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VEKTA
ADVANCED AUTOMATION

THE **EXCELLENCE** ISSUE

BCMC Booth #1334

See how the Vekta Razer can improve your business

ACCURACY OR SPEED – *CAN YOU HAVE BOTH?*

Have you ever been told – "*You can only achieve high positional accuracy at the expense of speed.*" Or, maybe you've heard mentioned that – "*Long-term accuracy cannot be achieved with a system that uses drive rollers to position the timber. Build-up on the drive rollers will adversely affect the accuracy.*"

Well, Vekta would like to end the debate once and for all – drive rollers, speed and accuracy can mutually exist.

Speed – the Vekta Razer Saws use drive rollers to position the timber. Drive rollers are capable of moving timber faster and can also handle more irregular shaped members when compared to 'grabber' systems.

Accuracy – The Vekta Razer Saws have 'The Follower' – a paddle that runs along a high precision timing belt and is pushed up against the trailing edge of the timber.

But how exactly do they work together?

As the timber is fed through the Razer saw using the drive rollers, the follower 'follows' the timber into the saw chamber. By knowing how far the follower moves, using the high precision timing belt, it is known exactly how far the timber has moved. As the timing belt on the follower is used to control the accuracy (similar to the back stop on a semi-automated pull saw), build-up on the drive rollers will not affect accuracy.

The result? Extraordinary long-term accuracy without sacrificing speed or the ability to handle certain member shapes and sizes.

If that isn't impressive enough – The Follower allows each board to be measured before cutting begins – verifying that the correct timber has been loaded. It also allows for on-the-fly optimization – the actual length of timber fed into the saw is measured and then optimized to cut members that best suit that specific length of timber.

So if you hear that speed, accuracy and drive rollers do not belong in the same sentence – stop listening – Vekta has demonstrated that the three words belong together!

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HOW TO ENSURE YOUR CHOICE OF LINEAR SAW IS A 'CUT' ABOVE THE REST

Investment: (ɪnˈvɛs(t)m(ə)nt) NOUN: a thing that is worth buying because it may be profitable or useful in the future.

Automating your truss and frame plant is an investment in your business and your future. Today, the market has the benefit of having a number of linear saw suppliers all claiming their automation will improve safety and increase the efficiency of your plant.
As a consumer, how can you capitalize on this choice? Simple – ask questions and put the onus onto the machinery supplier to provide answers that are correct, truthful and, where practical, can be demonstrated.
Here are some key questions to help guide your decision making process:

Floor space is valuable – can I configure a system to suit my factory? Here's my available space – how would you recommend I use it?

To say these questions are vital is an understatement. You need to ensure your equipment supplier has an in-depth understanding of not only your space requirement – but how it's used. Your linear saw needs to IMPROVE your workflow, not simply fit into your factory. Put the onus on your supplier to make sure the equipment is configured to your needs – it shouldn't be the other way around. Material flow, size, location of waste bins, dust extraction – all of these should suit both your factory and your manufacturing process.

How can optimization be structured to work with my existing operations? Do I need to be a mathematician to understand optimization?

The optimization of members to reduce waste and cost is a key feature of all modern, automated sawing systems. To actually benefit from optimization it is imperative your linear saw is set-up by a competent, experienced Engineer who understands the unique needs of your manufacturing processes, setup and business. Would your production be improved by combining members together on a truss-by-truss basis only? Or by combining a few trusses together? Perhaps it's by optimizing like members together – in a batch cutting operation? There isn't a one-size-fits-all approach to optimizing and systems must be tailored to the unique needs and concerns of each plant. You should be in full control of how the optimizing works and what the outcome is. Minimizing waste and cost is important but these need to be achieved while also directly matching your production processes. A poor cutting order can easily negate savings in timber – make sure your supplier has the tools and flexibility necessary to do the job properly.

What should my yearly maintenance budget be? Who can maintain the saw? How quickly can I get spare parts and consumables to my site?

