

A MESSAGE FROM THE CHAIR OF THE JS SIG

As I'm sure you will all agree, 2013 has been another one of those years where if you blink, the weeks gone and if you breathe its month end. Demand for laser cut parts has continued to increase, thanks to what seems to be a very buoyant manufacturing sector. With increased work loads and on-going projects, issues arise and problems need sorting. This is why our ALLU Job Shop annual meeting has never been more important.



Dean Cockayne

The annual 'JS' series of business meetings are designed to be of value and interest to laser job shops. In so doing, they facilitate trust between businesses that compete, in order for them to work together on topics of common interest or concern. The first of these took place in 2001 and never have they been more important than in these last few difficult years. The strength and the benefits of the job shop group grows with the number of members we have and, as last year, we are inviting a lot of the jobshops who haven't yet attended to come along and see for themselves the benefits of belonging to a friendly group of competitors.



Crushable Ti64 lattice structure

The theme of this year's event is 'Opportunities with new technologies' and the meeting includes a keynote presentation about additive manufacturing and others on nitrogen generators, laser marking and the benefits of social media.

At JS 2012 a number of members reported that they had successfully won a significant amount of grant money so, back by popular demand, we have

invited HSBC to discuss the availability of grants for subcontractors. We are especially delighted that the HSBC Chief Economist is also coming along to speak on aspects of the UK Economy and where it's heading.

Other topics include the ever popular overview of results of the 2013 job shop surveys (i.e. the range of charges for electricity and gases and user satisfaction with the service provided when flatbed cutting machines break down); together with some short commercial presentations on laser cutting-related equipment, materials and services. And after a good feed we will have our general open question and answer session led by a panel of jobshop owners - this years panel will include Mark Hutchinson of Hutchinson Engineering (2013 MTA Award for the most dynamic subcontractor) and myself, but it is an open forum where everyone is welcome to participate and it usually gets rather noisy!

It may sound odd to discuss things with competitors but those who have taken part in the past know that you can learn a lot without discussing commercially sensitive information. For example, we may compare the financial services offered by our banks; variations in steel prices or where to buy the cheapest lenses. Everyone involved gets useful information that may save them thousands of pounds. Sounds like an old boys network? - it is, but without the funny hand shake, so come and join us! The day will be rounded off by an opportunity to tour recent developments at MSS including N2 generators and refurbished flatbed laser cutting machines; it should be very interesting.



Courtesy of MSS

Dean Cockayne Midtherm Laser Ltd
Job Shop Chair 2013

Laser Job Shop Group
Users of Lasers for Profit
An ALLU special interest group

INFORMATION FOR DELEGATES

Venue

The workshop is being held at Manufacturing Service Solutions (MSS) Allerton Road, Central Park, Rugby, Warwickshire CV23 0PA (T: 01788 552299)



Delegates

On arrival you will receive a delegate pack containing a name badge, a detailed programme and a delegate list. The pack will also include a name and password for downloading PDFs of the presentations, which will be made available on the AILU web site as soon as possible after the event.

A buffet lunch (including vegetarian options) will be provided, together with refreshments throughout the day. Please advise us of special dietary needs.

Registration

The meeting is only open to AILU members and guests; but a membership form is included as part of the flyer, with a special offer of FREE registration at JS 2013 for anyone taking a year's membership.

Existing members need only give their name to the AILU office by phone (01235 539595) or email (courses@ailu.org.uk). New members should complete the membership and registration forms and post/fax them to the AILU office.

Travel

MSS Ltd is located on the outskirts of Rugby, near the M6 Junction 1 (A426 Rugby) exit. At the first roundabout on the A426 take the first exit (Central Park Drive), go straight across the next roundabout and then right on Allerton Rd. For sat navs use: CV23 0WE

Accommodation

Details of accommodation with links to the various hotels and full descriptions can be found on the AILU website page for this event.



Members at Job Shop 2013



Early Registration
10% discount if
you register before
24 September

**Job Shop 2013:
Opportunities with new
technologies**

The annual business meeting for AILU Job Shop members dealing with topical subjects in the laser sub-contract sector. An opportunity to learn, to network and to discuss the major issues of the day.

