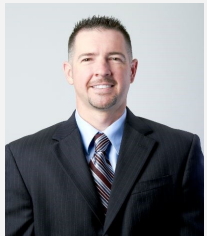


## Welcome to Shop Talk!



Welcome to *Shop Talk*, a quarterly newsletter from ATS. Throughout the year we'll be sharing news about our company and industry. In addition we'll provide some useful

tips and information to help you increase productivity, control costs and maximize your fabrication machinery investment. Along the way we'll introduce you to a few of our employees and feature some of our many customers and partners.

Above all we want to make sure that this newsletter is useful, informative, and maybe even a little entertaining. We welcome your feedback and invite you to contribute ideas for articles and consider allowing us to profile your successes. Of course we hope that you will share this with others in your organization and encourage them to subscribe.

Manufacturing throughout the region is already building momentum; and the industry appears poised for another exceptional year. But before we all get too busy, I want to take a minute to express our sincere gratitude. We at ATS appreciate your business and look forward to being a part of your success throughout the coming year. Please do not hesitate to contact us if we can be of service.

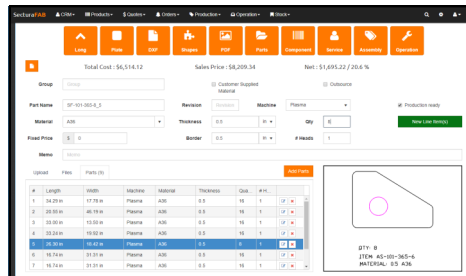
Sincerely,

*Patrick Medlin*

Patrick Medlin  
President, ATS

## What's New? Quoting Software

ATS is pleased to offer a new software developed especially for job shops and fabricators.



SecturaFAB follows a simple principle providing full functionality while keeping the quoting process simple, accurate and clean.

SecturaFAB provides the tools to quickly add all necessary job components such as structural steel, pipe, tube, bar and profile shapes required to complete a job. It also allows you to include all required secondary operations such as bending, welding, painting, galvanizing and more to your estimate.

After the job is defined you can use the powerful price calculator to fine tune the estimate before submitting it for approval or sending it to your customer.

To learn more contact:

Jack Gibson  
336.393.0030  
[jjgibson@atsservice.com](mailto:jjgibson@atsservice.com)

### WHAT'S INSIDE:

LASER  
MAINTENANCE  
FAQS

LET'S MEET:  
MATT WINSLOW

LASER PROCESSING  
EXOTIC METALS

PRODUCT SPOTLIGHT:  
ML3015 EX-FIBER

2018 OPEN HOUSE

TRAINING

HOT SHOT DELIVERY

# FAQs: Laser Preventative Maintenance

### What regular preventive maintenance steps should a laser operator should take?

On a daily basis, it's important to ensure that the nozzle is properly aligned and the cutting head and height sensor are clean and free of dust build-up. Also check the water level in the chiller and confirm that operating air supply lines are free of moisture and contaminants. Remember to confirm assist gas and purge gas supply levels.

### What about longer term preventive maintenance?

Slats should be cleaned or replaced if broken or worn monthly; while you're at it be sure to remove excess laser dust and slag from inside the machine. Air filters and chiller condenser coils should be inspected and cleaned. Confirm set-point temperatures on the chiller and replace water and add treatment chemicals as needed. You should also be sure to check auto-lubrication reservoir levels and follow factory lubrication intervals. Inspect hoses for holes and signs of wear, check the dust collector and empty the dust container; and inspect the laser safety enclosure for any cracked or broken windows. Finally, reload factory tech tables (cutting conditions library) and sub-routine programs.

