**Simonds SnapShot™ Calculator Capabilities Description**

Simonds SnapShot Calculator creates a baseline view of a users' current consumption and performance profile, and then paints a landscape with quantified values that can then be used to more accurately qualify and then measure, the comparative performance of the test product.

**Blade Usage** – Cells are available for input from both management and the operator to account for varying consumption perceptions within the same shop. The best way to verify the actual consumption is through purchasing records.

**Brand-X Price** – This cell denotes the price being paid for a competitive blade.


**Factory Burden Rate** – There is an option to select either Factory Burden Rate or Variable Burden Rate.

**Customer Value Data Section**

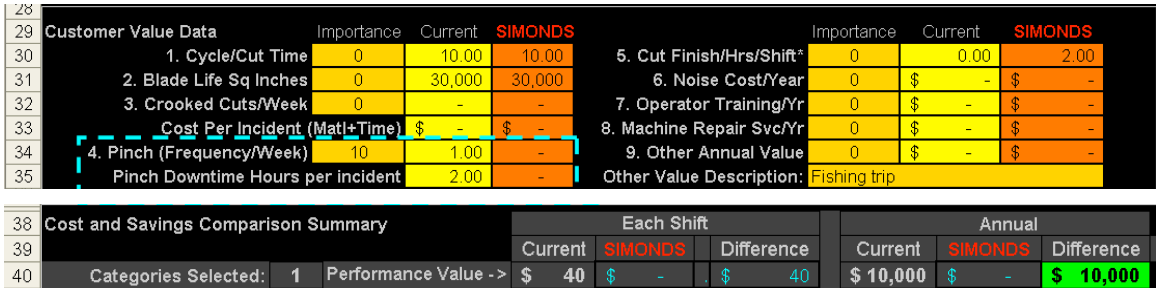

The Customer Value Data section is the heart of the SnapShot Calculator, encompassing nine different categories (eight specified and one variable). For each category, an importance value ranging from zero to ten can be assigned. This allows the data to be customized to represent the exact needs-based profile of the user.

1. **Cycle/Cut Time** – Always benchmark, as actual cutting times are very often greater than estimated.

2. **Blade Life Sq. Inches** – For users that cut a range of materials and sizes over a period of time, Simonds has developed the Simonds Equalzer™ Tool that provides a compensating formula for materials, shapes, and sizes[i].

3. **Crooked Cuts/ Week** – This represents the weekly number of crooked cuts and requires both the number of crooked cuts as well as the Cost Per Incident.

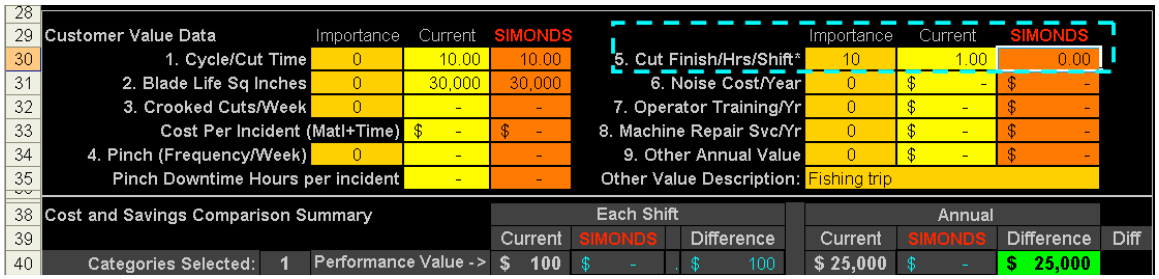
4. **Pinch (Frequency per Week**) – Pinching is an issue in Aerospace as well as large beam cutting. SnapShot assigns a value so the user can calculate the financial impact based on the frequency per week as well as the number of hours of approximate down-time for each incident



| Customer Value Data | Importance | Current | SIMONDS | | Importance | Current | SIMONDS |
|---|---|---|---|---|---|---|---|
| 1. Cycle/Cut Time | 0 | 10.00 | 10.00 | 5. Cut Finish/Hrs/Shift* | 0 | 0.00 | 2.00 |
| 2. Blade Life Sq Inches | 0 | 30,000 | 30,000 | 6. Noise Cost/Year | 0 | $ - | $ - |
| 3. Crooked Cuts/Week | 0 | - | - | 7. Operator Training/Yr | 0 | $ - | $ - |
| Cost Per Incident (Matl+Time) | $ - | $ - | | 8. Machine Repair Svc/Yr | 0 | $ - | $ - |
| 4. Pinch (Frequency/Week) | 10 | 1.00 | - | 9. Other Annual Value | 0 | $ - | $ - |
| Pinch Downtime Hours per incident | | 2.00 | - | Other Value Description: | Fishing trip | | |

| Cost and Savings Comparison Summary | | | Each Shift | | | Annual | | |
|---|---|---|---|---|---|---|---|---|
| | | | Current | SIMONDS | Difference | Current | SIMONDS | Difference |
| Categories Selected: | 1 | Performance Value -> | $ 40 | $ - | $ 40 | $ 10,000 | $ - | $ 10,000 |

5. **Cut (Surface) Finish Hours Per Shift** – The drive for more accurate cutoff and better surface finish is increasing, because a better cut quality can reduce or eliminate downstream operations. Eliminating a facing operation could save 4 hours or more of machine time each day, and when multiplied by factory burden rate this can become a very significant savings. For example, if a user saves 1 hour per shift by switching blades, SnapShot will then automatically calculate the value into the total, representing a $25,000 per year savings for just a one shift operation.



