

From the Desk of... Jack Champaigne

○ **It's the internet, stupid.** If you don't think it's the hottest thing going then browse your favorite bookstore or retail electronics outlet and notice how much shelf space is allocated to the internet and the world wide web (www). If you have never felt like you were being bypassed by technology before, now is your chance. The implications for change in commerce and how we exchange information is going through a radical revolution. (For more about technological change see Rothschild's book: "Bionomics: Economics as Ecosystem"). The Shot Peener site on the internet includes free pages for over 200 companies listed

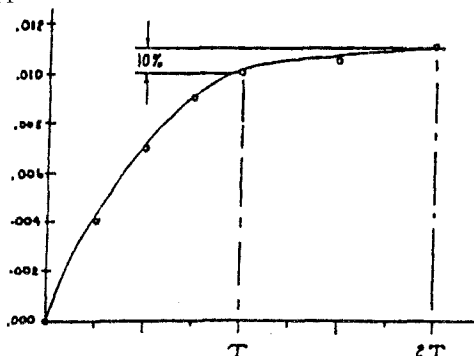
in our annual buyer's guide. If you are looking for products or services for blast cleaning or shot peening and if you can't find it here, then you don't need it. This is the planet's largest collection of information, including workshops and the next International Conference on Shot Peening (ICSP-6) to be held in San Francisco.

○ **The Electronics Inc. Quiz.** Test your knowledge—take the following quiz!

The Quiz from Electronics Inc.

Time limit: 10 minutes

- True or False. J.O. Almen invented the Almen gage.
 - True False
- US Patent No. 2,350,440 was issued to J.O. Almen for his gage in:
 - A. 1944
 - B. 1954
 - C. 1964
- An improvement on the original Almen gage, made by General Motors, that resulted in the #2 Almen gage occurred in:
 - A. 1943
 - B. 1953
 - C. 1963
- Electronics Inc. improved upon the #2 Almen gage using a patented magnetic grip in what year:
 - A. 1994
 - B. 1994
 - C. 1994
- Almen strips are used to determine peening intensity. Four or more strips are peened for increasingly longer exposure times and a graph is developed. Intensity is determined for finding the "knee" of the curve, which is said to exist at the first point where doubling the exposure time increases the arc height by only 10%. The following graph shows an intensity of .010 at time "T". What is the intensity at time equal to 1/2 "T"?
 - A. .010
 - B. .007
 - C. .011
- True or False. MagnaValves have no moving parts.
 - True False
- The newest MagnaValve is model VLP. What does VLP stand for?
 - A. Very Low Profile
 - B. Very Low Price
 - C. Both of the above
- True or False. For wheel type blast cleaning or shot peening machines, you can rely upon operators to watch the motor ammeter for proper media flow and wheel performance.
 - True False
- True or False. You can rely upon the MagnaValve and Controller to monitor the motor amperage for proper media flow and wheel performance.
 - True False
- I don't subscribe to *The Shot Peener* or *Abrasive Blast Cleaning News* because: (circle all that apply)
 - A. I know everything already
 - B. I don't care about the annual workshop in Orlando, Florida in November
 - C. My customers don't care about education or improvements in process control
 - D. My boss says we can't afford the subscription



Answers

- True. John Almen was the inventor of the Almen gage.
- A. The US Patent issued patent No. 2,350,440 in June of 1944.
- A. General Motors made an improvement on November 23, 1943, eight months prior to the issue of the patent. The patent was applied for in April 29, 1942. The improvement came between the time of filing and time of issue of the patent.
- A, B, C. Electronics Inc. received US patent No. 5,297,418 on March 29, 1994 for improvements to the Almen gage.
- A. The intensity is determined by reading the knee of the curve, which was stated to be at .010. The peening (or blasting) intensity will be the value determined at the "knee" of the curve for "T"; but the peening intensity exist

Continued on next page



Letters to the Editor

Dear Mr. Champaigne,

RE: Trading opportunity with leading UK manufacturer of metalforming machinery

We wish to find a Trading Partner in the United States to sell a fully automatic Stress Peening Cell which has been designed and built by Joseph Rhodes Limited. The following information may be of help.

The company: Founded in 1824, Joseph Rhodes Limited is one of Europe's leading designers and manufacturers of Computer Numerically Controlled Metalforming Machinery. Operating to BS EN ISO 9001 Quality Standard, the company has a reputation in the market not only for excellence in workmanship, materials and finish but also in technical aspects of its products.

Exporting is an important part of the company's overall marketing strategy, and its products are sold in most countries around the world. The company has a product range with a wide customer base including British Aerospace, BNFL, Ford Motor Company, Nissan Yamato and British Steel.

The product: The Rhodes Stress Peening Cell provides automatic loading, tensioning and releasing of spring leaves in the stress peening operation.

Trading opportunity: Rhodes intends to build upon its existing sales success and is now planning to sell the Stress

Peening Cell by appointing a Trading Partner in the United States. It is intended that the Partner will have an already established customer base in the stress peening industry and is looking to extend their product range, thus providing the customer with a turnkey solution.

The partner can expect the following benefits:

- To work with a leading British company that is already successfully exporting its products
- To sell products with high profit margins
- To sell products that are competitively priced in their quality range
- To work with a company that is looking for a long-term business relationship

It would be most helpful if you could run our request in the next issue of *The Shot Peener* or alternatively provide us with the names and addresses of any potential trading partners that you believe could be of benefit to us. Thanking you in anticipation.

Yours sincerely,
Barry Richardson
Sales Director

Editor's note:

Interested parties may reach Mr. Richardson at:
Telephone: (44) 01924 371161 Fax: (44) 01924 370928

Quiz from Electronics Inc. *con't.*

- for $1/2 \times "T"$ and $2 \times "T"$, in essence for any amount of time. It's the arc height that varies with exposure time, not intensity. The strip will not be covered properly at $1/2 "T"$, but that's another topic that we cover at the annual workshop. It's like reading an oven temperature with a thermometer.
6. True. MagnaValves operate with a strong magnetic field that restricts the shot flow. No moving parts are required.
 7. C. Both of the above. Originally the answer was B. Very Low Price, but some customers insisted on proclaiming the benefits of a low profile, so we give credit for both answers.
 8. False. Even if the ammeter was working the operators won't read it. It's human nature.
 9. True. Trust me. You can rely on the MagnaValve. All day long.

10. If you answered:
 - A. I know everything already. You should be working elsewhere.
 - B. I don't care about the annual workshop in Orlando, Florida in November—obviously you have never attended one of these mega-events. Wait till you see the tee shirts we're giving away this year.
 - C. My customers don't care about education or improvements in process control. This was a gift, no one in his right mind would try this answer.
 - D. My boss says we can't afford the subscription. It's FREE.

Scoring:

- 7 - 10 correct = Certified Peenest
3 - 6 correct = Certified Engineer
0 - 2 correct = Certified Salesman