

2015 seems to be a good year for everyone within the laser job shop fraternity. Long may this continue. The air of optimism is continuing with several of our members investing in new machinery.

Beyond the specifics of the event, these annual meetings are designed to engender trust between businesses that, though they compete, can often share similar interests, problems and concerns.

After what seems many years I am particularly pleased that the annual job shop meeting this year is at Mazak in Worcester. I for one was extremely impressed when I had a brief tour of their premises some weeks ago and I am of course hoping the meeting will be another resounding success.

This is my final year as chairman of the JS SIG so after the introductions I will be handing over to Mark Millar of Essex Laser who will be lead the group for the next two years.

The strength and the benefits of the job shop group grows with the number of members we have and so, once again we're opening up this meeting to all laser job shops and laser user SMEs, not just ALLU members. Our confident expectation is that those who see for themselves the benefits of belonging to a friendly group of curry eating competitors will want to remain members, but there will be no pressure to join ALLU.

The theme of this year's event is second operations; the added extra we can offer the customer. The meeting also includes a presentation of job shop laser hardening practice in Germany and the lowdown on what can expect to see from cutting lasers of the future. Some members are still reporting that they have successfully won grants so we have some short commercial talks in a "what's new?" session and advice about selling your business once the time is right for you to retire.

Other topics include the ever popular overview of results of the 2015 user satisfaction with the breakdown services for flatbed cutting machines and last year's gas survey; after a good feed and hopefully some magic from the resident ALLU magician we will have our general open question and answer session led by a panel of job shop owners: bring any topic you want!

Finally we have what is sure to be a most interesting tour of the fabulous Yamazaki Mazak, Worcester facility.

It will be sad for me to hand over the chairmanship of this group to Mark but even sadder to say good bye to Mike Green who is retiring after many years of running ALLU flawlessly. I personally would like to wish him many years of retirement and the best of luck.

Dean Cockayne Midtherm Laser Ltd
Job Shop Chair 2015



Dean Cockayne



Venue

The workshop is being held at Mazak European Technology Centre Badgeworth Drive Worcester Worcestershire WR4 9NF
T: 01905 755755



Delegates

On arrival you will receive a name badge, a detailed programme and a delegate list. You will also receive a name and password which will give you access for downloading PDFs of the presentations from the ALLU web site shortly 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

This year's annual workshop is open not only to all ALLU members, but also to non-member laser job shops and SMEs that use lasers for materials processing in general.

Existing members need only give their name to the ALLU office by phone (01235 539595) or email (courses@ailu.org.uk). Non members should complete the registration form and post/fax it to the ALLU office or register on line (<http://www.regiononline.co.uk/ailu141015>) with a credit card payment.

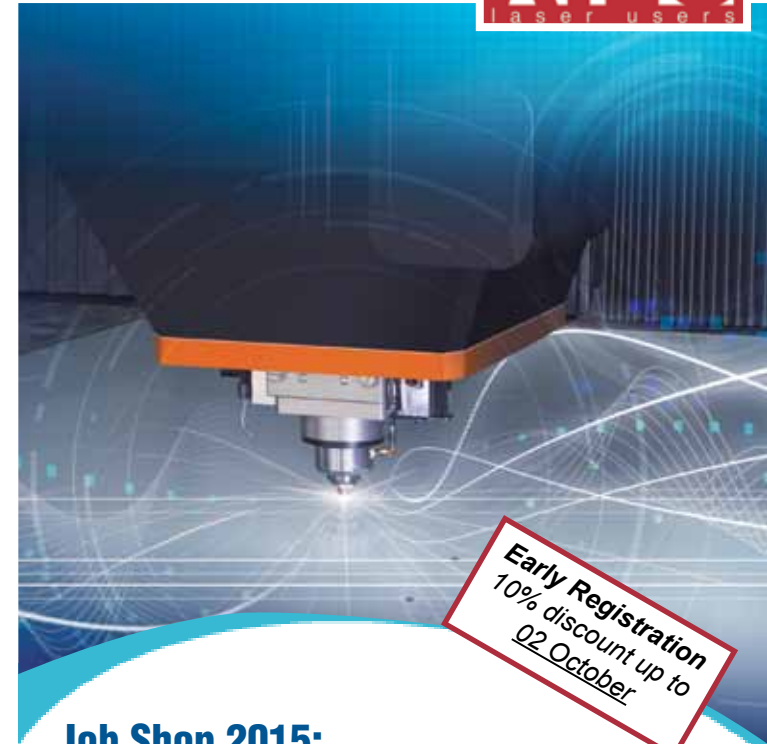
Travel

Mazak is conveniently located about 1km from junction 6 of the M5, off the A449 (see map) and (for Sat Nav users) use the above postcode.

