

GET BACK TO MAKING MONEY

As Competitively As You Used To!

By Maurizio Porta

MACHINING CENTERS: AN OUTDATED CONCEPT OF PRODUCTION

- MY COMPETITORS HAVE ATTEMPTED, I RISKED BLOWING EVERYTHING UP!!
- THE CUSTOMER TARGETS OF METHOD "FLEXIBLE PRODUCTION"
- THE EVOLUTION OF MACHINE TOOLS SINCE 1960 UP TO TODAY
- PRESS RELEASE
- A CUSTOMER TESTIMONY

MY COMPETITORS HAVE ATTEMPTED, I RISKED BLOWING EVERYTHING UP!!

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any manufacturers of special transfer machines have tried and built some sort of FLEXIBLE MACHINE but very cleverly they took a step back AFTER SEEING THE BATH BLOOD OF THE DEVELOPMENT ...

WHY?

Because today I can confirm that THEY WERE REALLY RIGHT!

Building a reliable and competitive FLEXIBLE MACHINE is a very different sport than building special machines dedicated to one piece or to a family of pieces.

My competitors understood it immediately, they quickly realized that the road would be very uphill and dangerous. Not me, I underestimated the thing and I was so stupid to continue on this very expensive and dangerous road, not realizing where I was going.

I HAVE RISEN TO MAKE ALL THOSE WHAT MY FATHER HAD BUILT SINCE 1958!

I walked blindfolded risking to end up in the ravine, and in an unconscious way, at that time, I put my company at risk, arriving at a certain point also at the layoffs and solidarity contracts.

After years (in 2005 the wrong choice of flexible machines ...) there is a positive side.

Today my wrong business choice has made sure that every day since 2005, by cause of meeting problems on problems and solving them at enormous costs, we have earned a position that TODAY IS GOLDEN!

Luckily in 2005 we did only 3 of them a year because with all the problems we had, 3 MULTICENTER generated so many problems that we did not have enough technical assistance to make the machines work.

If I had to redo everything from the beginning I think I would not do it again, too much effort, too much cost, too much of my health ruined by the overly stressful situations.

But since all this is part of the past, I realized that all the ugliness of the past is an asset, A VALUE.

In fact, the data speaks clearly!

TODAY WE HAVE TO PRODUCE 32 MULTICENTERS AND WE ARE NEAR 3 MULTICENTERS PER MONTH !!



Assembly area 1



Assembly area 2

Today I realized that after this bloodbath, even if at the time I cursed those choices and I often thought about throwing in the towel ...

But today we are the most experienced manufacturer of FLEXIBLE MACHINES, and I am proud of the level achieved!

We are collecting the fruit of so much sweat and pain from the past, even if we are developing new ideas to make further technological leaps in the near future.

For these reasons today I am dominating the category "FLEXIBLE MACHINES BUILT IN SERIES" thanks to the "FLEXIBLE PRODUCTION" METHOD that I have devised which allows you to GET BACK TO MAKING MONEY!

THE CUSTOMER TARGETS OF METHOD “FLEXIBLE PRODUCTION”

The FLEXIBLE PRODUCTION method has two precise customer targets:

TRANSFER CUSTOMER: This first area is aimed at an audience of users of TRANSFER MACHINES disappointed by the ever smaller quantities in terms of lots, not in absolute terms. In practice, I notice more and more that the annual quantity of pieces to be produced is always the same or even increasing, but the end customer increasingly breaks the orders for avoiding stock and tends to order only the necessary.

Applying the FLEXIBLE PRODUCTION method, we aim to produce only the sold, without stocking, without stress because the MULTICENTER has been studied to do this WITH PRODUCTION CHANGES IN 15 MINUTES and, therefore, with more cash on the current account, because not producing in stock makes you more liquid.

In addition, you can take advantage of buying a machine built in series with very fast delivery.

