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Challenges for the Overseas Division

Mr. T. Hirako - Managing Director (Overseas)

As it is obvious now that **Kanefusa's** future greatly depends on overseas markets, I feel a much heavier responsibility for the growth of the group. Our assignments are numerous and each of them is pressing and difficult to put them in priority order. As we cannot expect too much now from housing and automobile related industries, our goals are as follows;

Under the present recession, we have to get involved into public investments, very often intensified by many governments for stimulating sagged economy in each country. The Railway industry and the Energy related (Oil, Gas, Ethanol) steel pipe production industry are examples and these domains overlap with our strategy in new industrialized countries (BRICs).

Pulp and Paper consumption will definitely boost in highly populated countries and the demand for wood chips will be on the rise accordingly. We will go after the chipper knife business in the respective markets.

Demand for printing material increases with the growth in population and literacy. The business in China and India will be our target along with further growth in USA and Europe for paper knives.

Sawmill industries in many countries are already ecological with sustainable forest resources management. We look for our growth especially in Russia, South America and Scandinavia for sawmill sawblades and related products.

Our goal as a global company is to attain 50% sales ratio in overseas markets. To make this happen, we will;

- make the **KANEFUSA** brand known wider in the world market.
- establish quality differences with competitors in terms of total cost concepts.
- prove ecological benefits such as material saving, energy saving and low noise.
- educate and train **KANEFUSA** people to be more international and global.

I am looking forward to working with all of you in the **KANEFUSA** family to achieve the goals.

Russia - The Challenge of Board Pro III In This New Market

Mr. T. Isogaya - Assistant General Manager of the Saw Blade Division

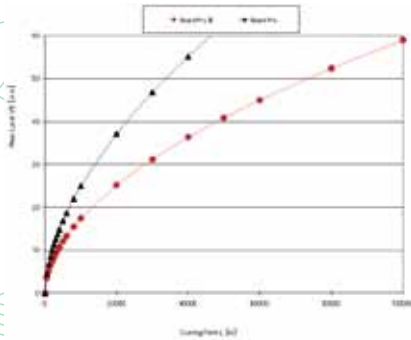
Board Pro III is a new panel sizing sawblade that was developed for a longer cutting life and better finish quality and launched to the market 5 years ago. As our in house test result shows, more than double wear resistance is achieved compared to conventional Board Pro sawblades (see graph 1). We also received affirmative field test results from many other countries (see chart 1). We have in-

roduced Board Pro III to the Russian furniture market by cooperation with Mr. Pleshkov, a Russian agent.

In chart 2, you can see the results of Company A, which I visited in May 2009. They are one of the five biggest furniture manufacturers in Russian. In the world depression last year, most Russian furniture factories reduced production by around 20-50%.

In contrast, this factory maintained 100% production volume, ie the same amount as last year. The group has three plants in the suburb of Moscow and I have visited one of them. In total, 2,000 employees work there of whom 1,200 are in the production division, working in 2 shifts per day. The material mainly used

in this factory is particleboard and MDF. They have woodworking machines mostly supplied from the HOMAG group, right now they have 17 beam saws, like Holzma HFL32, HPL 33 (Sawblade dia. 600mm) or Holzma HKL (diameter 450mm). In the three factories altogether, they have about 50 beam saws.



2 Graph 1

Only for the 450mm dia. sawblades, they consume 100 blades per month. Other machines for tenoning, edge bonding and boring are also from Homag. The technical manager whom we talked to has a good experience and knowledge in cutting tools. According to his opinion, the performance of our sawblade is about 1.5 longer, and the body plate has little

distortion compared to competitors' products.

Board Pro III requires a little bit more attention for resharping. In this factory

proper regrinding is operated by a Vollmer CHC machine - the life time after resharping is decreased by about 15-20%. For a longer lifetime we will supply more resharping information, which will surely improve the blade performance.

On the other hand, other medium scale factories sharpen their tools by themselves with a simple dry grinding machine (see picture 1). As Mr. Svyatokha wrote in Newsletter Vol.14, I felt the importance of a proper resharping service and instructions for a more beneficial use of Board Pro III in the Russian market.



1 Pic 1 - Dry grinding machine

Country	Machine	Specification	Lifetime comparison
Switzerland	HOLZMA	450*4.8*3.5*60*72z*TD	2 times longer than Board Pro
Austria	SCHEER	350*4.4*3.2*30*72z*TD	1.5 times longer than Kohnle
Germany	HOLZMA	450*4.8*3.5*60*72z*TD	2.5 times longer than Leuco
Belgium	Schwabedissen	680*6.2*4.8*80*60z*TD	2 times longer than Board Pro
Norway	HOLZMA	450*4.8*3.5*60*72z*TD	2 times longer than Board Pro
UK	HOLZMA	420*4.8*3.5*60*72z*TD	2 times longer than Leuco
Estonia	HOLZMA	380*4.8*3.5*60*72z*TD	2 times longer than Leitz

3 Chart 1

Customer	Machine	Specification	Lifetime comparison
A	Holzma HKL	450x4.8x3.5x60x72 TD	1.5 times longer than AKE,Leitz
B	Schelling ALH	480x4.4x3.2x30x80Z TD	2 times longer than AKE
C	Schelling FH6	460x4.4x3.2x30x72Z TD	2 times longer than Freud

4 Chart 2

↓ ↓ KANEFUSA Technology Meeting - LIGNA 2009 Report

T.Minami - Manager, R&D Division.