When you invest in a linear saw, it can very easily become the cornerstone of your factory. If your saw stops, the entire factory stops. So make sure you fully understand what your options are when it comes to maintaining, servicing and repairing your equipment. Where are replacement parts held, and are

they all in stock? How long will it take for them to get to you in a pinch – and not just the most common components – what happens if something odd fails? Who can do repairs to the equipment? What tools and training are available to your staff or local contractors to enable them to complete services and repairs? What online resources are available for your staff? What does the support network look like and when is remote support available?

Don't be afraid to ask how much on average customers spend on support and maintenance as there can be a very big difference between suppliers – a factor often overlooked. Ongoing maintenance and support is critical. Make sure you have as much control over your own circumstances as possible and then make sure that when you need help from the supplier, you know what it's going to cost and how long it will take.

Finally, some general things to consider – What skill level do my operators need? How much money and time will I need to spend to keep my operators up to date? The answers to these questions lie in the software of the machinery. A simple program that is user friendly, able to be controlled from a number of different platforms and is designed for the most basic operator to be able to use, are all key factors to consider. It is important your provider regularly updates their software to ensure your machine has access to new, innovative features that will ensure your investment keeps you at the leading edge for many years to come.

If you are looking at buying a linear saw – you need to ask the questions and more importantly, compare the answers – is it really an investment if you make the wrong choice? You want to ensure your definition of investment reads – a thing worth buying because it IS profitable AND useful NOW and into the FUTURE!

At Vekta USA we are confident with what we do – Why not make Vekta your first point of comparison?

VEKTA RESCUE

Getting support for your linear saw has never been easier ...

Vekta Rescue is the indispensable resource for the smooth running of your Razer Saw! An online help system that integrates with the Razer's Simple software ensuring Vekta customers have the possibility of solving a problem immediately – minimizing downtime and effects on production, saving you time and money.

Vekta Rescue is more than a standard help system. Features include –

- Daily/ Weekly/ Monthly Maintenance Schedules – With links to detailed instructions on how to complete each task.
- Service Schedules – Checklists detailing what needs to be covered in a service and comprehensive instructions on how to complete tasks.
- Training section – Can be used for new employees or as a refresher course when needed.
- Troubleshooting – Working in conjunction with the Razer Saw diagnostics – a problem can be quickly identified and options and/ or step-by-step procedures to rectify the problem will be offered to the operator.

With two staff members dedicated to developing Vekta Rescue, changes, improvements and additions are being added daily. Vekta Rescue is another example of how Vekta puts the needs, requirements and satisfaction of our customers first! Curious to see what all the fuss about Vekta support is? **Go to www.help.vekta.com.au.**

VEKTA
ADVANCED AUTOMATION

OUR CORE VALUES

From engineering and design to the manufacturing of products and building relationships, Vekta upholds these core values.

SAFETY

IT'S TOP OF OUR LIST

From design to engineering, manufacturing, install and training - safety supersedes everything at Vekta.

EXCELLENCE

OUR PRODUCTS LEAD THE WAY

At Vekta, we are continuously striving for excellence in our engineering, manufacturing, software and customer relations

TECHNOLOGY

WE'RE ALWAYS INNOVATING

Vekta is highly adaptable and we pride ourselves on providing innovative technological solutions that are customized for each individual business and their unique needs.

CUSTOMER FOCUS

WE'VE GOT YOU COVERED

From buying, installation, training and technical support Vekta focuses on the customer – their needs, their requirements, their satisfaction.

