

GET BACK TO MAKING MONEY

As Competitively As You Used To!

By Maurizio Porta

MACHINING CENTERS: TOO FLEXIBLE, LESS PRODUCTIVE

- THE MULTICENTER AND THE SECRET OF THE WEIGHING SCALE
- 2050: APPOINTMENT WITH DESTINY
- A CUSTOMER TESTIMONY

THE MULTICENTER

AND THE SECRET OF THE WEIGHING SCALE



would like to share with you three ideas which are not usually taken for granted. These are ideas which I collected following discussions with a few loyal customers who shared them with me, having experienced them first hand.

I am providing you with these interesting thoughts to see whether or not they suit you since, in one way or another, they may let you see the problem you are currently experiencing from a different angle, consequently allowing you to find the solution you have been looking for.

As a method for visualising the issue in a simple manner, we use “THE SECRET OF THE WEIGHING SCALE”, in other words an imaginary scale. This scale will help you evaluate the pros and the cons. Every decision we take originates from pros and cons (remember: even NOT deciding is, after all, a decision). Ideally, if you think of a traditional scale, which I personally like because, visually speaking, the two plates have to hold the same weight in order to achieve perfect BALANCE.

In fact, the result of the scale is EQUILIBRIUM, something that many times we simply cannot find or, even better, something that we are desperately trying to find in all areas of our lives. Finding this balance is not easy. This also applies in the choice of technical solutions.

So, today, I will put the MULTICENTER on one side of the weighing scale. Obviously, everyone will immediately think of the “con”, in this case the cost of the investment.

Now, I will give you some ideas to put on the other plate of our weighing scale so as to offset the weight in search of the famous BALANCE!

Remember, not all points will apply to your situations; some are recommended if you are using TRANSFER machines, while others will be more appropriate if you are using a machining center or a battery of machining centers (FMS or Flexible Manufacturing System).

These 15 points are only part of the points that I wanted to share with you. The objective is for at least one of these 15 points to hit you, so that you can see the weighing scale position itself in BALANCE... READY, SET.. GO!

1. investing in the MULTICENTER vs.: the COSTS of many hours, or worse, of entire days wasted during the year by your tool-fitters in order to change the production on traditional machines, considering that lots are getting smaller and smaller.
2. investing in the MULTICENTER vs.: the COSTS of non-quality since you are forced to re-work the component multiple times, since you have rigid TRANSFER machines installed in your department.
3. investing in the MULTICENTER vs.: the COSTS of personnel assigned to de-burring tasks because you do not have enough tools available.

*Every decision we take originates from
Pros and Cons
.....
even NOT deciding is, after all, a decision!*

4. investing in the MULTICENTER vs.: the COSTS of the space taken up by traditional machining centers in the production department.
5. investing in the MULTICENTER vs.: the high COSTS of the equipment you need today to tool your machine.
6. investing in the MULTICENTER vs.: the higher COSTS of the installed power of your machine.
7. investing in the MULTICENTER vs.: the COSTS of the high value of all the stock you are forced to keep on hand since you are not able to quickly meet the requests of the market.
8. investing in the MULTICENTER vs.: the COSTS associated with having to turn down orders because your TRANSFER machines are rigid, consequently making you unable to compete.
9. investing in the MULTICENTER vs.: the COSTS incurred to produce lots from 500 to 5000 pieces that your customers are asking for and which you have no idea how to produce in an efficient and fast manner.
10. investing in the MULTICENTER vs.: the COSTS of the special tools that your TRANSFER machines require.
11. investing in the MULTICENTER vs.: the COSTS incurred in terms of time it takes to reach the CPK values requested by your customers, as by using many machining centers, there are multiple processes to control instead of just one.
12. investing in the MULTICENTER vs.: the COSTS of lacking high pressure coolant through the spindle and of not taking advantage of the modern tools available today on the market.
13. investing in the MULTICENTER vs.: the COSTS in terms of stress and strained relationships within the company since you are unable to effectively manage small-medium lots, and your sales office never misses a chance to remind you of it!
14. investing in the MULTICENTER vs.: the COSTS incurred for managing large orders, for which Asian companies are setting the prices.
15. investing in the MULTICENTER vs.: the COSTS generated by failing to expand your company's processing flexibility, consequently by not being able to grow.

