

the **EDGE**

Information and Insights to Keep You on the Laser Industry's Cutting Edge



X-Flow Resonator Revolutionizes Industry

The key to laser cutting performance is a simple formula: the better the resonator, the better the beam; the better the beam, the cleaner the cut; the cleaner the cut, the better the finished part.

Mitsubishi's patented X-Flow Resonator Series' design has revolutionized the laser industry. Its three-axis, cross flow design delivers superior reliability, stability and performance. Mitsubishi's X-Flow resonator requires 2-5 times less maintenance than previous designs, setting a new standard in the industry for the lowest cost of operation and ownership.

Our design has optimized the resonator's cutting power with the perfect blend of output power, beam quality, beam stability and power control. The results are excellent edge quality, lower thermal effects, precision cutting ability and greater overall processing control. Unlike

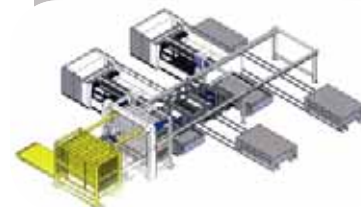
other laser manufacturers, Mitsubishi is the single-source engineering force behind every component of a Mitsubishi Laser System, from the casting to the drive system to the head and resonator.

Typically, a resonator using traditional fast-axial flow technology sends laser-gas through expensive quartz glass tubes at rates up to or over 30 liters per hour. During system start-up, traditional resonators sit idle up to 30 minutes while the chamber is vacuumed down, the roots blower system restarts and gas refills the quartz tube. Cross flow technology reduces laser-gas consumption down to three liters per hour.

Since the beam-on process reaches full power in 45 seconds, the resonator can be shut down between shifts and during breaks, increasing uptime while dropping electrical consumption.

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Traditional laser gas mixtures are composed of carbon dioxide, helium and nitrogen. Some traditional systems consume each gas at a different rate from three separate bottles, based on the power requirement used. Cross flow technology utilizes one premixed bottle of gas. This eliminates the need for a mixer system and drops annual gas consumption expenses dramatically.

Mitsubishi utilizes a high-peak, digital, rectangular wave pulse to deliver a sharper beam and more cutting power. It produces efficient and stable cutting over the entire power range for thick and thin materials, including aluminum and other highly-reflective materials.



Mitsubishi's patented X-Flow Resonator Series' design has revolutionized the laser industry, setting a new standard for the lowest cost of operation and ownership.

:: MC Machinery Systems Canada, Inc.



**COMING IN
FALL 2005**
New Technology Centre
Opening in Vaughan,
Ontario

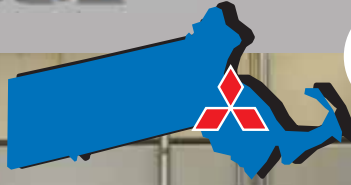
MC Machinery Systems, Inc. Announces New Canadian Subsidiary

MC Machinery Systems, Inc., announces the opening of its new Canadian operation, MC Machinery Systems Canada, Inc. The 13,000 square-foot Technology Centre in Vaughan, Ontario, will allow MC Machinery to provide stronger support to the manufacturing market in Canada. The state-of-the-art facility will showcase the extensive Mitsubishi Laser and Toyokoki Press Brake lines.

Mitsubishi Laser's VP of Sales and Marketing, Bill Isaac, comments, "We recognize Canada as a thriving fabrication market that deserves our full attention. At Mitsubishi, we support long-term relationships with our customers by providing superior service and support at every level. Our new facility will be staffed with a team of experts to help Canada's fabricators take their productivity to a new level."

Chris Linton will represent the Laser division in Canada. "The shift into direct representation in Canada will allow us to go beyond identifying the right equipment for current and future customers' needs and provide them with the level of customer service and support they should get from a partner like Mitsubishi," he says.

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:: Salem Metal Fabricators, Inc.



Jim and Jason Vining of Salem Metal Fabricators, Inc.

New Laser Increases Shop's Cutting Ability 60% and Expands Customer Base

For one New England fabricator, the investment in a new laser came with a bigger payoff than expected. Salem Metal Fabricators, Inc., purchased their first Mitsubishi Laser, a 3015 LVP, for the machine's superior cutting power and high-speed processing accuracy.