This METHOD makes you very effective and fast in terms of delivery to your customers who, thanks to this, will be enamored by your service, so fast that they will be amazed!

To deepen this theme you can get the Book FLEXIBLE PRODUCTION that I have specifically written for this target of customers.

MACHINING CENTER CUSTOMER: The second area of customers who adopt the METHOD is totally opposite, that is, they are users of MACHINING CENTERS in battery. In this case, the MULTICENTER compared to 3 work centers gives its best in terms of COST / PIECE because, thanks to the less occupied area, the half-energy, the use of less staff (or less automation), the cutting of fixture costs, turns out to be more competitive.

A MULTICENTER is much more competitive than a battery of machining centers and puts you in a position to get the best COST / PIECE!

To deepen this theme you can get the book:

“MACHINING CENTERS: TOO MUCH FLEXIBILITY KILLS YOUR PRODUCTIVITY!”

In this second book you will find all the advantages of using this PRODUCTIVE METHOD compared to the common MACHINING CENTERS.

Whether you are a TRANSFER machine user and you want to become more flexible or quick to respond to the management of small/ medium lots

Or that you are

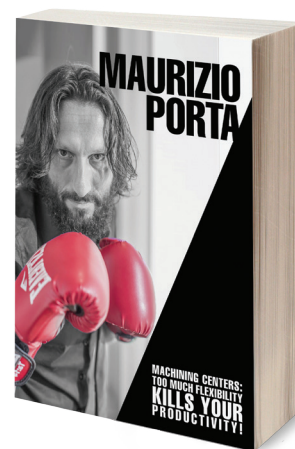
a user of MACHINING CENTERS in battery and you want to get the best COST / PIECE, PROCURE the book that suits you best and learn how to change your business model to become more effective!



Request the book on:

www.flexibleproductionbook.com

(only the first 50 copies are free)



Request the book on:

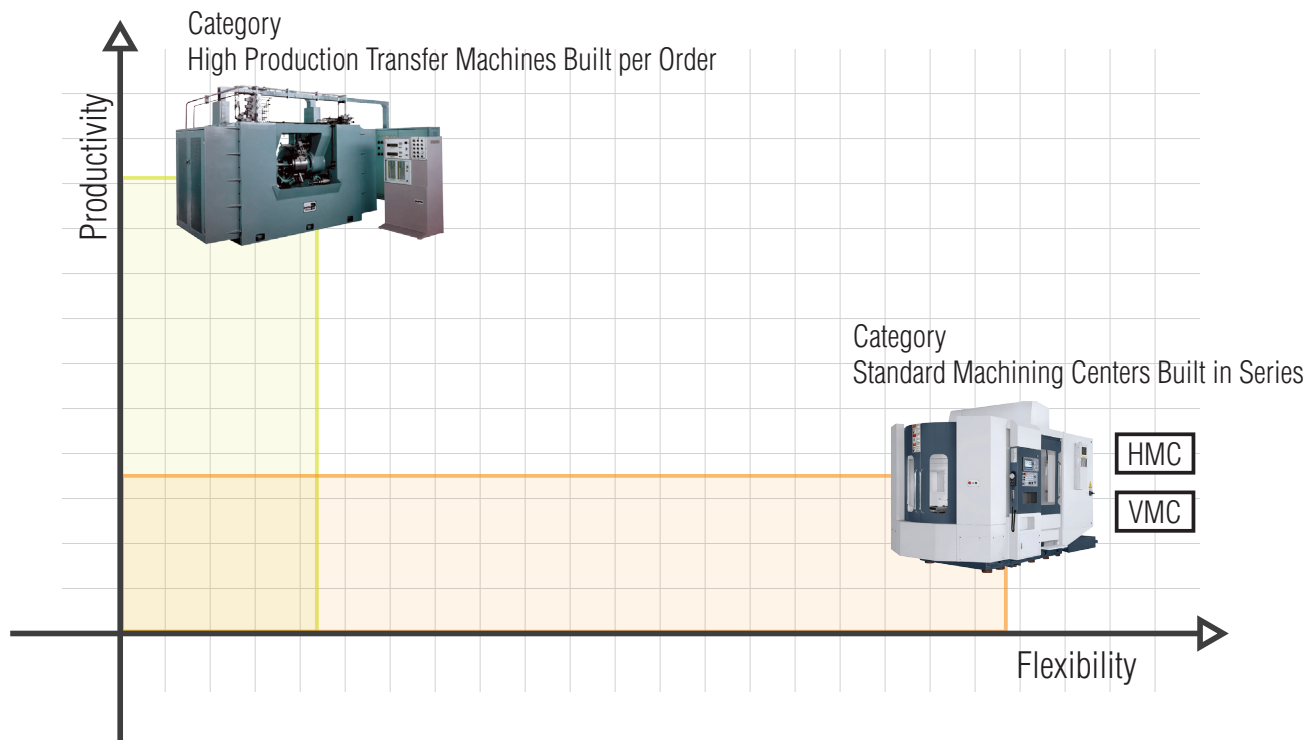
www.maurizioporta.com

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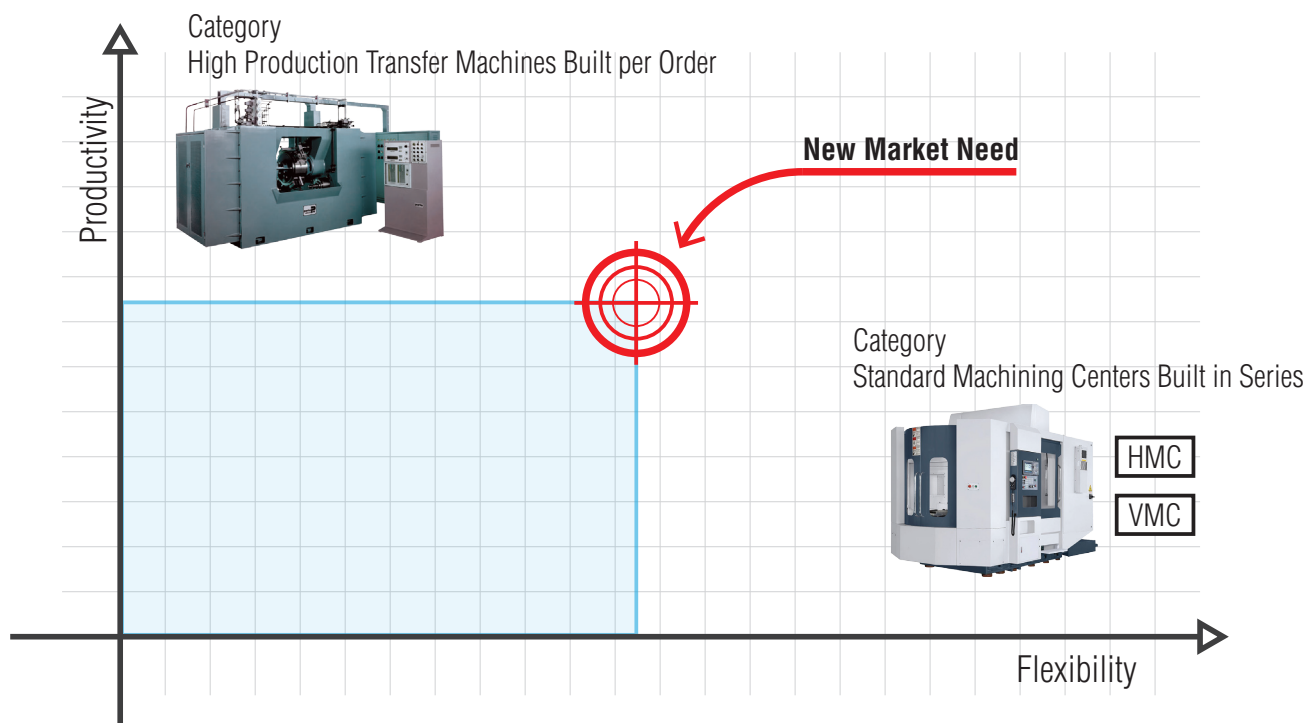
THE EVOLUTION OF MACHINE TOOLS SINCE 1960 UP TO TODAY