As I mentioned before, these 15 points are only part of the points that I wanted to share with you. The objective is, for at least one of these points, to make an impact and make you see the scale position itself in BALANCE.



Reduce working space and cut energy consumption, halving the staff but *quadrupling* the production speed... with the new method "Flexible Production"

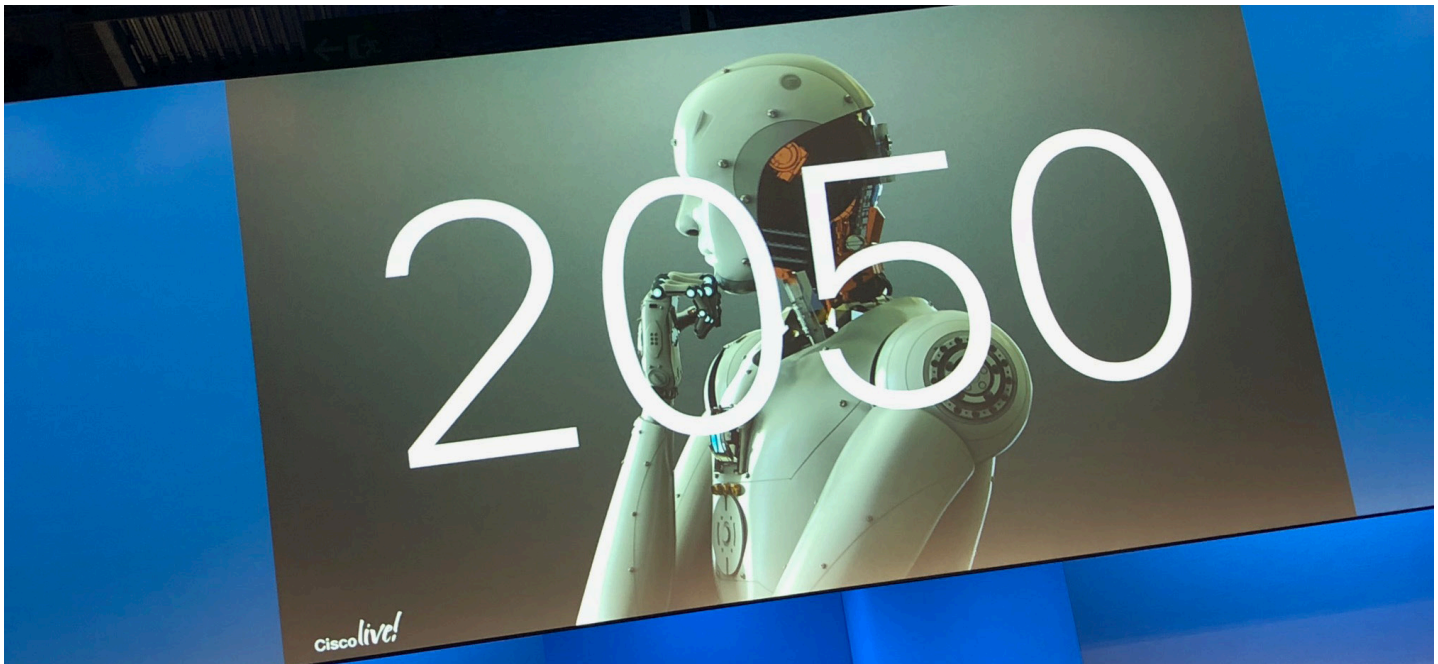
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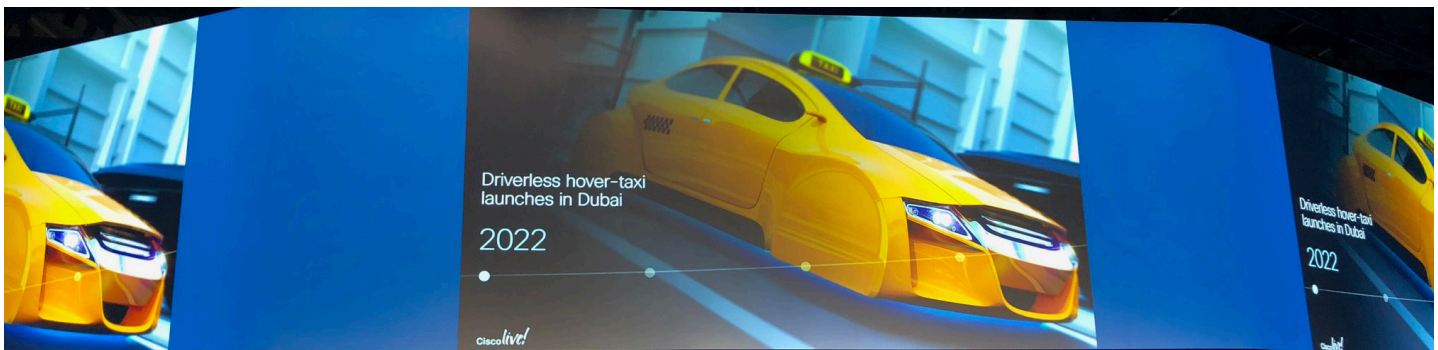
2050: APPOINTMENT WITH DESTINY