"It was the right fit at the right time for our company," says President Jim Vining about their new Mitsubishi LVP. "We did a lot of research but in the end, the Mitsubishi had everything we were looking for: the right size, high wattage, speed, a solid base and a logical design." And Vining has always recognized the opportunity and potential for growth behind every investment the company makes.

In 1970, Jim Vining made a lateral move from machining to fabricating. The transition wasn't too difficult, Vining recalls, because he was already experienced with reading drawings, measuring instruments, tolerances, materials, etc. Salem Metal began manufacturing brackets, and slowly, the company and its client base began to grow.

When the 3,500 square-foot facility caught fire and burned to the ground in 1986, he knew he had to rebuild. "Every single employee here pulled together to save the company," he remembers. "Nobody wanted to work elsewhere." To get Salem Metal on its feet, most of the equipment was salvaged from the remains and refurbished. "Our customers knew the situation and promised to bring their business back to us when we were ready," he adds.

Vining rebuilt the company's 30,000 square-foot facility in Middleton, MA. The company employs 34 skilled workers and operates one shift, five days per week. Salem Metal's diversified customer base has helped keep business flowing through several industries' rise and decline. For example, as telecom work decreased, medical work was on the rise. Currently, Salem Metal is manufacturing a high volume of components for the medical industry.

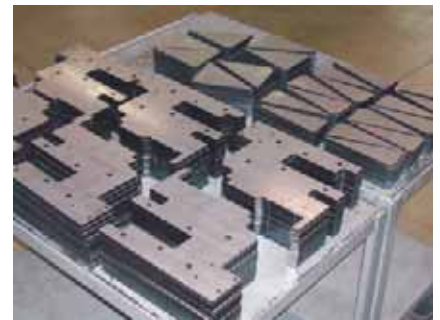
"We have very loyal customers and employees – some have been with us for more than 25 years," Vining says. "I guess that means we're doing something right." The truth is, he and son Jason, Vice President of Salem Metal, are doing everything right. From the moment you enter the building, you can sense the company pride. A tour of the shop confirms that the team's work ethic matches their craftsmanship – everything is immaculate. Every tool is stored in its clearly labeled home and every job flows seamlessly from one workstation to the next. The company's success comes from the Vinings' thoroughness and consistency combined with their knowledge that modern technology will deliver the best results.

Regional Sales Manager for Mitsubishi Laser, Bill Baillargeon says, "Salem Metal chose Mitsubishi for all the right reasons. The Vinings did their research and knew exactly what they were looking for – faster cuts and thicker materials." An automated material handler feeds the machine during operation, eliminating the need for operator assistance throughout

production. This, combined with the machine's accuracy has eliminated the need for manual supervision and secondary operations, increasing overall efficiencies.

Mitsubishi's revolutionary resonator technology maximizes beam quality for consistency in every cut. This cross flow resonator is designed and manufactured exclusively by Mitsubishi, supporting the level of accuracy Salem Metal is known for. "This machine's wattage allows us to cut 2-3 times more product daily than we used to," Jim Vining explains. "We can cut 60 percent more product per shift."

The LVP also allows Salem Metal to cut thicker materials than most fabrication shops. In fact, because they own one of only two LVPs in New England, Salem Metal has earned a whole new market of customers. The shop doubles as a cutting service to other shops that don't have the adequate equipment for these heavier cuts. "The LVP brings in around 25 percent of our business solely because no other shop can match its wattage or handle the cuts we can," he concludes.



Assorted parts cut on the 3500-watt LVP.



To best service their customers, the Vinings started a painting/silkscreening company, J&S Finish, Inc., in 1997.



Shop Achieves All-Time Productivity High with Mitsubishi's Power and Flexibility



Robbins relies on Mitsubishi Laser's high level of power, accuracy and repeatability to meet all of their laser and automation needs.

Established by Greg and Jan Robbins in 1989, Robbins Manufacturing, Inc. has grown into a state-of-the-art fabrication company. The Wisconsin company is currently expanding its 127,000 square-foot facility by an additional 70,000 square feet, its fourth expansion project in only ten years. This rapid growth is a result of the

high-quality and professional work the company is known for.