Worcester is served by Worcester Foregate and Worcester Shrub Hill railway stations, from where Mazak is just a short taxi ride away.

Accommodation

A list of nearby accommodation is provided on the Job Shop 2015 events' page.



Early Registration
10% discount up to
02 October

Job Shop 2015:

**Annual job shop business meeting:
Second operations**

The annual business meeting for ALLU 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.

Wednesday 14 October 2015

**Yamazaki Mazak European Technology Centre
Worcester**

Supported by



Open to ALLU Members and non-member laser job shops and other laser user SMEs

PROGRAMME

08:00 - 09:00 Registration and Refreshments

Presentations 1

09:00 - 09:05 **Introduction to the meeting**
Dean Cockayne - *Chair of the AILU Job Shop Group*

09:05 - 09:15 **Welcome to Mazak**
Ian White - *General Sales Manager, Mazak*

09:15 - 09:30 **Mazak laser range**
Gabrielle Peruzzo - *Mazak*

09:30 - 10:00 **Experiences of running a laser heat treatment job shop in Germany and some lessons learned**
Tony Bransden - *Ionbond Germany*

10:00 - 10:15 **New lasers for cutting**
John Powell - *Laser Expertise*

10:15 - 10:45 Refreshment break

Presentations 2

10:45 - 11:15 **How to sell your firm**
Miles Stanyard - *Hardy Transaction Management*

11:15 - 12:15 **Comparison of machines for improving edge and surface finish**
John Frankland (*MSS Laser*), Mark Jones (*Ficep*),
Guy Newton (*Ellesco*), Frank Sorensen (*Fladder*)

Something new: short commercial presentations

12:15 - 13:00 Short commercial presentations

13:00 - 13:10 **2015 Breakdown Service Satisfaction survey**
Matt Brown (*Subcon Laser Cutting*)

13:10 - 14:10 Lunch

14:10 - 15:40 Question and Answer Time

A panel of jobshop owners (TBA) lead an open Q & A session starting with "Should we offer the customer that extra edge?"

15:40 - 16:20 Tour of the Mazak manufacturing plant



AILU JOB SHOP SPECIAL INTEREST GROUP



The Job Shop Special Interest Group (JS SIG), to which all job shops that join AILU have automatic membership, provides valuable networking opportunities, allowing JSs to exchange information without compromising their competitive advantage. Job shop owners have often described it as "the best source of networking, background information and tips and tricks available anywhere."

Job Shop annual meeting

The annual job shop business meeting provides an excellent opportunity for competitors to share common concerns and opportunities for improving efficiency and reducing costs, and to learn about new products and processes. These meetings also make use of the many job shop representatives to assess business activity and trends and so help members to plan according to the perceived direction of business activity, new market opportunities and new products available.

Forum

Members have access to the job shop forum on the AILU web site, where they can post questions and raise discussion topics; questions such as: "I have xxx to cut; how?" or "my employees have just done xxx. What would the rest of you do?" Usually very sound advice is provided.

Surveys

The JS SIG surveys are FREE and an invaluable tool for negotiating prices (offering potentially great cost saving) and identifying best service providers (from insurance to machine servicing). Surveys are used to add pressure on poor service performers and those who overcharge, thereby raising standards and lowering prices.

Materials

New! The JS SIG will shortly have a website page where you can post up a list of extra material you don't have a use for, so other members can buy it.

General membership benefits

General AILU member benefits include:

- FREE hot line consultancy
- FREE entries in AILU's on-line and hard copy laser-related Product and Services Directory
- FREE sales leads
- FREE technical reports
- FREE links from AILU web site
- FREE news publicity
- FREE Links with funding organisations
- DISCOUNTED technical workshops

Please see our web site (www.ailu.org.uk) or contact the AILU office (E: liz@ailu.org.uk; T: 01235 539595) for more information.

REGISTRATION

Job Shop 2015 14 October 2015

* 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
- Register on line at <https://www.regonline.co.uk/161014AILU>

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 1 October 2015
 - GBP 50.00 + VAT
Concession (unemployed, retired, full time student)
 - GBP 95.00 + VAT
Full price non-member

Notes

- If you wish for another employee to attend in your place simply let us know; there is no extra charge.
- For group discounts (three or more) please contact the AILU office.
- It is permitted for AILU members to bring guests; however, please inform 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)

Scan and email (liz@ailu.org.uk) or

Mail to AILU, 100 Ock Street, Abingdon, Oxon OX14 5DH