YEARS 60/70

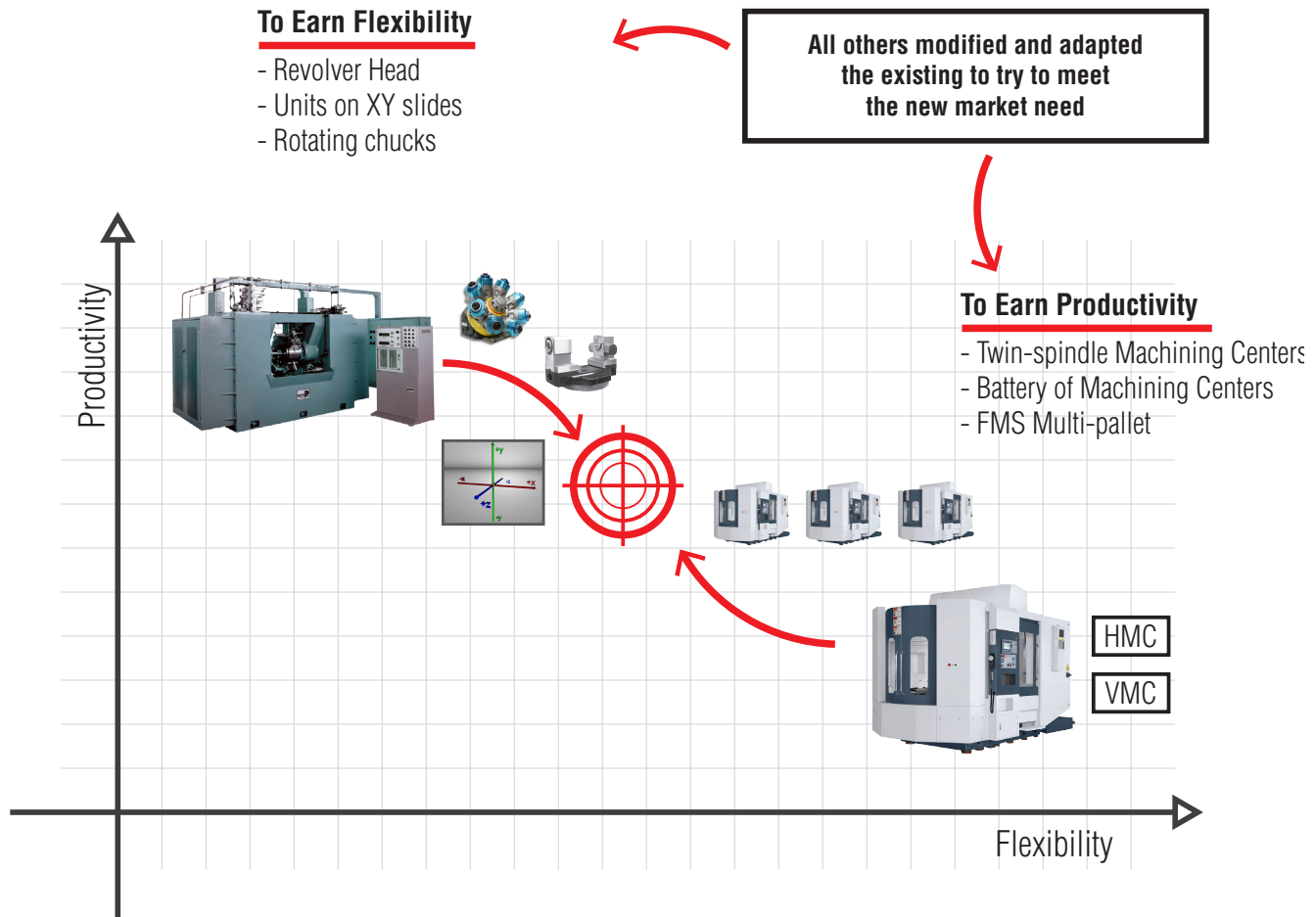
Situation Before the New Market Need



YEARS 80/90



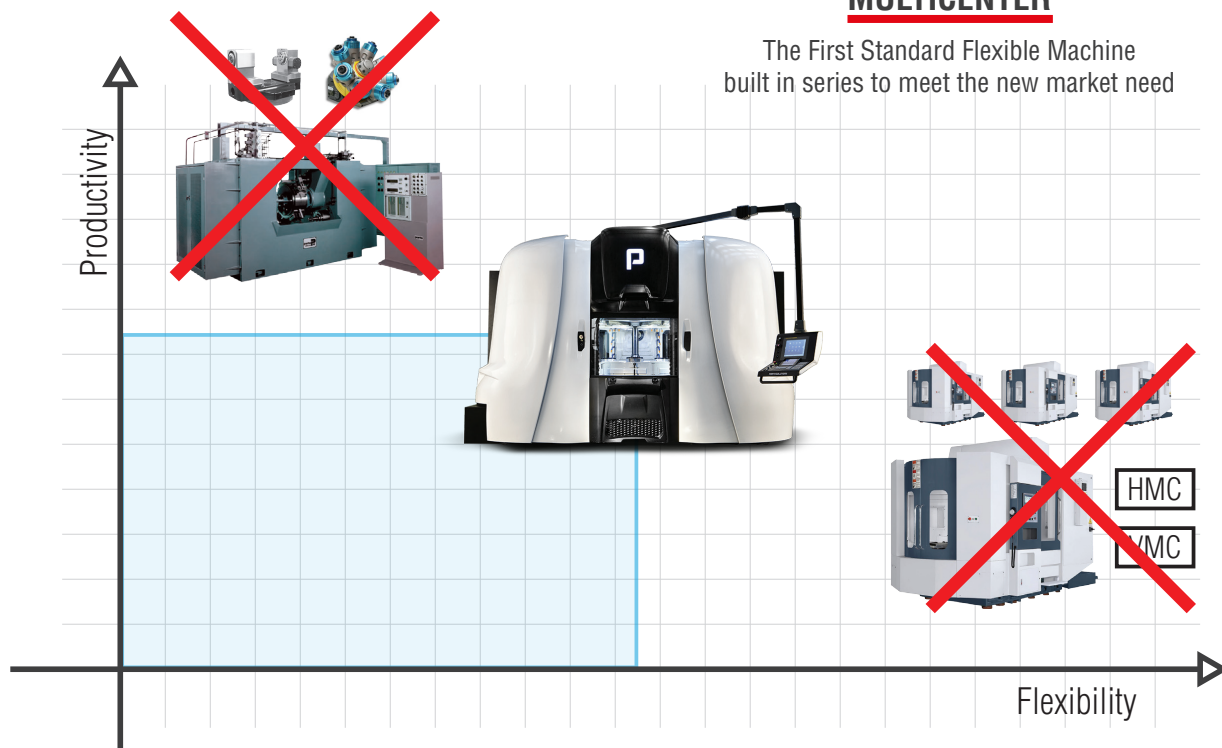
YEARS 90/2000



Maurizio Porta has created the Method "Flexible Production" by opening a new category

MULTICENTER

The First Standard Flexible Machine built in series to meet the new market need



FROM 2005 TO TODAY

Maurizio Porta
Author of the two books



WHY TWO BOOKS?

WITH THE METHOD "FLEXIBLE PRODUCTION" YOU SOLVE TWO PROBLEMS



PROBLEMS IN PRODUCING SMALL/MEDIUM BATCHES?

