

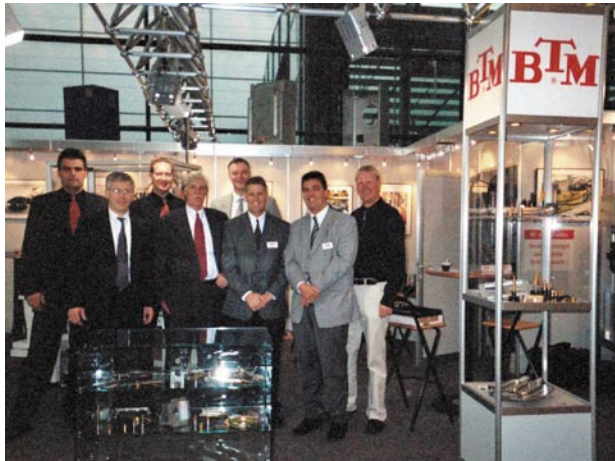
# PRESSING ISSUES

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www.btmcorp.com

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## EuroBLECH Success!



We are excited to announce that EuroBLECH 2004 was a tremendous success for BTM Corporation. EuroBLECH 2004, the 18th International Sheet Metal Working Technology Exhibition, was held in Hannover, Germany from Tuesday, October 26 to Saturday, October 30th, 2004. EuroBLECH is the largest exhibition in the world focusing on the sheet metal fabricating industry. 1,332 exhibitors presented the broad spectrum of world class technology used in the manufacture of sheet metal products. These exhibitors hailed from 31 countries located around the globe. BTM is proud to announce that we were one of those exhibitors!

BTM Corporation's Master Distributor for the European market, BTM-Europe, prepared an excellent trade show booth for the EuroBLECH Exhibition. The booth had many examples of the engineered solutions manufactured by BTM Corporation and its authorized representatives. On

display were such standard products as Tog-L-Loc and Lance-N-Loc tooling, press brake tooling, clamps, grippers, and pin locators. Custom solutions on display included 3 and 5 ton Hydraulic presses, multiple hand held clinch units, a machine for clinching computer chassis, and a press with a custom die set for making Tog-L-Loc sample cards. Also on display were many products where BTM clinching technology had been successfully applied. *(continued on back)*



### SPOTLIGHT ON PRODUCTS

**BTM Corporation's Model H10U Universal Hydraulic Press provides the best solution for both production and prototyping applications. This unit is designed for short and long production runs when utilizing BTM's patented Tog-L-Loc sheet metal joining system. One advantage to the H10U is that it allows the operator to use both hands to hold the part(s) during the joining sequence while cycling the press with a foot pedal. The dual foot pedal allows the operator complete control over the machine when advancing the ram, making the joint, and returning the ram completely home. It also provides a "peck" stroke for higher volume applications.**

The H10U comes in two basic configurations, Fixed-Frame or Inclinable. The Fixed-Frame unit comes on a fabricated base with 500mm throat depth, 150mm of stroke and a 2-position anvil. The 2-position anvil, used in conjunction with tool extensions, allows for easier manipulation of prototype or production parts in order to reach locations needing to be joined with Tog-L-Loc. The Inclinable Press comes with an adjustable machined base which allows the unit to be tilted and locked in any position between 0-90 degrees. This feature allows for the joining of oversized parts. The Inclinable Press comes with a 457.2mm throat depth and 150mm of stroke.

BTM's Model H10U Universal Hydraulic Press operates on 230V or 480V and features a programmable logic controller and adjustable pressure setting. It also features an internal ram guarding system that eliminates cumbersome ring guards and other exposed mechanisms. Options such as a laser joint locator and a 68-piece tool kit are also available. For more information on BTM's H10U Universal Hydraulic Press, or the advantages of joining sheet metal with BTM's Tog-L-Loc sheet metal joining system, call BTM at (810) 364-4567, or visit our web site at [www.tog-l-loc.com](http://www.tog-l-loc.com).



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(continued from front)

Representatives of BTM from across the globe manned the show booth and assisted visitors with answers to their specific needs. They conducted hands-on demonstrations of the products in the show booth and made several sales each day throughout the exhibition. These representatives included Mark Firmin and Jim Robinson of BTM-UK, Jan Sjostrand of BTM-Scandinavia, Hans-Werner Fisch, Christian Bohnert, Thomas Borgelt, Bas Pijnenburg and Ralf Wimmer of BTM-Europe, Steve Sawdon and Mike Post of BTM-USA and Norbert Thullen of Tecnopress Mexico.



What made this show truly exciting were the volume, quality and diversity of the visitors who attended EuroBLECH 2004. It is reported that as many as 61,000 visitors from around the world attended this exhibition. BTM received qualified inquiries from visitors based in 52 different countries. These visitors came from as far away as China, New Zealand, Thailand and Singapore. They also came from former Eastern Bloc countries such as Russia, Poland and the Czech Republic, as well the Middle Eastern nations of Iran, Saudi Arabia and Israel.

BTM Corporation looks forward to October 24-28, 2006 when we again can attend the EuroBLECH Exhibition in Hannover, Germany. We hope you will put these dates in your schedule so you can attend the show and experience the enthusiasm and excitement that we are feeling from the success of EuroBLECH 2004!

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## PRESSING ISSUES

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### Personal Story

We are happy to report that our Malaysian distributor, Speed Source Technology, received minimal damage during the recent earthquake and resulting tsunami. Penang, the location of Speed Source Headquarters, was the hardest hit region of Malaysia. Speed Source also has offices in Indonesia and Singapore, neither of which were seriously affected. Our thoughts and prayers go out to the families of those who have been impacted by this horrific tragedy.

### BTM Corporation Announces New Distributor!

BTM Corporation of Marysville, MI, USA is excited to announce the addition of Heron Machine and Electric Industrial as an authorized distributor for the Mainland Chinese market. Heron, based in Guangzhou, Guangdong, PRC, will focus on the distribution of BTM standard products such as Tog-L-Loc tooling, Toggle Presses, Clamps and Grippers to the sheet metal manufacturing market. Heron will also integrate BTM standard products into special machines built for the Chinese automobile, appliance and hardware manufacturing sectors.

Heron Machine and Electric Industrial specializes in the design and manufacture of resistance welding machines. Heron has been in business for over 13 years and has offices in Guangzhou, Dongguan and Shanghai. BTM Corporation is a leading supplier of sheet metal fabricating components and machinery to the automobile, appliance, HVAC, lighting and hardware manufacturing sectors worldwide. "We believe the addition of Heron to our excellent list of qualified distributors can only enhance our position in the global market" stated Mike Post, Standard Products Sales Manager.