

A MESSAGE FROM THE CHAIR OF THE JS SIG

The primary purpose of the annual 'JS' series of business meetings is to provide an event of value and interest to laser job shops and to 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 the last few difficult years for us all.



The strength and the benefits of the job shop group grows with the number of members we have and this year we aim to make it bigger by inviting a lot of the jobshops who haven't joined AILU yet to come along and see for themselves the benefits of belonging to a friendly group of competitors.



N₂ bottles or generators?

The theme of JS 2011 is 'How to make the best of the economic recovery' and the job shop committee has set up several talks specifically aimed at how laser job shops can save money and improve sales. Topics include: The pros and cons of nitrogen generators (as compared with buying nitrogen off a supplier); saving money by looking after and refurbishing optics; what's so good about laser steels (and are they worth the extra cost); should you buy a fibre laser cutting machine or stick with CO₂, how do gas prices and the quality of machine servicing compare between suppliers? We also have some short commercial presentations including a software developer from Australia who is going to tell us about automated quotation systems for job shops.

In the afternoon we bring together a panel of job shops in a question and answer session to debate the issue of maximising profitability: it may sound odd to discuss such things with competitors but we don't give detailed information. For example, we may compare the financial services offered by our banks and variations in steel prices. Everyone involved gets useful information – and you develop a group of contacts to ring up if, for example, you can't get hold of 20mm steel from your supplier before next week and need to borrow a sheet.



Fibre or CO₂?

Sounds like an old boys network? – it is – come and join us!

John Powell Laser Expertise
Job Shop Group Chair 2010/12

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

INFORMATION FOR DELEGATES

Venue

The workshop is being held at TRUMPF Ltd
President Way
Airport Executive Park
Luton LU2 9NL



(T: 0844 482 0188)

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 courtesy of Trumpf, together with refreshments throughout the day. Please advise us of special dietary needs.

Registration

The meeting is only open to AILU members; but an AILU membership form is included as part of the flyer, with a special offer of FREE registration for JS 2011 for anyone taking a year's membership.

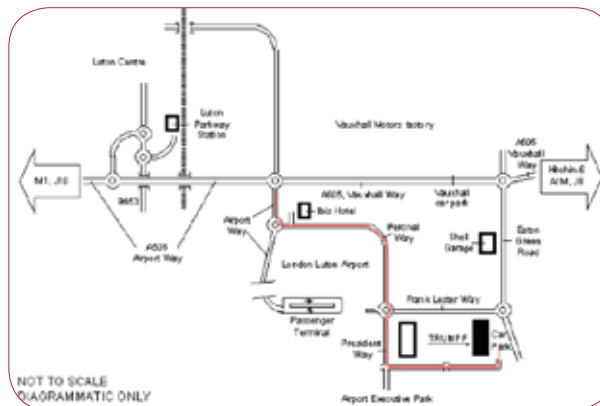
Existing members need only give their name to the AILU office by phone (01235 539595) or email (courses@ailu.org.uk). New members should complete the membership and registration forms and post/fax them to the AILU office.

Travel

Trumpf is located within walking distance of Luton airport just two miles from the M1 motorway at Junction 10. By car the route to the airport is clearly signposted; see map below.

Accommodation

There are many hotels in the area. Most of the JS Committee will be staying and eating the night before at the Premier Inn, Luton Airport. Delegates are warmly invited to join them for an informal dinner: please let the AILU office know if you plan to attend.



Members at a previous JS meeting



Early Registration
20% discount if
you register before
15 September

**Job Shop 2011:
How to make the best of the
economic recovery**

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 major issues of the day.

Tuesday 11 October 2011

**Trumpf UK
Luton**

**AILU Members only
+ special offer to non-members**



PROGRAMME

09:30 - 10:00 Registration and refreshments

Presentations 1

- 10:00 - 10:05 **Introduction to the meeting**
John Powell
Chair of the AILU Job Shop Group
- 10:05 - 10:25 **Nitrogen generation as a low cost alternative for use in laser processing**
Carlos Gonzalez-Lee
Manufacturing Service Solutions Ltd
- 10:25 - 10:45 **Looking after and repairing your laser optics**
Mark Wilkinson
Laser Beam Products
- 10:45 - 11:05 **Laser processing of high strength steels**
Heikki Kinnunen and Terry Craven
Rukki UK

11:05 - 11:35 Refreshment break

Presentations 2

- 11:35 - 12:00 **A jobshop's comparison of fibre and CO₂ lasers: Economics, profits and costs**
John Powell
Laser Expertise
- 12:00 - 12:10 **Overview of the 2011 job shop surveys: gas cost and machine service satisfaction**
Members of the Job Shop Committee

Something new: short commercial presentations

- 12:10 - 12:20 **ipLaser: A quotation solution for laser job shops**
Peter Olle ipLaser, Australia
- 12:20 - 12:25 **Laser v waterjet: the latest developments**
Dave Larcombe Bystronic UK
- 12:25 - 12:30 **Latest machines for job shops**
Gerry Jones Trumpf UK
- 12:30 - 12:35 **Today's Technology: Salvagnini Fibre lasers**
Steve Williams Salvagnini UK
- 12:35 - 12:45 **A framework for servitized solution design**
Gokula Vasantha Cranfield University

12:45 - 13:45 Lunch and opportunity to visit the Trumpf showroom

Question Time

- 13:45 - 15:00 **Maximising the profitability of your job shop**
A panel of 4 job shop owners lead a question and answer session
**Dean Cockayne (Midtherm Laser),
Dave Lindsey (Laser Process), John Powell (Laser Expertise), Dennis Kent (Carlton Laser)**

16:30

Close

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 question 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 £295.00 + 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 2011 11 October 2011

*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 60.00 + VAT

I am an existing member of AILU and applying before 15 September

GBP 50.00

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