



AMT
The Association For
Manufacturing Technology

Over 100 Years of Building Global Productivity

Trade Mission to Central Europe

April 3-11, 2006

Poland • Slovakia • Czech Republic



Founded in 1902, the Association represents and promotes the interests of American providers of manufacturing machinery and equipment, with the goal to promote technological advancements and improvements in design, manufacture and sale of members' products; gather and disseminate information about world markets, promote members' products in those markets and act as an industry advocate on trade matters to governments and trade organizations throughout the world.

Since 1988, AMT has broadened its membership scope to include all of the elements of manufacturing – design, handling, machining, forming, assembly, inspection, and testing, and communications and control. These changes reflect the worldwide evolution in the technologies of the manufacturing process and signify the commitment of U.S. providers to deliver and support the world's leading manufacturing technologies.

AMT owns and manages IMTS – The International Manufacturing Technology Show. This exhibition, held every even numbered year in Chicago, Illinois, is the largest industrial show in the Americas.

Asociace, která byla založena roku 1902 zastupuje a podporuje zájmy amerických výrobců strojů a zařízení se zaměřením na propagaci technologického pokroku, zdokonalování konstrukce, výrobu a prodej produktů členů asociace; dále shromažďuje a informuje členy o světových trzích a jedná jako průmyslový reprezentant při jednání s vládními a obchodními organizacemi po celém světě.

Od roku 1988 AMT rozšířila svoji členskou základnu tak, aby zahrnovala všechny články výrobního procesu – konstrukci, obsluhu, opracování, tváření, montáž, kontrolu a měření, řízení a ovládání. Tato členská rozmanitost je výsledkem celosvětového vývoje technologií výrobního procesu. V důsledku toho se američtí dodavatelé angažují dodávat a prosazovat takovou technologii, která si získala vedoucí postavení ve světě.

AMT organizuje a sponzoruje IMTS – Mezinárodní výstava výrobní technologie. Tato výstava, která se koná každý sudý rok, jen největší svého druhu na západní polokouli.

Założone w 1902 roku Stowarzyszenie reprezentuje i promuje interesy amerykańskich producentów i dostawców maszyn i urządzeń. Celem Stowarzyszenia jest rozpowszechnianie postępu technologicznego i osiągnięć w projektowaniu, wytwarzaniu oraz dystrybucji produktów członków Stowarzyszenia; zbieranie i rozpowszechnianie informacji o sytuacji na rynkach światowych oraz promowanie na nich produktów członków Stowarzyszenia; występowanie w roli przedstawiciela przemysłu w sprawach branżowych wobec agend rządowych i organizacji branżowych na całym świecie.

Od 1988 roku AMT zrzesza rozszerzone grono przedstawicieli dodatkowych dziedzin związanych z produkcją, w tym projektowanie, transport, obróbka skrawaniem, obróbka plastyczna, montaż, inspekcje i testowanie, komunikacja i kontrola. Zmiana struktury członkostwa w Stowarzyszeniu odzwierciedla światowe tendencje w technologiach procesów produkcyjnych oraz potwierdza zaangażowanie amerykańskich dostawców i producentów we wspieranie i współdziałanie w zakresie przodujących technologii produkcyjnych na świecie.

AMT jest organizatorem i sponsorem IMTS – Międzynarodowej Wystawy Technologii Produkcyjnych, która odbywa się co drugi rok w latach parzystych w Chicago. Jest to największa wystawa branży przemysłowej na półkuli północnej.

OBJECTIVES

The AMT Mission to Central Europe will visit users of machine tools and associated equipment. The group will also make contact with potential agents and distributors who can successfully market their products. The countries visited between April 3-11, 2006 will be Poland, Slovakia, and the Czech Republic.

The main objectives are:

- Seek out new business opportunities
- Find suitable agents/distributors
- Integrators who can incorporate our member's products into their own assembly equipment

We thank all the individuals and companies who participate in this trade mission for their invaluable time and assistance.

AMT – The Association for Manufacturing Technology

"Obchodní delegace AMT navštíví uživatele obráběcích strojů a přidružených zařízení. Tato delegace naváže též kontakt s potenciálními zástupci a distributory, kteří by mohli úspěšně prodávat jejich výrobky. V termínu od 3. do 11. dubna delegace navštíví Polsko, Slovensko a Čechy.

