



Revolutionary Micro Workholding System with Tighter Grip and Greater Accuracy allowing Manufacturers to Produce Micro-Precision Products on their CNC Machines



Matt Saccomanno
Chief Executive Officer

Masa Tool Inc.
www.masatool.com

Contact:
Matt Saccomanno
(760) 732-1422
matt@masatool.com

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine

CEOCFO: Mr. Saccomanno, what is the idea at Masa Tool, Inc? What is your Microconic™ Workholding System?

Mr. Saccomanno: Masa Tool is basically formed from our life experience in the machining of micro-precision parts; primarily on Swiss-type screw machines, although the real focus is for high precision small parts manufacturing on any machine type – to better the world of micro machining. Specifically, our first major product release is the Microconic line, as you mentioned. Microconic is a high precision, collet-type workholding system that fits in conventional machine tools of all types. It provides extremely precise, extremely rigid and also very easy to use workholding for the manufacturing of micro precision products.

CEOCFO: What are you replacing or enhancing? What are people doing now?

Mr. Saccomanno: We are replacing an existing collet design. A collet is a traditional workholding device. It is like a split sleeve that has a taper on it and it slides into another tapered receptacle. It clamps down on the work piece and traditionally has been the most precise and rigid way to hold small work pieces for production machining. The most widely used collet system design was invented about a hundred years ago. It has essentially been used to this day with very little improvement until now. The Microconic system was created to resolve many of the limitations of existing legacy systems. The neat thing about Microconic is that we fit directly into the existing legacy workholding system, so that it is an advanced, self contained workholding unit that fits within what is already in the machine. Therefore, the customer does not have to modify their machine or anything. They can install our product right inside their existing spindle. Then we provide improved accuracy, repeatability, adjustability, consistency, rigidity and everything in every way. There are quite a few different ways that we improved the state of the art.

CEOCFO: Have manufacturers been looking for a better way or is it once they find Microconic they are excited?

Mr. Saccomanno: That is a great question! There is excitement when they see what we have, but it is not an easy sell at first. That is because, as you say, it is hard to look for something that you do not know exists. That has been a big part of our marketing hurdle to get over; to distinguish ourselves from the systems that are out there. To answer your question it is both a yes and a no answer. Yes, people have been looking for something else. There are pervasive complaints throughout the industry about the quality of existing systems and the availability and the consistency. Those are just like part of the landscape. They have been around for years. Everyone is kind of used to dealing with it and they are always trying to find better sources to get better collets and things like that. On the flip side, because people are so used to dealing with that, they do not really anticipate the revolutionary change that you can get by all of the benefits of the Microconic system. Therefore, it takes a skilled technical person to really talk to the customers specifically about what they can do with their own applications. The cost of Microconic is not trivial, so it is important to show how the value is created by providing capabilities to significantly improve productivity over what can be done with traditional legacy collets.