

◆ Moving Energy© Newsletter ◆

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High Technology Electron Beam Welding All Metals Including Bi-Metal, CNC Controlled, High Voltage, High Vac, Large Capacity Chamber Size.

Plastic Dunnage Washing, Tray and Container Automated Washing System. Vacuum & Internal Pressure Impregnation.

R&D. Tool Design & Fabrication. Metallurgical Evaluation. Helium Leak Testing. Prototype. Technical Engineering Assistance. Aerospace Certification. Qualifications in Accordance with Industry Specs. High & Low Volume Production Capabilities in all these areas.

We're moving energy and it shows ©!

Electron Beam Welding High Tech Solutions for Everyday Manufacturing Needs

Anionics Inc. is celebrating our 30th year in the Electron Beam Welding business. In our 30 years we have been involved in some very exciting projects, products, and challenges. We have performed Electron Beam Welding for a variety of industries including, Aerospace, Automotive, Power Generation, Micro Filters and Optics, and Athletic equipment, to name a few.



In our 30 years in business, we've been involved in some very exciting projects!

Electron Beam Welding is a fusion metal joining process that converts high velocity electron energy to thermal energy producing melting and vaporizing temperatures in a total vacuum environment. Electron Beam welding has many advantages not available in conventional welding or joining processes.

These include the following:

Welding in a vacuum

reduces the chances of contamination to the weld area or surface.

Deep Penetration capabilities with narrow heat affected zone. Ability to weld dissimilar materials. Low heat distortion. Weld strength equal to or near the parent material. High and low volume capabilities.

Variable weld setting allows welding of thin to thick materials. CNC technology provides controlled repeatability.

Anionics has large chamber sizes for unique flexibility's in all types of Electron Beam Welding applications.

This very exciting joining process may be the answer to some of our customers unique needs as well as every day manufacturing situations. We are able to provide engineering and tooling design help as

well as answer materials questions.

If you have some questions about Electron Beam Welding, why not give us a call or e-mail us at www.anionics.com

Join our many satisfied customers who are celebrating our anniversary with us. Let our 30 years of experience go to work for you!

What's TIG/MIG?

Anionics is pleased to announce that in an effort to enhance our ability as a full service supplier to you we have added both TIG and MIG welding capabilities. These processes add to our flexibility and versatility. They also add to the service and options to you the customer and allow us to offer you the highest quality process solutions at the lowest possible cost.

Call or e-mail us today to let our experts give you a **FREE EVALUATION** of your EBW (Electronic Beam Welding), Vacuum Impregnation, TIG, or Dunnage Washing needs and recommend the right program to make a bottom line difference for you.

**Telephone us at:
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How Can Anionics Services Benefit Your Company?

Anionics Inc. serves the needs of many industries throughout the world - including: nuclear, aerospace, aircraft, automotive, instrumentation, medical, electronics, commercial, job shops, with 3 basic products.

1.) **EBW** (Electron Beam Welding) The way EBW works is electrons are generated by heating the filament located in the electron beam gun. The electrons are then shaped to form the electron beam; the beam then travels through an anode/column valve/magnetic focusing lens/deflection coil, entering the chamber work area to the part where it's accelerated to a velocity of 1/2 the speed of light or about 80,000 miles per second. This concentrated stream of high velocity electrons generates kinetic energy upon impact with the metal part, creating heat resulting in fusion or melting of the two pieces to be joined. EBW is high technology electron beam welding of most metals, including bi-metal, certified to aerospace & industries' specs.

Benefits: unique chamber sizes meet your needs, high & low volume production capabilities, fast turnaround.

2.) **DUN** (Dunnage Washing) is used in many industries such as: automotive, aerospace, large or small assemblies, appliance, electronic, grocery stores, drug stores, etc. This is a sanitized cleaning process of reusable shipping containers, sometimes referred to as buckhorn totes. The way DUN works is that with items where cleanliness is essential: part/trays/containers/totes, the bigger the volume/the harder it is to wash by hand. Every high volume company out there is doing dunnage, some in-house, but it's very labor-intensive. Anionics provides a cost-effective way to maintain the quality of companies' reusable dunnage with our automated plastic dunnage washing system. Everybody needs it and most companies don't know there is a better way than expensively doing it in-house, and/or doing it by hand - often times holding a hose.

Benefits: trays/containers/totes sanitized in a cost-effective way saving the customer time & money.

3.) **IMP** (Vacuum Impregnation) is used by many industries with the following parts: cylinder heads, engine blocks, fuel systems, refrigeration compressors, power steering components, rack & pinion housings, electrical devices, valves, manifolds, regulators, natural gas controls, hydraulic pumps, electrical/electronic enclosures, military/aerospace hardware. The way IMP works is - by means of vacuum and internal impregnation - to eliminate leaks, improve the quality of products, reduce warranty costs, reduce costly inspection and test procedures. IMP is used for sealing microporosity in metal castings, powder metal parts, electronic components, plastic composites, and other porous substrates. A special advanced technology sealant fixes the leaks and seals the internal porosity.

Benefits: an effective, economic tool that reduces scrap, reduces product rejection, increases machine tool life.

Wow! Experiences and Winning Web sites:

Why should you have a Web site? And if you do have one, is it working for you? Nearly everyone's doing business on the Internet. According to a recent Business Week/Harris Poll survey, 24% of the executives surveyed say their companies use the Net to sell products or services directly to customers; 87% use the Net to distribute product information; 72% advertise or do brand marketing; and 61% provide customer service via the Net.

While the electronic retail market is still in its infancy, a number of recent studies predict that E-commerce is set for 300 percent overall growth in the next two years. While almost anyone can slap up a Web site, designing the site so people want to consider doing business with that company, and submitting it to the search engines so it comes up in the first 30 sites found, is crucial. The Net is the great leveler, and it is a global marketplace. The trend will be that every-

thing that can be commoditized will be. Competitive pricing will not be enough to keep customers happy.

You can only reduce prices so far and still stay in business, so how can you win and keep customers? The best strategy is to differentiate yourself, and uniquely care for your customers. One of the keys that will earn you a Wow! from your customers is the blending of convenience and personalized service. When you become known as a company with a heart, who cares about its customers, and has a business strategy of constant innovation, you'll reach some serious mindshare.

More so than ever before, companies and fortunes will rise and fall based on the kind of service they give. The necessity of a quality product goes without saying -- integrity mat-

ters. Service needs to be outstanding, and people need to be nice to others. Why aren't people nicer? Often it's because they don't have the tools needed to gain rapport with others, and communicate with others in a pleasant manner that gains respect and makes that all-important sale.

We've created an interactive software program, "TechnoTouch Selling" that's designed to help people learn these skills. To receive a Free Demo Diskette of the program go to www.technotouch.com/ - click on the request software link, & learn the Wow! experience.



by Marlene B.
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