

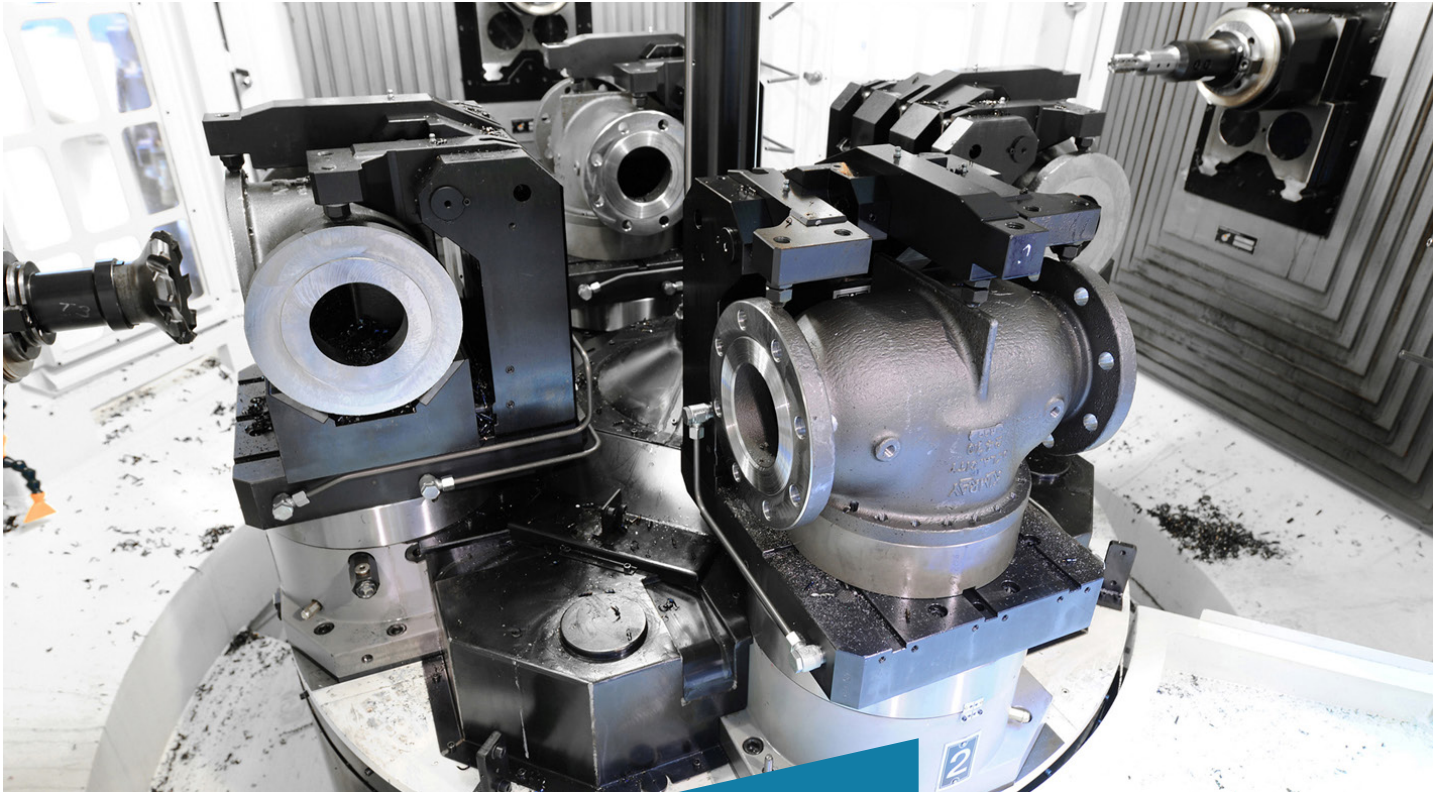


GET BACK TO MAKING MONEY

As Competitively As You Used To!

By Maurizio Porta

HOW TO CHOOSE A MACHINE TOOL TODAY



It is very important to realize in which epoch you are to understand how to move and, consequently, how to set up the new strategy of your company to avoid being at a standstill with a business model of an endangered historical period while you are not aware of it. In other words, we are referring to the typical effect of: "Sitting while they stole your chair and you didn't notice."

Visiting many production companies, I realized that too many people are "victims of their success", unaware of their success, or continue to live on the laurels of past successes. I know it may sound strange, but I will try to explain the reasons why this phenomenon is really dangerous.

Assuming that I am the owner, or a department manager, or a production manager or in any case a figure who has

"The evolution in the world of western manufacturing has been through two main eras and today the third has come to pass. Few are aware of it, and fewer understand the opportunities of this particular historical moment ..."

a say in which machine tool to buy (which automatically means which strategy the company will be using for the future).

Now, I who have been successful in this company so far, it is normal that I want to continue to adopt a method that has always worked and that has brought me to the current point ... So why change?