**PRODUCE WHAT YOU SELL,
NO STOCK, NO STRESS, MORE CASH!**

THE 4 WINNING POINTS:

1. CHANGE PRODUCTION IN 15 MINUTES,
QUICK RESPONSE TO YOUR CUSTOMERS
2. PERFECT FOR SMALL/MEDIUM BATCHES,
NO NEED OF HIGH VOLUME QUANTITY
3. MANUFACTURE ONLY WHAT YOU SELL,
STOP PRODUCING FOR STOCK
4. STANDARD FLEXIBLE MACHINE,
QUICK DELIVERY

NEED TO INCREASE YOUR PRODUCTIVITY?

**QUADRUPLICATE YOUR PRODUCTION,
LESS SPACE, LESS ENERGY, MORE PARTS!**

THE 4 WINNING POINTS:

1. REDUCE WORKING SPACE
2. CUT ENERGY CONSUMPTION
3. HALVE THE STAFF
4. QUADRUPLICATE THE PRODUCTION SPEED



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The Flexible Production Method

xx edition 2017

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business trends

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In the face of fierce, low-cost competition and an army of high-quality suppliers, companies are increasingly concentrating on flexibility as a way to achieve new forms of competitive advantage. An award-winning opinion leader in this space, Maurizio Porta believes that data collection and analysis are crucial to the new era of flexible production. His book, entitled 'Industry 4.0: how machine tools are changing in the 4th industrial revolution' outlines how technology allows manufacturers to streamline their production, save costs, and maximise profit.

Maurizio Porta has been a businessman for more than twenty years. He now manages sales at Porta Solutions, the Italy-based machine tools business his father founded back in 1958. He was also instrumental in the establishment of Porta Solutions' North American subsidiary.

As a maker and seller of machine tools to an international clientele, Porta Solutions is well aware of the fact that manufacturers feel the need to become increasingly flexible: they have to keep delivery times short, even when a customer is asking them for a new product that requires the re-engineering of their machines, for example. A failure to do this could mean a loss of business. To address this issue, Porta Solutions has developed the Multicenter machine, which, in comparison to the standard twin-spindle machining centers, can be supplied in 3 and 5-spindle versions. This enables a concrete optimisation of workforce resources, automation, tooling/fixtures costs, floor space required and part re-clamping errors.

Going beyond hardware, Maurizio Porta has also developed Porta Open 4.0, a data monitoring platform based on sophisticated cloud intelligence (Microsoft Azure), which allows for the automated optimisation of production

cycles, and thus greater efficiency in terms of time and cost savings. "Porta Open 4.0 monitors various parameters to help customers predict future issues with their machine tools," Maurizio Porta explains. "If we apply intelligent sensors to collect data such as pressure, temperature, and vibration, all constantly, we can detect the slightest signals and foresee what will happen next. This allows us to plan, as soon as possible, a corrective action to avoid bigger problems later on. Consider a city, where water distribution pipes are underground and hidden. With sensors and the measuring of the pressure and volume of water, you can understand the state of your pipes and plan maintenance today to prevent incurring a big repair bill or even service shutdown tomorrow."