Robbins manufactures parts for various markets including recreational vehicle systems, mass transit seating, lawn and garden equipment, bicycle accessories, aerial lifts and construction, industrial

and farm equipment. With 160 employees working three shifts, six days per week, Robbins relies on the most advanced manufacturing equipment and technologies available to efficiently complete jobs while maintaining superior part quality.

The company's size and manufacturing capacity alone bring in a large percentage of business that other fabricators may not be able to handle. Robbins can tackle jobs of any caliber on materials ranging from light gauges up to 1" thick. With an impressive facility size and variety of processes, Robbins operates as a one-stop solution and is able to turn jobs around quickly. Some applications Robbins offers beyond laser range from shear/saw to forming, welding, and powder painting.

Robbins relies on Mitsubishi Laser's high level of power, accuracy and repeatability to meet all of its laser and automation needs. By combining five 3015 LZP lasers with Flexible Manufacturing Systems (FMS), the company operates lights-out overnight and on weekends. Robbins has become an industry leader in cutting capabilities, even earning the Wisconsin Manufacturer of the Year award in 1999.



Robbins is currently expanding its 127,000 square-foot facility by an additional 70,000 square-feet.



Mitsubishi allows Robbins to tackle any caliber job from light gauges up to 1" thick.



*“With Mitsubishi as our partner, we’ve reached a tremendous level of productivity.”
– Greg Robbins, President*

Company president Greg Robbins explains, “With Mitsubishi as our partner, we’ve reached a tremendous level of productivity. The flexibility of the system allows us to automate our equipment to fit our needs. One operator runs two lasers on each shift, and two auto-loading material towers allow us to produce more parts with fewer employees.”

According to Greg, Mitsubishi enables Robbins to provide customers with custom-made parts at competitive prices. He also explains how Mitsubishi’s patented cross flow resonator has more power than traditional resonators for achieving thicker cuts at higher speeds. “Mitsubishi has helped us cut at rates up to three times faster than our older equipment,” he explains. “This kind of savings in time substantially impacts our ability to move jobs through much faster.”

Robbins has coordinated its automation systems’ software with Job BOSS, its manufacturing software, and Nell and I-Manage, its nesting software. This integration automatically schedules and

nests jobs based on their active status and material availability. The software technology has helped Robbins provide superior support to its customers’ Just-In-Time manufacturing system efforts. This technology has increased Robbins’ material yield by at least 7 percent.

In addition to its laser equipment, Robbins owns five Toyokoki Press Brakes, another MC Machinery product line. According to Greg, Toyokoki delivers a level of accuracy and repeatability that cannot be matched.

“Because of Toyokoki’s attributes, we schedule some brake jobs to run solely on those machines. Whether it’s due to tolerances, brake setup or timing demands, they are constantly in use. Toyokoki’s cycle times are impressive and the gauges reposition quickly,” says Greg. “In addition to their speed and accuracy, the Toyokokis are safe and easy to operate and maintain.”

Mitsubishi’s staff has earned the same level of confidence from Robbins as the laser equipment. “It’s comforting to be using equipment that is on the cutting edge of job shop manufacturing. Beyond the equipment, MC Machinery’s staff is outstanding too. We’ve had a tremendous amount of support from everybody including our dealer, Jeff Lampe, and Mitsubishi’s Jeff Hahn, Jim Altenbach and the entire service team. We share a very open line of communication so if there is ever an issue, it is resolved immediately. They’ve been great.”



*“It’s comforting to be using equipment that is on the cutting edge of job shop manufacturing.”
– Greg Robbins, President*



Robbins provides customers with custom-made parts at competitive prices.



LVP's Speed Capacity Alone Pays for Machine



AccuBurn is an industrial supplier of nearly 4,000 part numbers for Caterpillar's small-mining division.

AccuBurn's plate-burning division was started by Marcus McGowan eight years ago with one plasma machine in a borrowed corner of the shop's facility. The business grew rapidly into today's 25,000 square-foot facility, with 15 employees operating two full-time shifts.

