



[ p r e s s r e l e a s e ]

For additional information contact:

Mr. Terry Camp • Vice President

Carter Products Co., Inc. • 2871 Northridge Dr. NW

Grand Rapids, MI 49544

Phone: 616.647.3380 • Fax: 616.647.3387

E-Mail: [camp@carterproducts.com](mailto:camp@carterproducts.com)

## **NEW CARTER SANDTRAC™ CUTS ABRASIVE COSTS**

***International Woodworking Fair, Atlanta, GA***

***October 2004***

During IWF 2004, Carter Products unveiled their latest innovation. Aimed squarely at the broad, widebelt sanding market, the new Carter SandTrac Width Utilization Prompter/Monitor is a groundbreaking system for managing abrasive belt usage, improving product consistency and reducing abrasives costs.

In nearly every manufacturing operation consumables used in daily production are seen as a “cost of doing business.” In today’s competitive environment, reducing those costs can be a key to continued success.

In simplest terms, SandTrac monitors operator input and projects a highly-visible graph reflecting real-time usage patterns directly onto a scale on the front of the machine. The graph indicates where abrasive belt wear is the greatest, prompting the operator to utilize other sections of the infeed table. This evens out belt use; reducing belt changes, downtime, and overall abrasive costs. The graph also provides supervisory personnel with an immediate compliance and performance indicator.

To create the SandTrac system, Carter partnered with Howard Grivna, President of Sanding Systems Solutions, and former Executive Vice President of Timesavers, Inc. Mr. Grivna is also a consultant to 3M Company, the industry’s largest producer of sanding belts. He holds two patents on the SandTrac system.

“This concept is elegant in its simplicity,” says Peter Perez, President of Carter Products. “The actual hardware is very easy to set up and use. Our customers will realize improved efficiency almost immediately. And, the savings multiply with multi-head sanders. With a single device, users will realize a savings on every single sanding head.”

Carter Products projects up to a 50% reduction in belt expenses in many cases. They also estimate that a company using \$75,000 in belts per year will recoup their investment in SandTrac in less than nine months.

-MORE -



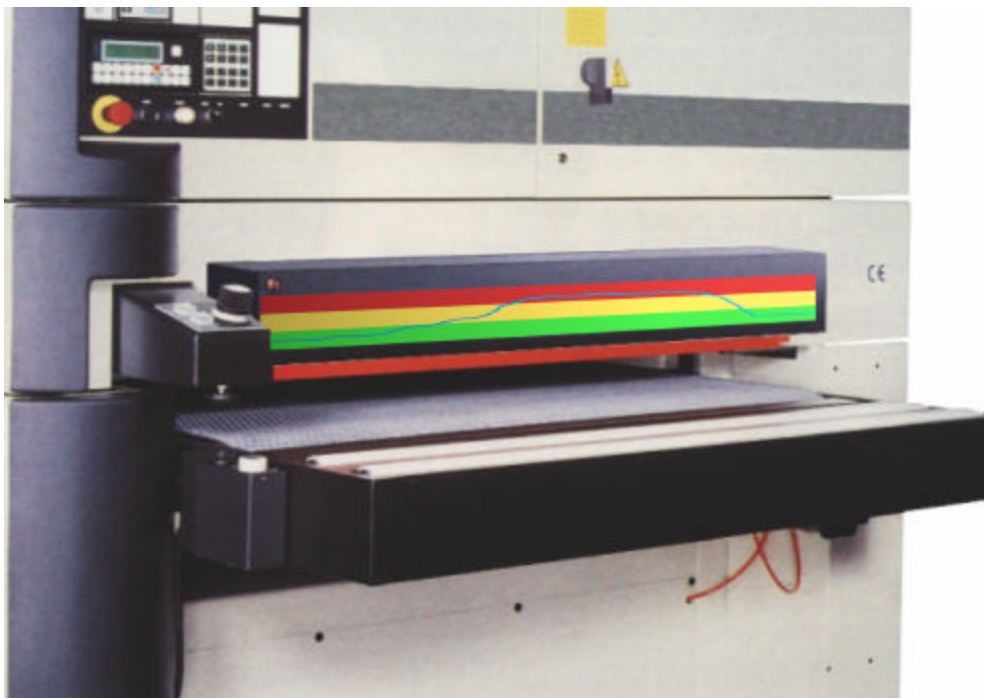
[ p r e s s r e l e a s e ]

For additional information contact:

Mr. Terry Camp • Vice President  
Carter Products Co., Inc. • 2871 Northridge Dr. NW  
Grand Rapids, MI 49544  
Phone: 616.647.3380 • Fax: 616.647.3387  
E-Mail: [camp@carterproducts.com](mailto:camp@carterproducts.com)

Carter Products has been a leading supplier of productivity-enhancing products since 1929. Their line of band saw accessories is the broadest in the industry, including guides and tires for nearly every model of bandsaw on the market, past and present. Carter also offers a full range of guide line, laser positioning and inspection lighting, the innovative Carter Flip-Pod® vacuum part holddown system for CNC manufacturing, precision calibration instruments for widebelt sanding applications, and many other products.

For more information contact: Carter Products Company, Inc., 2871 Northridge Dr. NW, Grand Rapids, MI 49544. Toll-Free: 888-622- 7837 • Phone: 616-647-3380 • Fax: 616-647-3387. E-Mail: [sales@carterproducts.com](mailto:sales@carterproducts.com). Web: [www.carterproducts.com](http://www.carterproducts.com).



The new SandTrac belt monitoring device prompts operators to even out utilization of abrasive belts with an easy-to-use graph and scale.