades,

knives ST-1, etc. We know that without a quality of service, with high-tech equipment and qualified personnel is not possible to sell a quality product as **Kanefusa**. However, in Russia because of the very large distances between cities, many

clients have grinding machines in the factory, from simple to most advanced. This makes it difficult to control the quality of sharpening and developing our own service in Moscow.

As another priority for our business development we see working with the largest woodworking enterprises of Russia (the primary and secondary processing of wood). The main development strategy of the business we see in the cooperation with Russian and foreign manufacturers of equipment for woodworking (now we have several such projects with manufacturers), as well as the integrated development of the project and a thorough approach to each client – woodworking and furniture manufacturers. Every customer is important to us.

We are confident in the success of joint business with **Kanefusa** Corp. in the future!



A New Dimension of Performance

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↓ ↓ LIGNA 2009

The LIGNA+ woodworking trade show is the launch pad for innovation in the woodworking industry.

As at every LIGNA show, we will have some new and exciting products such as **Board Pro Plus** table saw blade,

ECO ENSHIN new TC planer **ENSHIN** and more.

Please stop by our booth when you are in LIGNA 2009. We are located in **Hall 12, Booth B26** and look forward to your visit.

Trade show schedule for the next 3 months

Name	Site	Period
LIGNA 2009	Messegeleände, Germany	May 18 - 22
Euroexpofurniture	Crocus Expo Exhibition Centre, Russia	May 12 - 16
Forest Products Machinery & Equipment Exposition	New Orleans Morial Convention Center, USA	June 11- 13

For further information of local or regional tradeshow, please visit our website
<http://www.kanefusa.net/events/index.html>

Let us hear your opinions and comments concerning the quarterly newsletter, please e-mail to

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