### What are the key preventive maintenance differences between CO2 and fiber ?

- The primary difference between CO2 and fiber are the optics inside the resonator and in the beam delivery system. All CO2 lasers have resonator optics that help generate and intensify the laser beam; most fiber lasers do not.
- CO2 lasers have beam path optics (bend mirrors) that deliver the laser beam from the resonator to the cutting head while fiber lasers employ a fiber optic cable to deliver the laser beam from the resonator to the cutting head, eliminating the need for bend mirrors.
- CO2's bend mirrors are enclosed in beam path bellows that are susceptible to holes from constant movement and back reflections and must be replaced periodically.
- Beam path optics can become misaligned from head crashes due to part tip-ups. All optics must be cleaned, realigned and periodically replaced to maintain optimum cutting efficiency. CO2 lasers are more forgiving in general and cutting head optics are less sensitive to dusty environments than fiber.
- While there are less preventive maintenance requirements with fiber lasers, cleanliness and strict adherence to factory optic cleaning and maintenance procedures and performing those tasks in a controlled, dust-free environment are critical.

### Interested in learning more?

The ATS [web site](#) contains a complete list of preventative maintenance recommendations for both CO2 and fiber lasers.

IF YOU OWN A  
LASER IT'S  
ABSOLUTELY  
CRITICAL. TO  
TAKE THE TIME  
TO LEARN  
WHAT NEEDS  
TO BE DONE  
DAILY, WEEKLY  
AND MONTHLY.



We service all models of Mitsubishi Lasers and can help you develop and execute a **Preventive Maintenance** plan.

Call **Matt Adkison** at **336-393-0030** to discuss a plan that's right for you!

## 4 Questions 4: MATT WINSLOW

As a part of the ATS sales team, Matt helps companies identify the best new metal fabrication technology from the leading equipment manufacturers and solutions providers. Let's learn more about Matt with four quick questions.

### Hi Matt. Can you tell us about yourself?

I grew up in High Point, NC and earned a bachelors degree in political science from UNC-Greensboro. After graduation I worked for the U.S. Department of Defense as an intelligence analyst. I was stationed in Washington, DC, Ft. Bragg, NC and deployed to Iraq and Afghanistan in support of the global war on terror.

I left government service in 2011 and began a career in industrial sales. My wife, Heather, and I live in High Point, and have two beautiful young girls, Claire and Jordan.

### What do you like most about working at ATS?

I love being part of our customers' successes. Our equipment and the after-sale support we provide helps them make parts faster, better, and less expensively. To have a customer thank me for helping them accomplish their manufacturing goals is very fulfilling. Manufacturing is alive and well in the U.S., and I enjoy seeing the competitive and entrepreneurial spirit of America in action.

### What's something that you've learned since starting work for ATS that you didn't know before?

I've gained technical knowledge in metal fabrication, machine tool and laser technology; but my position has also provided a tremendous education in how business works. I've learned first-hand from ATS and

many of our customers that success is borne out of three key things: great leadership, hard work, and ingenuity.

### OK Matt, last question. What do you like to do outside of work?

I enjoy spending time with family and friends at the beach, the lake, attending and serving our church, and at NASCAR races.

I also like reading books on history, the military, and economics. At any given time there is probably a TV series I'm interested in - currently, it's *Better Call Saul!*



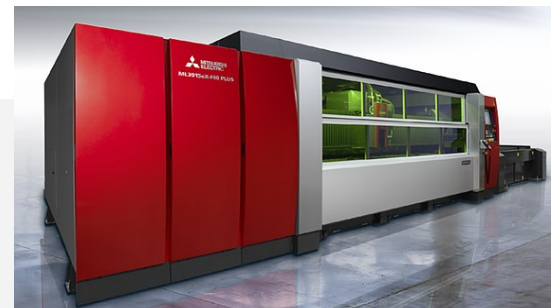
“SUCCESS IS BORNE OUT OF THREE THINGS: GREAT LEADERSHIP, HARD WORK AND INGENUITY.”

## Product Spotlight

### ML3015eX-Fiber

- Built on a cast frame, the Mitsubishi eX Series utilizes the state-of-the-art Mitsubishi M700-series controller.
- The side-access elevator door provides work area accessibility.
- Fiber and CO2 models 4000W and above process 1" mild steel.
- Fiber models equipped with Mitsubishi's revolutionary Zoom Head.