The 2050 seems so far ... but if I think of my son who is 11 years old, in 2050 he will be younger than I am in this moment. Here in Barcelona at CISCO Live, in a room full of 15,000 people we tried to imagine the evolution from now til 2050; the challenges and changes that will come faster than ever.

Honestly speaking, at the end of the presentation I was rather scared by what the near future holds for us. That's why I decided to write it down and share the experience with you.



In 2022, just a few years away, we will see in Dubai flying cars, a project that is in place, real, will be taxi with Hovercraft technology, i.e. air bearing that will lift the taxi from 30cm ground and will have no contact. For this, by definition, they will be flying cars.



In 2025, smartphones will disappear, meaning they will be worn directly by us. A company in Florida already today has prototype glasses that incorporate all the information of a smartphone.



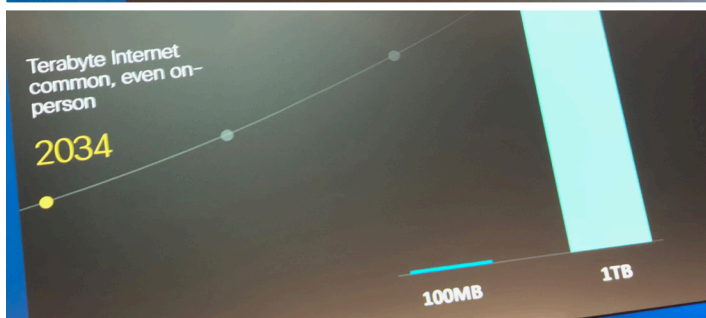
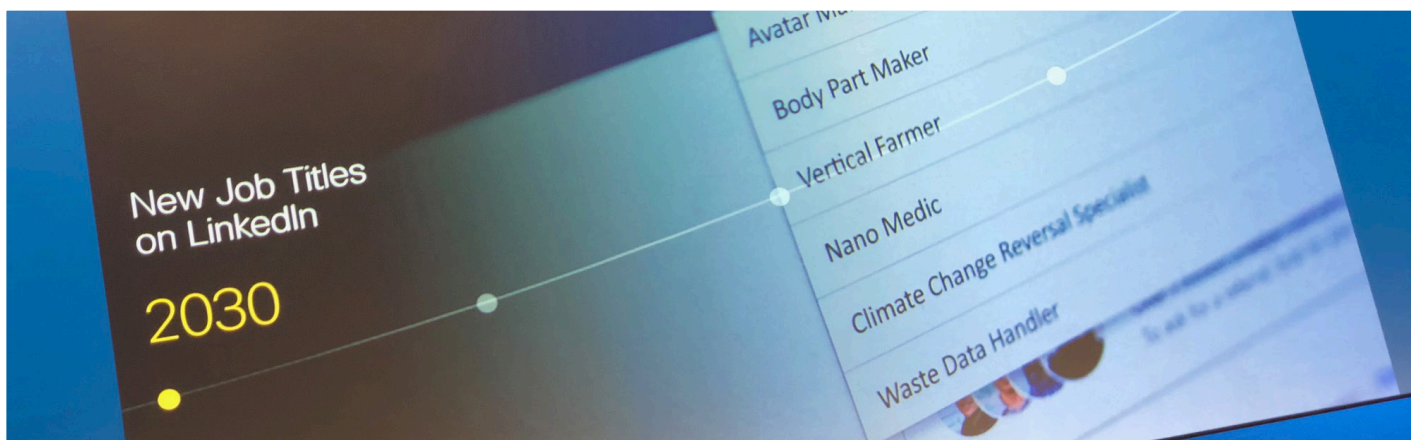
By 2027 we will be able to think and there will be technology that will translate our thoughts into text. It seems dangerous to me, but some experiments in the military field whisper that they are already active.