- najít vhodné obchodní zástupce a distributory
- vyhledat výrobce v zemích střední Evropy, kteří by kompletovali a prodávali americké montážní stroje

Děkujeme všem jednotlivcům i společnostem, kteří se zúčastní obchodní mise, za jejich čas a podporu.

AMT – The Association for Manufacturing Technology

CELE MISJI HANDLOWEJ

Misja handlowa Stowarzyszenia AMT wizytując trzy kraje Europy Środkowej odwiedzi użytkowników obrabiarek oraz linii i urządzeń powiązanych z obróbką metalu. Grupa nawiąże także kontakty z potencjalnymi agentami i dystrybutorami, którzy będą mogli skutecznie wprowadzać na rynek wyroby firm uczestniczących w misji handlowej. Krajami które grupa odwiedzi w dniach 3-11 kwietnia 2006 będą Polska, Słowacja i Czechy.

Główne cele misji handlowej:

- poszukiwanie nowych możliwości biznesowych
- nawiązanie współpracy z właściwymi przedstawicielami / dystrybutorami
- znalezienie realizatorów projektów technologicznych, zainteresowanych zastosowaniem wyrobów uczestników misji w dostarczanych liniach montażowych.

Dziękujemy wszystkim osobom i firmom biorącym udział w misji handlowej za poświęcony czas i nieocenioną pomoc.

AMT – Stowarzyszenie Przedstawicieli Technologii Wytwórczych.



Clifford W. Allen, III
Vice President Manufacturing
Lexair/Production Dynamics

Lexair was founded in April of 1977 as a manufacturer of high pressure compressors and stainless steel valves for the U.S. Navy. During 1985 Lexair acquired all rights to the hydraulic and pneumatic valve lines of Airmatic Allied (a division of Snaptime, Inc). These products are now manufactured and distributed under the Lexair name. In addition to previously existing products and these acquisitions, Lexair has continually expanded its Fluid Power Product offerings as it designs and manufactures new or modified items to meet the special requirements of its customers.

In 1994 Lexair introduced the first bar feed product, the Rhinobar®. This heavy-duty hydrodynamic bar feeder for CNC lathes launched Lexair firmly into the machine tool accessory marketplace. That same year, they also became the exclusive North American agent for the "Multifeed," a "magazine style" short bar loader manufactured by Hydrafeed LTD., a major European bar feed manufacturer. In 1996, the patented Mini-Rhinobar® hydrodynamic bar feeder was designed and released specifically for the CNC Swiss-type screw machine market. In 1996 Lexair acquired the complete collet chuck line from Buck Tool Company (formerly part of the Buck Chuck line). Following this acquisition, Lexair developed many new collet workholding devices for the machine tool industry. In August 2002, it acquired the Production Dynamics® line of collet style chucks which include the popular Full Bore® and Prodyne® models.

Lexair products are distributed by over 100 independent distributors and agents in the United States and Canada, with exports to the United Kingdom, Europe, and Australia.

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Dr. Edward L. Boggs
VP International Sales & Marketing
SGS Tool Company

Founded in 1961, SGS Tool Company manufactures the finest solid carbide, rotary cutting tools in the world. The range of products includes high performance tools, end mills, burs, drills, routers, saws, reamers, countersinks and jig boring tools. SGS World Headquarters is located in Munroe Falls, Ohio and they have sales and service facilities, distributors and a field sales force located around the world.

As a technological leader, SGS is committed to provide their customers with leading edge, high performance products. SGS addresses the complexities of high-speed machining with particular focus on mold & die, aerospace and production machining applications. SGS has its own in-house, state-of-the-art coating facility with its own specially developed titanium-based process coatings.

SGS is an ISO 9000 Certified Company. All phases of operation are quality controlled and documented from order entry through manufacturing, shipment and billing. Our goal is complete customer satisfaction.

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R. Stephen Flynn
Director of Marketing & Sales
Quality Vision International Inc.