AccuBurn is an industrial supplier of nearly 4,000 part numbers for Caterpillar's small-mining division, and is looking to expand into other divisions of the global corporation. Other work includes complete suspensions and body panels manufacturing for a local trucking company.

"Word of mouth IS our business. We have very faithful customers, and our relationships with them play a crucial role in our continuous growth," Plant Manager Steve Smith explains. The company can cut mild steel from 16 gauge to six inches, and is known for their ability to turn around hot jobs.

In 2000, the company moved into laser manufacturing for increased work volume and long-term growth opportunity. They purchased a Mitsubishi LZ-5036D. "We didn't have work waiting for the equipment when we bought it. We were rolling the dice when we made the purchase, and we won," Smith says.

As soon as the LZ was installed, the company was quoting out new jobs. With Mitsubishi's speed and reliability, it began turning over an increasingly larger volume of work. A few

years later, an LVP-40CFX, and a Toyokoki HYB Press Brake were incorporated. "Earning new jobs hasn't been difficult," Smith says. "When our competition is cutting 1/4" at 60 inches/minute, and we're cutting it at 110 inches/minute, the choice is obvious."

"We researched every manufacturer and Mitsubishi delivered the best results across the board, including the best cuts and best speeds with a lot less power," says Smith. "The LVP is phenomenal...its speed capacity alone pays for itself. Where the LZ cuts 3/8" at 45-48 inches/minute, the LVP is cutting 3/8" at 80 inches/minute."

He adds, "Laser technology is evolving so fast that we have to continuously rotate in new equipment. Since I'm cutting three times faster than my competition, I'm can give customers better rates and better products at a cheaper cost and still turn a larger profit."

Smith credits Mitsubishi for always identifying new places to improve machine performance and design. He has just purchased a third laser, the LVP^{PLUS}, the newest version of their current LVP. "The engineers involved in the redesign really nailed every aspect, stepping back and looking at it from a production point of view and an owner's point of view," he says.

The new machine's features include solid

design, thicker bend mirrors to hold heat better, and water-cooled boards. Manual operations will be eliminated by the machine's self-oiling abilities, and longer-lasting ceramic electrodes.

"Its maintenance cycles are phenomenal," Smith says. "If a typical maintenance cycle is 500-600 hours, we've cut more than 1,500 continuous hours before needing maintenance." Mitsubishi users can rely on these efficiencies to take business to a new level.



The company's Toyokoki HYB Press Brake handles forming applications.



The company cuts mild steel from 16 gauge to six inch steel and is known for its ability to turn around hot jobs.



Reflective Concepts uses both the APB electric and HYB hybrid lines of Toyokoki Press Brakes.

Toyokoki Press Brakes helps Reflective Concepts Dominate Lighting Industry

Since the summer of 2000, Reflective Concepts, Inc. has been prototyping, producing and assembling customized reflector optics for the lighting industry. This 23,000 square-foot facility in Kenosha, Wisconsin specializes in segmented reflectors, supplying over 75 lighting companies which make up nearly 90 percent of the market.

“We started the company to serve a more specific niche of a broad customer base, specializing in fabricated reflectors that deliver exceptional accuracy and cosmetic appeal,” explains Vice President Rob Madson. To meet these high market demands for accuracy, Reflective Concepts relies on Toyokoki Press Brakes.

The shop uses both the APB electric and HYB hybrid lines of Toyokoki. The company’s APB-184 is easy to operate, and its small size helps achieve complex bends, while still achieving ultra-high precision. Its auto-thickness sensing feature adjusts for varying thicknesses for consistently

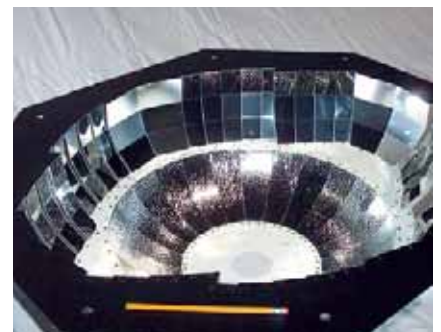
accurate bends and is ideal for shorter lot runs with greater accuracy and repeatability.

