

## MURATA OFFERS TEST CUTS AND MACHINE DEMOS

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Murata Machinery is offering machine demonstrations and test cuts or "demos," as we call them, as a new program option for current and potential customers.

Our objective is to provide a no-cost or very low-cost way for customers and potential customers to test and verify part cutting or cycle time concerns on a particular part. This can be helpful when bidding on new contracts and projects.

Every demo is different but the typical process is:

1. Discuss project details with customer to assess needs
2. Murata engineering conducts a time study to determine the best process and cycle time
3. Determine if demo can be done quickly and inexpensively
4. Obtain material for demo
  - Murata can provide or cost share bar stock
  - Customer would provide special material such as forgings and castings
5. If it's a forging or casting, we can adapt customer workholding/chucks to our machines to perform the test cut
6. Perform demo - videos of the demo can be provided
7. Evaluate the results

Offering demos and test cuts has been very successful. We have run many demos on parts ranging from autos and trucks, to medical and defense. If a demo or test cut would help with your project, contact your Murata salesman or Jeff Kalmbach at the factory (704) 875-9280 ([jkalmbach@muratec-usa.com](mailto:jkalmbach@muratec-usa.com)). We welcome the opportunity to discuss your project to determine if a demo would be of benefit.