



Automating the Truss Industry Since 1999

TCT XL-Cut

What is it?

XL-Cut was originally designed to work with the TCT Robotic Truss Assembly System. XL-Cut is a TCT Websaw operating software combined with an optimizing program that will allow the user to take the best advantage of their current TCT saw. This software will work on all models of TCT saws.

How does it work?

XL-Cut allows you to cut faster and more accurately. This is accomplished by streamlining the data flow to the saw control. XL-Cut also allows you to cut in a wider variety of schemes, such as “truss by truss”, special orientations and nesting cuts.

Why do I need it?

Customers that are currently using the latest XL-Cut are reporting a 30% to 50% increase in production, especially if they also employ the TCT Autofeeder. This means that if you have two saws running XL-Cut they are able to do the work of three saws, but using the labor for two saws. This coupled with the ability to cut truss by truss makes the package a very powerful tool.

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TCT XL-Service

What is it?

TCT XL-Service is a service agreement designed to ensure the customer maximum performance and uninterrupted utility from their TCT saws.

How does it work?

TCT XL-Service includes a once a year on-site service visit by one of TCT's knowledgeable service representatives. This visit is generally 2 to 3 days and covers preventative maintenance, software upgrades and training if needed. The plan also includes 12 months of free phone support (6 hours per month, your unused hours roll over month to month. It also entitles the customer to a 10% discount on all parts.

Why do I need it?

In the ten years that we have been selling saws it has become fairly obvious that the customers that request a yearly service visit have the least amount of problems. Also if a customer waits until the saw has a real problem that requires a service visit, several days are lost in trying unsuccessfully to fix it over the phone, sending out parts that may or may not fix the problem and in finally scheduling a visit. All this lost time and effort is very expensive. The TCT has the lowest upkeep cost of any saw on the market, and this will give you the peace of mind that you can count on your saw day in and day out.

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What does all this cost?

The XL-Cut works on a subscription basis (purchase price \$4,000). The yearly subscription cost will depend on the value of the upgrade, we expect to be somewhere between \$250 and \$1,200. The customer is not required to buy the upgrade if they do not choose to, and their copy of XL-Cut will continue to function. If they decide to upgrade 2 or 3 years down the road, they will need to pay for each year missed, or buy a new subscription if that is a lesser amount. The XL-Service Plan is a once a year payment for the service visit of \$3,000 plus travel costs from Orlando Fl and return.

Example of Return on Investment

<i>XL-Cut / XL-Service cost</i>	<i>\$7,000.00</i>
Labor savings (faster saw)	\$16,000.00
Parts savings (10% of \$1,500 order)	\$150.00
Phone support (1 hour per month)	<u>\$1,200.00</u>
Net savings	\$10,350.00

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