For Toyokoki’s precision in larger workpieces, Reflective Concepts uses its HYB hybrid Press Brake. Toyokoki’s hybrid line combines electric accuracy with hydraulic force for precision bending. It features AC servo motor-driven hydraulic pumps for extraordinary positioning accuracy. The HYB’s size is able to accommodate up to eight-foot-long pieces.

“Toyokoki’s repeatability and speed have been crucial to our company’s success and growth. Our Toyokokis form almost every part that goes through our facility,” Madson says. “They run at least 16 hours per day, with virtually no downtime. We added a third press brake to satisfy any bottleneck in production and are now awaiting delivery of our fourth Toyokoki to keep up with volume demands.”



“Toyokoki’s repeatability and speed have been crucial to our company’s success and growth.” – Rob Madson, Vice President



Reflective Concepts specializes in custom segmented reflector optics for the lighting industry.

:: CPG Laser



Bend mirrors from CPG maximize productivity and performance. They help you achieve greater edge quality on every part by reflecting precise beam delivery with less distortion and a higher quality beam for more consistent power to the cut.

Nozzles are engineered to the exact specifications of a Mitsubishi Laser machine, giving users the confidence that they will run properly and most efficiently. Our unique nozzle design avoids alignment problems and prevents slag from building up in the collar.

Cleaning kits from CPG will keep your optics well maintained and working at full potential. Smudges and dirty lenses can alter beam quality and affect productivity. Because optics should be handled with care, let CPG handle all the dirty work.

"CPG combines competitive pricing with the same high quality behind Mitsubishi's Laser Systems. Our customers carry great confidence in Mitsubishi. The new laser line has been very well-received." – Bernie Olguin, CPG Laser

For more information on how CPG can help with your consumable needs, call 888-297-9895

CPG Laser Consumables Deliver OEM Performance

CPG provides OEM performance and competitive pricing on consumable products for Mitsubishi Laser equipment. Using low-cost consumables can be a high-priced mistake. Consumables that don't come directly from the OEM can harm a machine's performance and longevity. Choosing CPG will increase machine life and boost productivity.

Lenses are crucial for your laser to operate at maximum efficiency. Our optical components are manufactured specifically for Mitsubishi Lasers and range in size from 1.5" to 2" in diameter. We always have the stock to fill your order.



Consumable Products Group
A Division Of Mitsubishi EDM

:: Professional Fabrications, Inc.

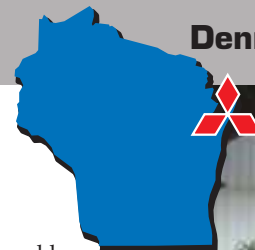
Choosing CPG Laser for Increased Machine Life and a Boost in Productivity

For the same superior quality as Mitsubishi Lasers, CPG can provide answers to all of your consumable needs. Our competitively-priced laser line will increase your machine's life and boost its productivity.

When Professional Fabrications, Inc. (Pro Fab), was ready for a new laser, it chose a Mitsubishi machine. "Mitsubishi was highly recommended to us by several others in the industry," explains Pro Fab's Brian Moeller. The LVP has been very profitable for the company, increasing its capabilities with faster cuts and eliminating costs and time required by secondary operations.

Pro Fab relies on CPG for all of their consumable needs. CPG's lenses, nozzles and bend mirrors are designed to maximize a machine's performance and efficiencies. CPG consumables are designed to match Mitsubishi's excellence in quality.

"CPG's customer support has been outstanding too. As a new Mitsubishi customer, we aren't completely familiar with all of the products and part numbers. CPG is very helpful with ordering parts and ships them immediately for minimum downtime," Moeller adds.



Denmark, WI



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:: Tri-State Fabricators, Inc.



Tri-State Fabricators operates from this 125,000 square-foot facility near Cincinnati.



The River System's software has also eliminated Tri-State's inventory tracking problem.

River System Eliminates Inventory and Material-Handling Problem

Since its establishment, Tri-State Fabricators has grown from a 10,000 to 125,000 square-foot facility. Jay Richard Vogt founded this Cincinnati-based fabricating and finishing shop in 1983. According to VP of Sales Rick Vogt, the company's success comes from offering a wide range of services for fast turnaround and excellence in quality control.