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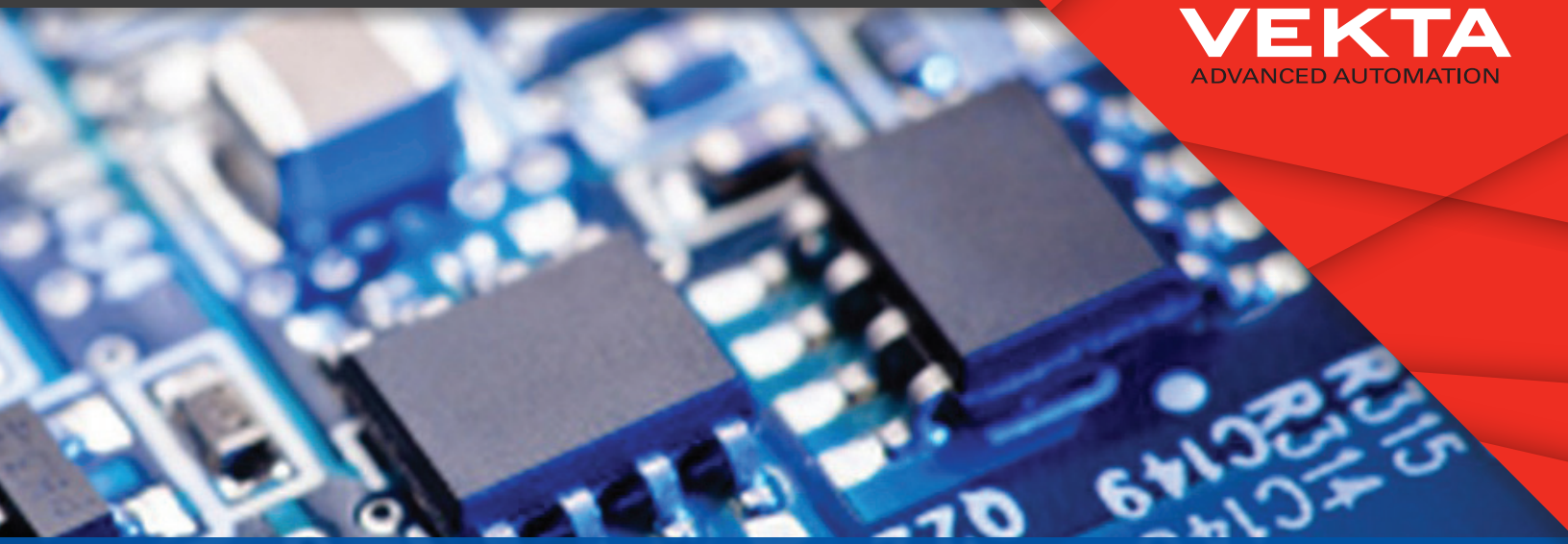

SOFTWARE CUSTOMIZATION

Software

"From buying, installation, training and technical support, Vekta focuses on the customer – their needs, their requirements, their satisfaction."Vekta's Customer Focus value underpins everything we do, including the development of our products.

The Razer saw is not a standalone product, it must always fit within an existing process for manufacturing frames and trusses.
These processes can differ radically for different customers and sites and due to this, Vekta always aspires to accommodate the needs of ALL of our customers.

Software customization is one way we do this, and, from experience, we have found that small software changes can often make big differences in production.

Our technicians and support staff regularly seek feedback from saw operators and managers on how the saw is working for them, and what software improvements and new features would help them increase efficiency, safety and usability.
All suggestions are reviewed, prioritized and then scheduled for inclusion in a future software release.

Case Study:
Champion Prenail

Recently we collaborated with Champion Prenail to streamline the Razer saw with their existing processes. With some small software changes, we were able to automate a number of their tasks that previously required handwriting onto timber.
This allowed them to keep their assembly method fundamentally the same but now with the benefit of a much higher throughput with their Razer saw.

"Since having our staff trained on the processes of the Razer saw we have seen a huge increase in cutting. The accuracy, cutting and marking of all components has been a revelation to our company whereby our systems of fabrication have been changed dramatically for the good. The number of cuts we are putting through the Razer saw are very high, allowing us to take on more work'.

Glynn Champion at Champion Prenail

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