

A MESSAGE FROM THE CHAIR OF THE JS SIG

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.



Fibre laser or CO₂?

The theme of JS 2012 is 'Investing in new equipment' and will address such things as fibre vs CO₂ and grants for new equipment.

Some job shops have received substantial grants over the last year so you need to hear these talks – there really is grant money out there but the government is keeping it all quiet.

Other topics include: Is there a world helium shortage – and how would this affect laser users; overview of results of the 2012 job shop surveys (this includes the range of charges and of user satisfaction with the service provided when flatbed cutting machines break down; and, in short commercial presentations, laser cutting-related equipment, materials and services.

After a good lunch we will have a general question and answer session lead by a panel of jobshop owners – this year the theme will be minimising costs, with lots of money-saving tips. It may sound odd to discuss such 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.



JCB production line

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

The day will be rounded off by a not-to-be-missed tour of the production line at JCB.

John Powell Laser Expertise
Job Shop Group Chair 2010/12



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

INFORMATION FOR DELEGATES

Venue

The workshop is being held at JCB World Headquarters Rocester, Staffs ST14 5LS (T: 01889 590312)



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; but an AILU membership form is included as part of the flyer, with a special offer of FREE registration for JS 2012 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

Rocester is approximately located on a line between Derby and Stoke-on-Trent, about 20 miles from each. By car, see directions on the AILU event page or use the postcode in a satnav.

Accommodation

The closest town, 5 miles away, is Uttoxeter. The JS Committee will be holding a committee meeting the night before in Uttoxeter. Delegates are warmly invited to join them for an informal dinner at around 8pm, restaurant details to be confirmed. Please contact the AILU office for details of the restaurant.



Members at 2011 JS open forum



Early Registration
10% discount if you register before 12 October

Job Shop 2012:

Life in a double-dip economy: investing in new equipment?

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, ending with a tour of the JCB production line.

Tuesday 23 October 2012

**JCB World Headquarters
Rocester, Staffs**

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



PROGRAMME

09:30 - 10:00 Registration and refreshments
09:30 - 10:00 Refreshment break
 (Courtesy of Dave Lindsey, Laser Process)

Presentations 1

10:00 - 10:05 **Introduction to the meeting**
John Powell
 Chair of the AILU Job Shop Group
 10:05 - 10:20 **Introduction to Manufacturing at JCB** (provisional)
John F Smith JCB
 10:20 - 10:40 **Pros and cons of fibre delivered cutting**
John Powell
 10:40 - 10:50 **Experience of fibre cutting machine users**
Dave Connaway and others
 10:50 - 11:00 **Comment on the current helium shortage**
John Powell

11:00 - 11:20 Refreshment break
 (Courtesy of Dave Connaway, Cirrus Laser)

Presentations 2

11:20 - 11:40 **RGF Grants for laser machines**
Stuart Mann Lombard
 11:40 - 12:00 **Leasing for laser machines**
Neil Lloyd Lombard
 12:00 - 12:10 **Overview of the 2012 job shop survey results**
Members of the Job Shop Committee

Something new: short commercial presentations

12:10 - 12:20 **FOL-AJ fibre laser**
David Leah and Simon Scott Amada UK
 12:20 - 12:25 **New from Bystronic**
Martin Arnold Bystronic UK
 12:25 - 12:30 **Optics handling and cleaning**
Andy Waterhouse II-VI UK
 12:30 - 12:35 **A stress free approach to levelling 20mm**
Simon Danks United Steels
 12:35 - 12:45 **What EIC can offer laser job shops**
Neil Cressy and Adam Baker
 EIC (the Energy Information Centre Limited)

12:45 - 13:45 Lunch

Question and Answer Time

13:45 - 15:00 **Minimising costs**
 A panel of job shop owners lead a question and answer session, including:
Dean Cockayne (Midtherm Laser)
Martin Cook (Cutting Technologies)
John Powell (Laser Expertise)

15:00 Tour of the JCB Production Line

16:00 Close

Background: JCB Production line Courtesy of JCB

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 or Laser Users (AILU) as a Corporate Member. The cost for a full year (from the end of the month you join) is only £339.00 + 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 2012 23 October 2012

*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 95.00 + VAT including tour, GBP 75.00 + VAT without.
 I am an existing member of AILU
 - GBP 85.50 + VAT including tour, GBP 67.50 + VAT without.
 I am an existing member of AILU and applying before 12 October 2012
 - GBP 50.00+ VAT including tour, GBP 35.00 + VAT without.
 Concession (unemployed, retired, full time student)
 - GBP 45.00+ VAT including tour, GBP 31.50 + VAT without.
 Concession (unemployed, retired, full time student) applying before 12 October 2012
 - 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