"We used to order raw material from local steel service centers on a per-job basis," explains Rick. "But the steel industry has seen dramatic cost increases and availability decreases in recent years." To combat these rising costs, the purchasing manager began buying steel and raw materials when available at a good price and storing them for future jobs.

This led to a major inefficiency in production: the money being saved by pre-purchasing materials was being sacrificed in the labor cost of shifting through them on the shop floor. "Suddenly, we had multiple piles of steel everywhere, stacked seven or eight bundles high and were spending up to

an hour per job maneuvering bundles just to get to the material we needed," recalls Rick.

Inventory tracking became another obstacle for Tri-State. The company had no system in place to track material types or quantities in stock. Every time a new job was quoted, someone was physically going onto the floor to look for specific gauges. It was very inefficient.

"We needed a material-handling solution," Rick says. The River Navigation System distributed by MC Machinery Systems provided Rick and his partners, brothers Chris and Jeff Vogt, with all the answers they were looking for. Designed to automate material handling, the River System boosts productivity without increasing labor. "It wasn't a hard sell when our Mitsubishi rep told us it would move 4,400 lbs. of steel from the farthest shelf to the operator in less than three minutes," he says.

"And, the River System's software has eliminated our inventory problem," he continues. "It gives us a very organized and

efficient way of monitoring our stock." The system handles and inventories sheet metal, enabling 24/7 material tracking and improving Tri-State's overall flow of materials and information.

Tri-State's River System has 7 shelves with 7 pallets on each. Pallets hold up to 4,400 pounds of raw material and maximum sheet size of 60x120 inches. "Now, we order material in loads that weigh no more than 4,400 pounds so we can enter them in the system and move them onto shelves in practically no time," says Rick.

"Now we know immediately what we have in stock," he states. "The system was just installed in May, but it's had an obvious effect on our production costs and overall work flow. It hasn't eliminated jobs, its two load/unload stations have helped us reallocate our time for maximum processing. The volume of work we're able to move through now is incredible."



For more information on the River System, visit www.rivermfc.com

TRADE IN & TRADE UP

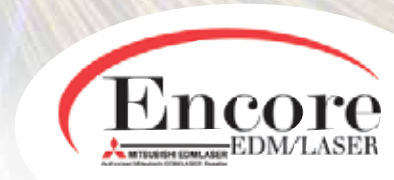
MC Machinery System's Encore EDM/LASER division provides customers with the opportunity to trade-in and trade-up for an easier and more affordable way to upgrade to newer and more advanced laser technology.

From start-up to high-end capital equipment, Encore has the right machine to meet your needs and fit your budget. Encore's certified pre-owned machines are reconditioned to factory specifications and backed by the service and support that makes Mitsubishi #1.

Every Encore machine comes backed with a Mitsubishi Certified Reconditioned Machine Guarantee and the excellent service Mitsubishi is known for, including installation, operator training and customer support.

Your Mitsubishi Experience goes beyond the most advanced technology and reliable equipment to a team of experts and programs that will take your business to the next level.

Contact Encore EDM/LASER today to trade in and upgrade your laser equipment.
(630) 350-3900



:: Laser Showroom



MC Machinery Opens Newly Expanded Laser Showroom

MC Machinery Systems has recently renovated and expanded its Laser showroom. The new 9,000 square-foot facility showcases the newest technologies from Mitsubishi Laser and Toyokoki Press Brakes. This includes 3015-LVP^{PLUS}-35CFX, 3015LVP^{PLUS}-40CFX with EL4 Automation, 2512 HV-40CFX, 2512 HV-20CFX, 2015 VZ2-5036D and three HYB and APB Press Brakes.

"Mitsubishi is automating more laser systems in the market right now than any other manufacturer," says Vice President Bill Isaac. Currently, one in every three machines is sold with automation. "We are continuously developing better efficiencies and newer technologies to keep our customers dominating their industries."