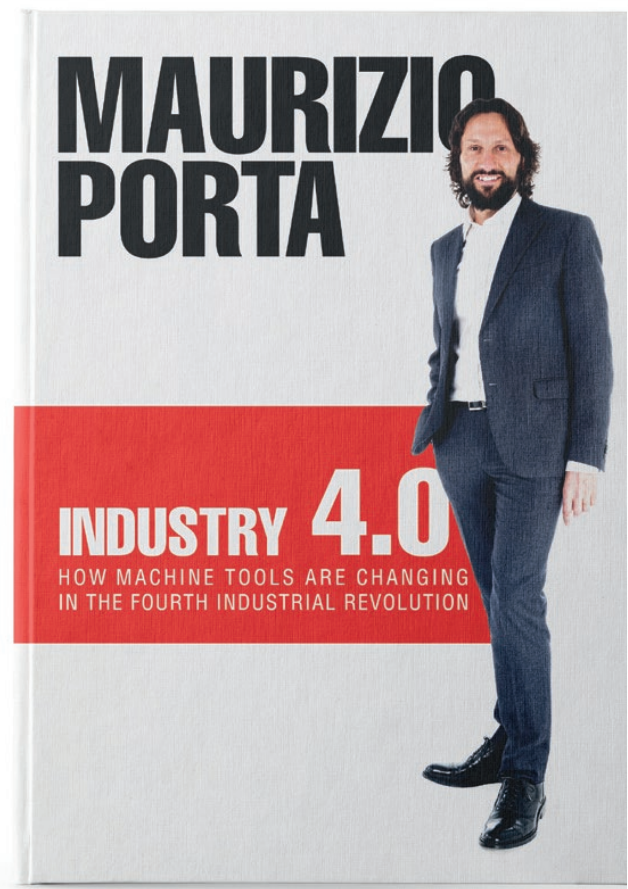
For his efforts in promoting flexible production, Maurizio Porta was recently recognised at the 32th edition of the IAIR Awards. He was given top honours in the Excellence of the Year, Innovation

& Leadership category. Maurizio Porta's book, 'Industry 4.0' is available on www.bookindustry4zero.com. The first 500 copies are free of charge.

PORTASOLUTIONS

FLEXIBLE PRODUCTION

Website: www.flexibleproduction.com



Testimony of a client who applied the method Flexible Production



MI.GA.L.

HERE WHAT THE MULTICENTER SOLVED!

Below are the three questions that I asked one of my customers who uses the MULTICENTER.

Incidentally, let's give real names and surnames, because there are too many endorsements that praise certain products that are entirely made up. The funny thing is that it is never possible to verify them, and this aspect, which is the result of science-fiction marketing, upsets me a great deal!

Why? Well... Because there is no signature at the bottom of these endorsements; no one knows who this super satisfied customer is and, because of privacy laws, you are not allowed to know... This is a typical gimmick!

SO, WHAT DID I DO?

I simply asked my 3 questions and then asked for permission to publish the answers as an endorsement (in compliance with privacy laws) with all the necessary references so that anyone, even you, can contact the person/company in question and verify the truth of what is being reported!

Here are my three questions and the respective answers, verbatim:

1. What kind of problems were you experiencing before buying the multicenter?

The parts that we machine on the MULTICENTER are parts that are usually machined on horizontal centers. On a center in order to compensate the tool changes and have a reasonable cycle time, I put more parts for each fixture and they created problems of repeatability since they are forged or cast parts.

2. How did you solve this problem thanks to the multicenter?

Since the MULTICENTER has 3 machining centers, it is competitive speaking of cycle time with one part per fixture by simplifying the fixtures and in particular their cost.

The same thing is for tooling the machine before starting the production, the check of 16 or 24 parts per fixture extended the starting times, today with the MULTICENTER the max. parts that we load are two per pallet. In this way the tooling step is considerably sped up.

Another advantage is the possibility of load and unload with robot that with a machining center is not possible unless you invest more than 20/25 times the amount for the fixture building and as a consequence an important reduction of personnel.

3. What positive results have you achieved by using the multicenter?

The flexibility of managing the ramp up and rump down of a part, i.e. before a part is regularly machined on a transfer there are smaller batches and pre-series to do that on a transfer cannot be handled with low costs as with the MULTICENTER. The same is for the part that comes from a series, when it is usually at the end of life, you make batches to be used only as "spare parts" using the fixtures that you used on the transfer.

Fabio Ghidini
Production Manager
MI.GA.L. S.R.L.
Via Angelo Gitti, 18
25060 Marcheno (BS) - ITALY
www.migal.it