In 2028 man will be able to artificially simulate the human brain at 100%.

By 2030 new jobs will be: Avatar Manager, Body Parts Maker, Vertical Farmers, Nano Medic, Waste Data Handler, Climate Change Reversal Specialist.

The 2030 is little more than a decade from now, those in school today are studying some subjects they never use. It will take a great deal of mental elasticity for those who will have to perform these new jobs.



In 2034 we will wear at least 1TB (1000Gb) in the form of wearable storage.

In 2036 Alzheimer's will be 100% cured.

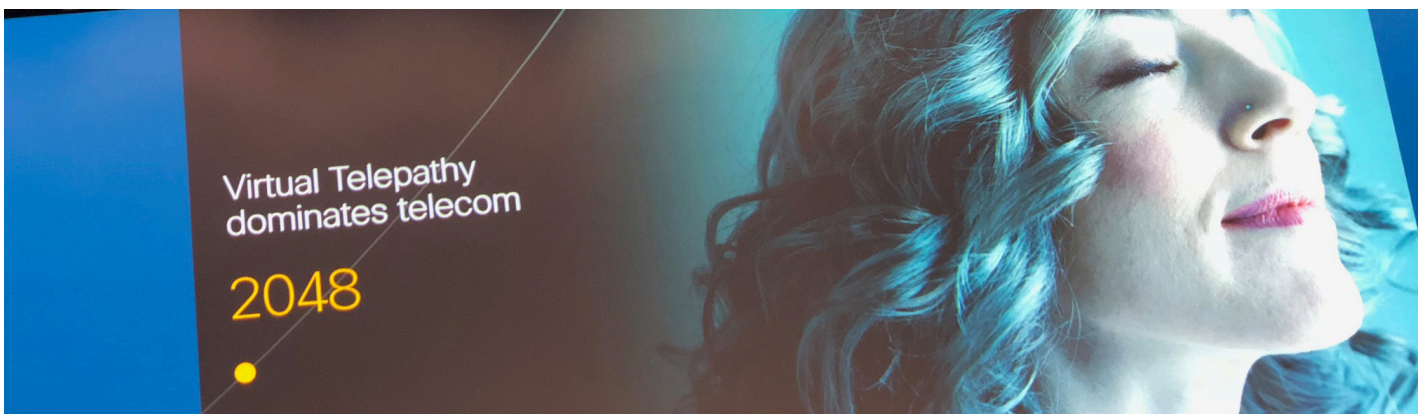


In 2040 each average house will have a PC with a computing power of 1 Billion Brains (brains).



In 2045 artificial intelligence will be more powerful than human intelligence and the great fear will be that artificial intelligence might decide to exterminate human intelligence because it is no longer necessary. It sounds like a science fiction movie, but there are already those who long ago predict this as Ray Kurzweil.

Try writing this name in Google and you will see ...



In 2048 we will see virtual telepathy that will dominate telecommunications. We interact in a telepathic way connecting to each other without having to make a call. A sort of telepathic WhatsApp.

In 2050 there will be people who will live permanently on Mars, one could be my son ... or yours ...

Also in 2050 we will be almost 10 Billions to populate the planet, and according to studies



.... we will need a second planet



In front of us we will have the era of artificial intelligence, of connecting everyone with everything.

At this point you will wonder what I came to do here at CISCO Live Barcelona in this week of super technology along with 14,999 other people ...

Well, here at CISCO Live, I presented the MULTICENTER with Chatbot function which consists of humanizing the machine so that it can be part of a chat like WhatsApp where people and machines coexist together.

The idea is to make the MULTICENTER interactive so that the information can be shared and used in a very simple way by anyone.

Technology at the service of man to simplify and connect.

Testimony of a client who applied the method Flexible Production



KRAMER ITALIA

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?

Problems of time due to downtimes of the tool changes and part load. In order to have all machining on the part I had to tool different machines in series.

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

Carrying out the part load on the free table. While the units are machining, each of 3 spindles carries out parts of the machining at the same time.

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

A considerable reduction of the production times, precision and reduction of the tooling times.

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