Read more [here](#)



WHETHER YOU  
HAVE A CO2 OR  
FIBER LASER  
YOU HAVE A  
MACHINE  
CAPABLE OF  
PROCESSING  
NEARLY ALL  
EXOTICS

## Fab Phobia: Don't Fear Exotic Metals

The mere mention of *Exotic Metals* can send chills down the spine of even the most seasoned shop owner or laser operator. Because few are willing to tackle these materials, there are untapped opportunities abound for those equipped to do so.

And the best part? If you have a laser you have everything that you need to get started!

### The Fear Factor

Most fabricators who avoid working with exotic metals do so out of fear or intimidation. They are afraid of causing damage to their laser machine and intimidated at the thought of ruining expensive metal. Due to high temperatures required for heating and shaping of parts exotic metals are very costly to manufacture and process.

### Perfect Storm for Higher Margins

Fabricators should look at exotic metals as an opportunity to increase their margins. When you consider that there are fewer competitors vying for this type of work and the fact that most customers choose to supply the materials, fabricators can charge a laser cutting premium. With higher margins and no cash to tie up in the purchase of expensive materials, it's a perfect storm for those willing to invest the time to learn the process.

### There's More...

Go [here](#) to read the complete article for tips and best practices on laser processing exotic metals.

## Complete Solutions

From quoting through fabrication and finishing, ATS has you covered. We represent the industry leaders and back it up with the best service in the business. Click on the links below to learn more.

### CUTTING

- [Mitsubishi Laser](#)
- [AKS Hi-Def Plasma](#)
- [AKS Waterjet](#)
- [Muratec Turret Punch Press](#)

### BENDING

- [MC Press Brake](#)

### MACHINING

- [MC Machine & Turning Centers](#)

### FINISHING

- [Timesavers Automated Deburring and Finishing](#)

### SOFTWARE

- SecturaFAB Quoting and Fabrication Software

### SERVICES

- [Preventative Maintenance](#)
- [Training](#)

## Let's Get Social!

Updated regularly, our new [BLOG](#) is packed with useful tips and best practices for all things fabrication. We'll do all of the research, writing, and updating.

So why not make the BLOG a part of your regular routine? And while you're at it be sure to connect with us on Facebook and LinkedIn.

## Now its Your Turn!

Do you have a BLOG topic you would like to see us address?  
Send it [here](#).





## ABOUT ATS

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Greensboro, NC 27409

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Fax: 336.393.0015



Find us on the Web!

[www.atsservice.com](http://www.atsservice.com)

At ATS we know the importance of maximizing up-time for our customers. Our metal fabrication background guides us in our service and support. Our 7 days a week, on-site service underscores that commitment.

While we sell, service, and refurbish a wide variety of metal cutting, punching, bending and finishing equipment, Mitsubishi Fiber Optic and CO2 Automated Lasers Systems are our specialty. In addition we provide a number of services including machine relocation, installation, repairs and preventive maintenance programs. We also offer basic operator, advanced applications and maintenance training.

## About Shop Talk

Shop Talk is a quarterly publication of ATS. We invite your feedback and encourage the sharing of this newsletter with others.

### To Subscribe or Unsubscribe

Those wishing to be removed from this mailing list, subscribing themselves or others to it can do so by sending an e-mail to: [Matt Winslow](mailto:Matt Winslow)

### What do you Think?

What good is a newsletter if you're not getting the information you're looking for? Send your thoughts and suggestions [here](#).

### Let us Spotlight You!

Are you an ATS customer who would like to be profiled in one of our case studies? If so we'd love to discuss it with you. Send us an e-mail here and we'll be in touch.

## And Finally...

### Save the Date

June will be here before you know it; and so will our 2018 Open House.

Look for details to come or contact:

Matt Winslow

[mwinslow@atsservice.com](mailto:mwinslow@atsservice.com)

Tel: 336.393.0030

### Hands-on Training

ATS offers a variety of on-site training options designed to maximize your machinery investment. In addition we offer monthly training classes held at our facility.

- Basic Operator Training
- Advanced Application Training
- Maintenance Training

For more information contact:

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Tel: 336.393.0030