| Customer Value Data | Importance | Current | SIMONDS | | Importance | Current | SIMONDS |
|---|---|---|---|---|---|---|---|
| 1. Cycle/Cut Time | 0 | 10.00 | 10.00 | 5. Cut Finish/Hrs/Shift* | 10 | 1.00 | 0.00 |
| 2. Blade Life Sq Inches | 0 | 30,000 | 30,000 | 6. Noise Cost/Year | 0 | $ - | $ - |
| 3. Crooked Cuts/Week | 0 | - | - | 7. Operator Training/Yr | 0 | $ - | $ - |
| Cost Per Incident (Matl+Time) | $ - | $ - | | 8. Machine Repair Svc/Yr | 0 | $ - | $ - |
| 4. Pinch (Frequency/Week) | 0 | - | - | 9. Other Annual Value | 0 | $ - | $ - |
| Pinch Downtime Hours per incident | | - | - | Other Value Description: | Fishing trip | | |

| Cost and Savings Comparison Summary | | | Each Shift | | | Annual | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | | Current | SIMONDS | Difference | Current | SIMONDS | Difference | Diff |
| Categories Selected: | 1 | Performance Value -> | $ 100 | $ - | $ 100 | $ 25,000 | $ - | $ 25,000 | |

6. **Noise Cost/Year** – Assigning a value to this is somewhat obscure, but SnapShot

addresses this variable and allows the user to assign a value.

7. **Operator Training/Year** – The user assigns a potential savings associated with improved blade life, cutting efficiency etc.

8. **Machine Repair Service/Year** – The user assigns a dollar value for this service. A $10,000 'free' repair service is often miniscule when compared to improving cutting efficiency.

| | Customer Value Data | Importance | Current | SIMONDS | | Importance | Current | SIMONDS |
|---|---|---|---|---|---|---|---|---|
| 30 | 1. Cycle/Cut Time | 0 | 10.00 | 9.00 | 5. Cut Finish/Hrs/Shift* | 10 | 0.00 | 0.00 |
| 31 | 2. Blade Life Sq Inches | 0 | 30,000 | 30,000 | 6. Noise Cost/Year | 0 | $ - | $ - |
| 32 | 3. Crooked Cuts/Week | 0 | - | - | 7. Operator Training/Yr | 0 | $ - | $ - |
| 33 | Cost Per Incident (Matl+Time) | $ - | $ - | | 8. Machine Repair Svc/Yr | 10 | $ 10,000 | $ - |
| 34 | 4. Pinch (Frequency/Week) | 0 | - | - | 9. Other Annual Value | 0 | $ - | $ - |
| 35 | Pinch Downtime Hours per incident | | - | - | Other Value Description: | Fishing trip | | |

| | Cost and Savings Comparison Summary | | Each Shift | | | Annual | | |
|---|---|---|---|---|---|---|---|---|
| 39 | | | Current | SIMONDS | Difference | Current | SIMONDS | Difference |
| 40 | Categories Selected: 2 | Performance Value -> | $ (40) | $ - | $ (40) | $ (10,000) | $ - | $ (10,000) |

| | Customer Value Data | Importance | Current | SIMONDS | | Importance | Current | SIMONDS |
|---|---|---|---|---|---|---|---|---|
| 30 | 1. Cycle/Cut Time | 10 | 10.00 | 9.00 | 5. Cut Finish/Hrs/Shift* | 10 | 0.00 | 0.00 |
| 31 | 2. Blade Life Sq Inches | 0 | 30,000 | 30,000 | 6. Noise Cost/Year | 0 | $ - | $ - |
| 32 | 3. Crooked Cuts/Week | 0 | - | - | 7. Operator Training/Yr | 0 | $ - | $ - |
| 33 | Cost Per Incident (Matl+Time) | $ - | $ - | | 8. Machine Repair Svc/Yr | 10 | $ 10,000 | $ - |
| 34 | 4. Pinch (Frequency/Week) | 0 | - | - | 9. Other Annual Value | 0 | $ - | $ - |
| 35 | Pinch Downtime Hours per incident | | - | - | Other Value Description: | Fishing trip | | |

| | Cost and Savings Comparison Summary | | Each Shift | | | Annual | | |
|---|---|---|---|---|---|---|---|---|
| 39 | | | Current | SIMONDS | Difference | Current | SIMONDS | Difference |
| 40 | Categories Selected: 3 | Performance Value -> | $ 760 | $ 720 | $ 40 | $ 190,000 | $ 180,000 | $ 10,000 |

9. **Other Annual Value** – This variable can represent any other perceived value, such as an annual fishing trip, pig roast, or baseball game that has an associated "value".

**Cost and Savings Comparison Summary**

SnapShot provides a financial summary of a user's cutting operation with weighting based on *the user's answers*. Typically the Simonds SineWave will only cost 25% more, cut 30% to 50% faster, and probably last longer than Brand-X.

| | Cost and Savings Comparison Summary | | Each Shift | | | Annual | | | |
|---|---|---|---|---|---|---|---|---|---|
| 39 | | | Current | SIMONDS | Difference | Current | SIMONDS | Difference | Diff |
| 40 | Categories Selected: 3 | Performance Value -> | $ 840 | $ 600 | $ 240 | $ 210,000 | $ 150,000 | $ 60,000 | 40% |
| 41 | Total Value no VOC Weighting -> | | $ 840 | $ 1,000 | $ (160) | $ 210,000 | $ 250,000 | $ (40,000) | |

*For more information, contact Simonds International by calling toll-free (800) 343-1616 or email Dale Petts at dpetts@simondsint.com*

*See the Never Yield To Steel website at www.neveryieldtosteel.com*