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Service and Support Makes the Mitsubishi Difference

MC Machinery Systems' state-of-the-art customer support call center handles hundreds of calls per day, ranging from part orders and simple application questions to troubleshooting machine problems. The call center is fully staffed to provide immediate attention to every incoming call.

Our Web site also interacts directly with the call center queue. This allows customers to go online at any time and submit a question or report a problem, which is automatically entered into the call queue.

Mitsubishi's Web site is the most advanced online resource for customer service and support in the industry. It features a detailed interactive parts catalog, printable machine manuals and access to software downloads. Nobody else in the industry comes close to matching this level of customer support.

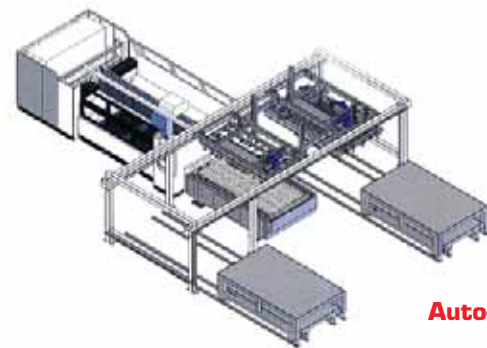
MC Machinery Systems, Inc., now offers a detailed Preventative Maintenance Program for all of its laser machines. This is the only PM Program performed by Mitsubishi factory-trained technicians using OEM parts. Maintain optimum machine performance and reduce unplanned downtime. Allow for smoother workflow planning through pre-planned maintenance.



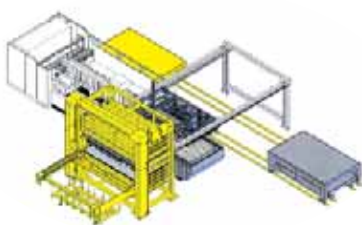
For more information call 630-616-5900 or visit www.mitsubishi-world.com

Mitsubishi Laser's MSCIII Modular Automation

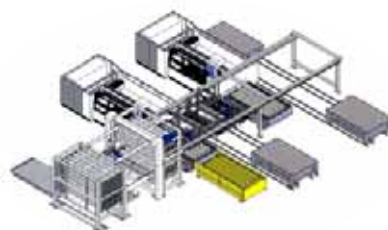
Mitsubishi's Auto-Flex MSCIII (Multiple Shelf Changer) Series is versatile and expandable, offering several high-production options to maximize your flexibility and throughput. As your fabrication partner, Mitsubishi will help customize the automated system to best fit your shop. Mitsubishi's flexible design makes it easy to grow with your business by adding multiple shelf towers, material carts, product carts, break-in stations or an additional laser when the time is right for you.



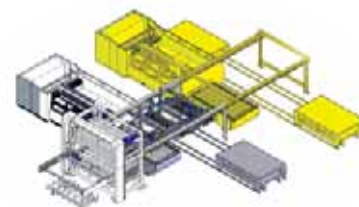
Auto-Flex EL4



Auto-Flex MS



Break-in Station



Auto-Flex MS 2 Laser



Bill Isaac
VP, Sales and Marketing

As I see it – A letter from Bill Isaac, VP of Sales and Marketing

Dear Fabricators,

In the midst of a booming fabricating industry, we are excited you've chosen Mitsubishi to be the partner that will move your business into the future. As a manufacturer, we rely 100 percent on our customers' feedback when engineering the laser equipment that will help take your productivity to the next level.

For more than 18 years, our team has been dedicated to providing you with the best fabrication and automation solutions possible. Thanks to your confidence in our company, Mitsubishi Laser has reached a record number of sales in 2005. We are continuously growing our extensive service staff and dealer network to provide you with the outstanding customer support Mitsubishi is known for.

Mitsubishi Laser remains focused on being your long-term fabrication and automation partner. We will work with you to deliver the manufacturing solutions you're looking for. Thank you for relying on us to support your business. Your belief in us is precisely what makes us proud to be a part of your team.

Sincerely,

Bill Isaac

Sign up now for Mitsubishi Laser's e-news. Receive insightful industry information, including case studies and technical tips. Be the first to know about new products, special pricing and Mitsubishi Laser events.

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