During the LIGNA 2009 in Hannover, we had our **KANEFUSA** Technology Meeting on May 19th at the Radisson SAS hotel, and invited our agents and dealers from all over Europe and Asia. The number of attendees was about 30, coming from Austria, Belarus, Belgium, Czech, Germany, Greece, Italy, Netherlands, Norway, Poland, Sweden, Switzerland, Thailand and Turkey. Firstly, our president, Mr. Watanabe gave greetings to the guests and after that, we made

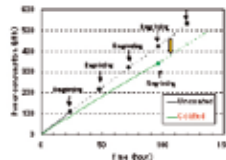
a presentation of our new technologies and products. We also had really positive discussions, and exchanged ideas with them during the meeting.

The title of the presentation was "**KANEFUSA**, Green and Ecological", and we focused on customer's benefits and ecological advantages when using **KANEFUSA** products. We defined four ECO factor as Material saving, Rare metal

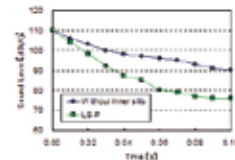
saving, Energy saving and Low noise, which bring benefits to our customers.

Thin kerf technology fits to the ECO factor, Material saving. Timber Max TK is designed for splitting woods into thin slats for the production of wooden flooring. When you use thinner saw blades, some problems such as coming off teeth or burning of a saw body might happen. To overcome such problems, we can apply Center Lube System for this splitting application. This system was already introduced at LIGNA 2007, and it has been sold and tested in Japan, China and Europe. The mist liquid and compressed air come through the grooves of the sleeve and the spacers, and comes out on the saw blades surface. Due to the mist spreads on the saw blade surface, a burning of the saw blade will be prevented. It was found that the Centre Lube System is very effective when the side clearance between teeth and saw body is small, for example 0.1mm in one side. We showed two successful cases of this system in China and Austria. Both customers can use thinner saw blades without burning due to the lubrication effect, and save the material cost by a higher yield. The attendance was very interested in that we have been trying 1.0mm kerf with this system at an Austrian customer.

The ECO Enshin knife was introduced as the second ECO factor. We reduced a consumption of Tungsten carbide drastically with our original tipping technology. ECO Enshin knife has Tungsten carbide only in the cutting edges, and the



1 Comparison of power consumption between coated and uncoated planer knife



2 Effect of LS-P slits for vibration dumping

reduction of Tungsten carbide usage is therefore 93%. There are some other properties that are better than regular solid Tungsten carbide knife because of the original tipping technology. ECO Enshin knife has a higher strength and wear resistance in the cutting edge, more shock absorption due to steel backing metal, and less total breakage.

The third ECO factor is Energy saving. Due to our advanced material technology (Advanced Material Technology), a cutting edge can be kept sharper for a long time, and consequently cutting power consumption will be decreased. It is obvious that the uncoated tool has a round edge, while the coated tool still keep a sharp edge and shows little wear due to the coating. We measured the cutting power consumption on moulder machines using coated and uncoated HSS planer knives at a glue lumber company in Japan.

Fig.1 shows the results of the cutting power consumption (kWh) as a function of working time. Uncoated HSS planer knives require to be re-ground every 24 hours, while the coated knife can stand 96 hours (four times longer). Moreover, the cutting power consumption of the coated knife is decreased by about 20% compared to that of uncoated knife. It is obvious that a much sharper cutting edge due to the coating brings the decrease of power consumption. We think that this energy saving effect due to our original coating technology will be appreciated by all of our customers.

Then we introduced the Board Pro Plus saw blade as the fourth ECO factor - Low Noise. This saw blade is designed for sizing panel materi-



3 President Mr. Watanabe at the KANEFUSA meeting

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4 Dinner after the meeting

als on table saws or vertical panel saw machines. It has LS-P slits filled with polymer to absorb the vibration. Fig. 2 represents the comparison of sound level with or without LS-P slits, and it shows that the noise level for a saw blade with LS-P slits decreases much quicker than that of without slits.

Through this exhibition and meeting, we focused on customer's benefits and ecological points by using our original technologies and products, and we believe that our customers agree with our ideas. After the meeting, we had a nice dinner, and spent a pleasant evening with our friends.

Exhibition Report

China Print 2009, May 12-16, 2009

Kunshan **Kanefusa** Corporation has participated in China Print 2009 –The 7th Beijing International Printing Technology Exhibition, from May 12th to 16th, 2009 for the first time. This exhibition is one of the six global leading printing trade fairs - the total show area at the New China International Exhibition center reaches 110,000 m² and the event takes place every 4 years. More than 160,000 people visited the exhibition from more than 80 countries. It seems to be that the Chinese strong economic power as well as the size of the event grows bigger and bigger compared to the previous time. We set up a booth of 6x6 m² and had a good opportunity to present our long-established company history with panels and pictures. We mainly displayed the paper cutting knives and three trimmer knives.



Forest Productions Machinery & Equipment Exposition, June 11-13, 2009

Kanefusa USA INC has participated in the Forest Productions Machinery & Equipment Exposition. This exposition is held every two years in the New Orleans Morial Convention Center in New Orleans showcasing products for primary wood working. We displayed the **ST-1** planner knife and the cross cut saw blade **Yield Pro**.

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