Thursday 17 October 2013

**Manufacturing Service Solution
Rugby**

Supported by



**AILU Members and guests only
+ special offer for non-members**



PROGRAMME

09:00 - 09:30 Registration and Refreshments

Presentations 1

- 09:30 - 09:35 **Introduction to the meeting**
Dean Cockayne, Chair of the AILU Job Shop Group
- 09:35 - 09:50 **Introduction to MSS**
Carlos Gonzalez-Lee - MSS
- 09:50 - 10:20 **Additive Manufacturing: Current capabilities and business**
David Wimpenny - Manufacturing Technology Centre
- 10:20 - 10:30 **Laser marking as a Job Shop business**
Charles Dean - Fimark Ltd
- 11:30 - 10:45 **Experience with Nitrogen Generators**
Martin Cook - Cutting Technologies
- 10:45 - 10:55 **Social Media: Opportunities for Job Shops**
Wayne Wild - Laser Engineering UK

10:55 - 11:25 Refreshment break

Presentations 2

- 11:25 - 11:55 **The UK Economy: Challenges and opportunities**
Mark Beresford-Smith - Chief Economist, HSBC Bank
- 11:55 - 12:10 **Grants for subcontractors**
Kevin Skym and Jon Forster - HSBC

Something new: short commercial presentations

- 12:10 - 12:15 **Aptia Solutions introduces CutQuote** - An instant online quoting service like no other
- 12:15 - 12:20 **Gas supply solution from BOC**
- 12:20 - 12:25 **New Amada Machines**
- 12:25 - 12:30 **The latest developments in laser cutting from Bystronic**
- 12:30 - 12:35 **World Machinery introduces Mitsubishi new 2.7 resonator**
- 12:35 - 12:40 **JK Lasers' System 5000 modular laser workstation**
- 12:40 - 12:45 **An introduction to the Manufacturing Advisory Service**

Overview of the 2012/13 Job Shop surveys

- 12:45 - 13:00 **Review of 2012 Electricity, 2013 Gas and 2013 Satisfaction surveys**

13:00 - 13:45 Lunch

13:45 - 15:00 Question and Answer Time

"Opportunities for Job Shops"
A panel of Job Shop owners lead a question and answer session, including:
Dean Cockayne (Chair) - Midtherm Laser
Mark Hutchinson - Hutchinson Engineering
Tom Mongan - Subcon Laser Cutting

15:00 Tour of MSS

15:45 Departure

AILU MEMBERSHIP APPLICATION



JOINING AILU AS A CORPORATE MEMBER

The association of laser users (AILU), established in 1995, is an independent, not-for-profit organisation run by and for the UK laser community and is the leading organisation dedicated to meeting the needs of laser users. Members include the main UK players in manufacturing industry, laser job shops and research organisations as well as manufacturers and suppliers of lasers and laser-related equipment and services.

The first employee to join from an organisation whose activities are related to laser materials processing automatically enrolls the organisation as a Corporate Member of AILU.

For full details of AILU and the benefits of membership please visit the AILU web site at www.ailu.org.uk and take the left hand links under the 'Association' heading. For laser job shops the principal benefits of AILU membership derive from your automatic enrolment FREE in the Job Shop Special Interest Group.

The JS SIG provides valuable networking opportunities for job shops to exchange information without compromising competitive advantage, including a protected on-site forum that allows members to post questions and raise general points for discussion and a "hot line" consultancy to deal with any questions you have on aspects of laser technology, safety, suppliers, material properties, processes and applications. Surveys of job shop costs provide members with opportunities for big discounts and the quarterly *Laser User* magazine (generally rated as the best laser magazine in the industry) keeps members up to date with this fast moving technology, so they can continue to make best use of their laser investment. All of this is FREE and restricted to members only, as are listings in AILU's on-line product and service directory. AILU also provides advertising opportunities.

As a further inducement for you to join, AILU offers you free registration at the upcoming annual business meeting for job shops.

I wish to join the Association of Laser Users (AILU) as a Corporate Member. The cost for a full year (from the end of the month you join) is only £348.00 + VAT.

Name:

Organisation:

Signature: Date:

To complete the enrolment process, please fill out the payment section option opposite and return both parts

REGISTRATION

Job Shop 2013 17 October 2013

*Name:

Position:

*Organisation:

*Address:

*Post Code:

Tel: Fax:

*E-mail:

* mandatory field

Payment options

- Please invoice me
- I wish to pay in advance by:
1. Bank/Euro cheque in £ Sterling, payable to AILU
 2. Visa/Mastercard (billing in GBP):
Name on Card
Number _ _ _ _ _ Exp _ / _ / _
Please debit my account

Delegate options

- I wish to register as a delegate. The applicable rate is:
- GBP 75.00 + VAT
I am an existing member of AILU
- GBP 67.50 + VAT
I am an existing member of AILU and applying before 24 September 2013
- GBP 50.00 + VAT
Concession (unemployed, retired, full time student)
- FREE
I have completed the AILU membership application form (see opposite)

Notes

- If you wish another employee can attend in your place simply let us know; there is no extra charge.
- For group discounts (three or more) please contact the AILU office.
- If you wish to bring a non-member as a guest, this is permitted; however, please contact the AILU office.

Signed: Date:

Cancellations will be accepted up to 1 week before the event; otherwise the full fee may be charged.

Please return completed form to the AILU office by FAX (+44 (0)1235 550499) or mail to AILU, 100 Ock Street, Abingdon, Oxon OX14 5DH, UK