Quality Vision International Inc (QVI®) is a global company, the parent company of a family of companies that provide dimensional measurement and inspection systems to manufacturers around the world. Optical Gaging Products (OGP®) provides general-purpose video and multisensor measurement systems. RAM Optical Instrumentation (ROI®) provides non-contact inspection and measurement systems. View Engineering (VIEW) provides high performance, application-specific metrology solutions to advanced manufacturers. Micro-Metric provides highest resolution, high magnification measurement systems for specialized applications. Kotem Technologies develops mathematically intensive analysis software. Quality Vision Service (QVS) provides service and support to the QVI companies. Quality Vision International Technologies is a captive software development company for the QVI companies.

From its base in Rochester, New York, QVI designs and builds precision systems that incorporate the latest electronics, mechanics, optics, and software. More than 35,000 QVI company systems have been delivered to customers in over 60 countries.

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Michael Petkovich, Jr.
Vice President
Hammond Machinery

Hammond Machinery originally manufactured sawmill machinery.

In 1917, W. C. Hammond joined the company as General Manager. As the lumbering industry declined, new machine lines were added for the printing and publishing industries and later grinding and polishing machinery.

W. C. Hammond purchased the company in 1926 and later named it Hammond Machinery Builders, Inc. Robert E. Hammond joined the business in 1965, becoming President in 1983. In 1988, Roto-Finish Co. USA, was purchased and relocated to the current facility.

The current product line includes the following:

- Automatic buff, brush and polishing systems
- Robotic finishing systems
- Grinding and polishing machinery
- Spiratron Vibratory and mass finishing
- Flat and OD cylindrical finishing machines
- Dust collectors
- Waste minimization systems
- Roto-Clean Drum & belt aqueous parts washing & drying systems
- Roto-Max High energy centrifugal disc finishing systems
- Multi-Pass, continuous vibratory finishing equipment
- SpiraBlast & Recipiblast fixtureless vibratory blast systems

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Carl Reed
President/CEO
Abbott Workholding Products

Abbott Workholding Products has been a family owned and operated business since 1954. They began with producing soft jaws and specialized tooling. In 1955 Abbott built the nation's first aluminum Pie Jaw® brand chuck jaw, enabling manufacturers to drastically increase their productivity, quality and profits while reducing production costs. Since then, Abbott has expanded its line of workholding products to include an extensive inventory of steel and aluminum straight jaws, cast iron and steel Pie Jaws® and a very comprehensive inventory of aluminum tooling columns, sub-plates and associated fixturing.

Today, Abbott manufactures more than 4,000 straight and Pie Jaw® brand chuck jaws, as well as master plates, segments, tooling columns, sub-plates, and a variety of accessories. Abbott is also one of the lead manufacturers of over 120 different sizes and configurations of aluminum tooling columns.

Abbott has established customers all across North America as well as internationally. With more than \$4 million in inventory, Abbott can provide fast, reliable, overnight delivery to most U.S. and international cities.

Abbott will continue to provide the guaranteed quality products and personalized service that have helped them earn their enviable reputation as the industry leader for over 50 years.

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Peter C. Swenson
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Formtek is a group of long-established companies, each with a well-known name and a history of providing innovative and reliable equipment to the metal forming and metal processing industries. Because of the combination of these companies, including the industry's largest engineering and service staff worldwide, they are a single source provider of the best and broadest productivity solutions available.

Formtek group includes B&K, Cooper-Weymouth, Peterson (CWP), Dahlstrom, Engel, FMI/Dahlstrom, Hill Engineering, Iowa Precision, Iowa Rebuilders, Lockformer, Lion, Rowe, Tishken, Winpro, and Yoder.

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John D. Veleris
CEO
Wes-Tech Automation Solutions

Providing leadership in factory automation since 1976, Wes-Tech Automation Solutions (WTAS) designs, builds, and implements innovative automation solutions consistent with best practices in manufacturing and automation. The company's mission is to create value for its customers through a full range of integrated services and technology products that maximize economic benefits, minimize the total cost of ownership, and extend the solution lifecycle.

WTAS has a demonstrated track record in Manufacturing Systems and Assembly/Test Systems and offers best-of-class flexible automation technology and modular products such as Tech-Trak® conveyors, gantry robots, machine loaders/unloaders, lean cells, and other automation equipment that complement its material handling and automation products offerings.

