

ECO-GREEN SOLUTIONS

A twice-yearly publication of Otto-Max Industries

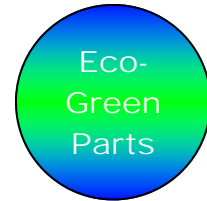
Volume 4

Issue 2 Fall / Winter 2008

You must go to our website www.otto-max.com if:

- you are a decision-maker in a manufacturing company
- you use high tensile strength alloy steel parts or components
- you have an interest in becoming more cost effective
- you have an interest in becoming more efficient
- you are interested in promoting yourself as being serious about the environment.

At the web site check out the **“Go Green With Otto-Max”** section to link to a ton of very useful information.



A whole new philosophy awaits you

Plant Expansion Completed.

Our GM, Ted Parker, is a happy camper these days, as are all the people who work at the Surrey plant. After 5 months of construction, and some pain, the 10,000 square foot addition is complete.



Ted

The new space is used primarily for raw inventory storage and rough cutting the stock as it starts the journey to becoming finished product. Already the production cycle has become noticeably more efficient due to the elimination of time delays that were caused by transport distances. These cost savings will be immediately passed along to our customers in the form of additional reductions in prices for their parts and components.



Completed Plant Expansion

in the process of installing considerable larger capacity electric induction heating equipment which means even more of the parts and components we produce can carry the **ECO-GREEN** designation”.

“This is definitely a win / win situation”, said Ted, “we do our job more efficiently and our customers get the benefit”.

“Also, we are

Economics of the Otto-Max Hydro-Electric Induction Heating Process.

The basic principles of induction heating have been understood and applied to manufacturing since the 1920s. During World War II, the technology developed rapidly to meet urgent wartime requirements for a fast, reliable process to harden metal engine parts. More recently, the focus on lean, green manufacturing techniques and emphasis on improved quality control have led to a rediscovery of induction technology.

What makes this heating method so unique? In the most common heating methods, a torch or open flame is directly applied to the metal part. But with induction heating, heat is actually "induced" within the part itself by circulating electrical currents. As Ted explains it, "we try to give our customers a clear idea of what induction heating is, and how this non-contact method of heating works so fast and is so efficient. The alternating current in the work coil sets up an electromagnetic field that creates a circulating current in the work piece. This circulating current flows against the resistivity of the material and generates heat. It's really that simple! In these days of continually rising costs for raw materials and production time, induction heating allows us to transfer the economic efficiencies to our customers and hold the line on price increases as well as be proud of the extremely low environmental impact of the process”.

Is there added interest in companies who are environmentally conscious?

This is a question that most CEO's are asking themselves. In the cold, hard light of day does it make business sense to perhaps invest a little more for an unknown payback? Well, in our mind, the answer is an unequivocal "YES!" Just look at some current examples of corporations jumping on the ECO-GREEN bandwagon -

- Dell Computer CEO Michael Dell recently previewed what he called "the company's smallest and most environmentally-responsible consumer desktop PC." The small form-factor desktop is 81 percent smaller and uses up to 70 percent less energy than a typical desktop mini-tower.
- William Zeitler, head of IBM's systems and technology group, recently announced that IBM is expanding its green data centers. "Energy efficiency has become a critical business metric like product reliability and customer satisfaction", he said.
- Aviation giant Boeing recently announced that its hydrogen-powered plane has been successfully tested in the skies above Spain. The small, propeller-driven craft is powered by hydrogen fuel cells which produce only heat and water as exhaust products.
- The founder of Virgin Atlantic Airlines, Richard Branson, recently announced he would invest all future profits of the Virgin Group's transportation businesses into renewable energy initiatives.

Come and chat with us about how you too can become part of the ECO-GREEN revolution. We are here to help you find cost-effective solutions.

Thought for the day — a man went to a bookstore and asked the salesperson where the Self Help section was. She said if she told him it would defeat the purpose.

Otto-Max Industries Ltd.

So much more than just springs and we do it all with **GREEN** technology.

Otto-Max Industries Ltd. (Contact person is Bill Dagoie)
Telephone: 1.800.667.6167 Email: billdagoie@otto-max.com

Efficient Warehousing Cuts Delivery Times and Costs.

Every firm competing in today's market is striving to improve its time-based competitiveness. There is no question that the time taken to complete the activities of the order cycle is a central component of customer service. At Otto-Max, we consider fast and accurate order processing a hallmark of high quality service.



The size and scope of the Otto-Max warehouse is more than adequate to maintain efficient operations for the foreseeable future.

In our view, the warehouse is the last opportunity to get a customer's order right and meet their expectations. We are constantly re-thinking and applying relatively simple techniques to improve the order-filling process.

While our warehouse is not completely automated, we do have an efficient database driven WMS which oversees the direction and tracking of all inventory and orders in the warehouse. The WMS is used to constantly improve the warehouse efficiency by directing putaways and maintaining an accurate record of warehouse transactions.