WTAS has been expanding its services and field support capabilities to assist its customers in meeting their current and evolving automation needs on a global basis. Comprehensive service includes mechanical engineering, controls engineering, systems integration, specifications development, lean manufacturing consulting, build-to-spec, equipment retooling and refurbishing programs, and professional project management for major capital automation projects.

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Roeland Vermoere
Director of European Operations
The Minster Machine Company

The Minster Machine Company is a world leader in the production of high quality products, integrated systems and services to the material forming industry. Dedicated and spirited employees committed to the principles of quality, value and integrity have been the backbone of The Minster Machine Company since it was founded in 1896.

Minster's products include mechanical straight side & transfer presses ranging from 60 to 1,600 tons. Add to these Minster electric and cam feeds, reels, straighteners, die carts, parts handling equipment and integrated press controls and it's easy to see why Minster is the ideal "one-source supplier" for material forming equipment and systems.

The Minster Machine Company has delivered over 3,000 presses to leading companies in Europe and will continue to be a leading supplier of quality equipment with the introduction of new press lines offering the latest technology.

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Martin A. Woodhouse
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Star Cutter Company

Star Cutter Company is a fourth generation, family owned business. Founded in 1927, the company has developed into a designer and manufacturer of special precision cutting tools, thin film coatings, carbide performs, and CNC grinding machines.

Our customers include the automotive industry, off-highway equipment manufacturers, the medical industry, aerospace and general manufacturing. We service General Motors Corporation, Ford Motor Company, DaimlerChrysler Corporation, Caterpillar, Inc., John Deere, Nissan, Toyota and many suppliers.

Star Cutter produces hobs for gear manufacturing, special milling cutters, gundrills, PCD reamers, pressure, coolant reamers, solid carbide tooling and carbide performs. We provide thin film coatings for cutting tools and wear parts. Star Cutter also produces a line of CNC tool and cutter grinding machines, which are used to manufacture and recondition hobs, shaper cutters, gundrills, reamers, solid carbide tools and broaches.

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Hubert Sawicki
Consultant - AMT
Warsaw, Poland

Hubert Sawicki has spent most of his career in engineering, primarily in sales and marketing and also in procurement of machine tools. He divides his professional life between Poland and the United Kingdom, employed by export/import agencies in Poland, and sales and distribution companies in the UK. For eight years prior to 2001 he was a Managing Director of a UK company, distributing engineering products nationwide.

Since 2002, Mr. Sawicki has been working as an independent business consultant, mainly in Central and Eastern Europe, combining this with assisting businesses in Intellectual Property matters. With qualifications as a patent and trademark attorney, he has been registered with the EU Office for Harmonization in Internal Market (OHIM) as a European trademark and industrial design professional representative.

In December 2005, AMT retained Mr. Sawicki's services for selected consulting matters in Central Europe. He has been involved in organizing the April Trade Mission to Poland.

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**Jan Rykl
Consultant –
Machine Tools &
Manufacturing Technology in
Central Europe**

Jan Rykl has worked in the area of promotion and sales of machine tools for over 45 years, including six years in Japan and five years in Australia. He is fluent in English, German, French, Russian, and his native, Czech.

Prior to being Director of AMT's Prague office (1999-2003), Mr. Rykl worked for the Czech Association of Manufacturers and Suppliers of Engineering Techniques (SST) coordinating with machine tool builders and users from other countries.

In his capacity as an independent consultant, Mr. Rykl has vast knowledge of machine tools and manufacturing technology, particularly in the Czech Republic. He will be assisting AMT during its trade mission visit to the Czech Republic.

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Malcolm S. Mason
Business Development
Director
AMT

Malcolm Mason has a total of 37 years experience in the machine tool industry, including 30 years with Ex-Cell-O Corporation in both Europe and the United States. Positions of Export Sales Manager and General Sales Manager led to extensive involvement with European, Middle Eastern, African, and Asian programs, in addition to those in the Western Hemisphere. He served a five year apprenticeship in Machine Tool Building and Design and holds a BS in both Mechanical and Production Engineering.

Mr. Mason joined AMT in 1996 and acts as Staff Liaison for the Custom Automated Systems Group and the Workholding Product Group, and he is responsible for activities in Europe, the Middle East and Africa.

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