REASONS FOR CHANGE

The reasons for the need to change can all be summarized as follows: what you have done so far, and which has worked great, will no longer be enough tomorrow to improve or even to maintain your current situation. In other words, what worked for my father yesterday no longer works for me today. This is a simple concept. The difficulty lies instead in the speed which we can change. The faster

we adopt better principles the more competitive and successful we become.

Everything is transforming at an impressive speed, so I have to be quick to evolve at the pace of change itself. This includes, for example, also the choice of a machine tool.

INTERPRET THE SIGNS OF A TRANSFORMATION

In the past, changes took place more or less every generation, today the same generation witnesses many changes, to the point of perceiving that, for example, in some cases, even what one learns in school becomes obsolete when one begins to work.

Understanding this concept can “save” a person from a flood of errors. On the contrary, being convinced that because you have succeeded with a strategy there is no reason to change is the easiest way to crash into a wall at 100 mph! You are the same as before, pure strategy and it

“Being convinced that because you have succeeded with a strategy there is no reason to change is the easiest way to crash into a wall at 100 mph!”

worked great, but the world is changing at the speed of light and the signals are in front of everyone’s eyes. However, we must know how to interpret them. We need to develop observation skills and be able to read, decipher, and capture the innovations that will present themselves in a more and more sudden way during our entire working career.

Here are some concrete examples of signs that are already clear and tell me if you do not find yourself in at least one of the following sentences. “People have gone mad, they order small quantities and after a week the same part in a small quantity again!”; “They want modifications without notice, practically in the same day!”; “They make me go into production and after an hour ask me to make changes!”; “It would take more toolmakers than operators!”; “In this situation we inevitably lose competitiveness!”

If at least one of these five considerations is familiar to you, then I confirm that you have entered into the “Third era



of manufacturing”, and those who understand it will be able to make the most of this historic moment and, together with a few other advancing companions, will be able to take home the great opportunities and the gains hidden in them.

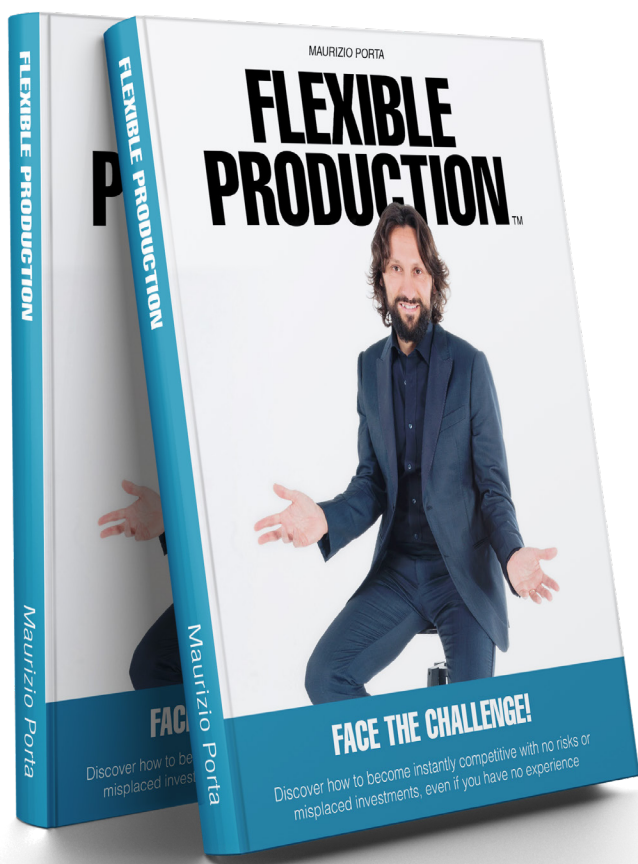
CHOOSE THE NEW

Before making the wrong choices, buying the machine tools you’ve always bought, consider also a new possibility that didn’t exist before: the Flexible Production School. A school that was born as a Foundation in which highly trained Technical Tutors, through a three-day course, will make you live a theoretical experience first and then practice, thanks

“I recommend you not to always look for the cost of the machine tool as the main factor and the only parameter of evaluation when you are evaluating the purchase of a new plant.”

to the experimental use of a flexible machine in the school itself.

The Foundation was created with a specific purpose, namely to spread the culture and the change towards Flexible Production, in order to improve the entrepreneurial fabric that today finds itself in difficult times due to too rigid business models compared to a market that requires mass customization. Indeed, it is increasingly important to address the mass customization model, or lean manufacturing. This way of working allows to the manufacturer provide the customer with the product or service based on his needs; for example, few quantities to produce, while maintaining the efficiency of mass production for cost containment and speed of response.



To deepen the topic on “Flexible Production” and on Competitive Productions

CLICK

www.flexibleproductionbook.com

My book dedicated to users of machine tools that want to make the leap in quality is waiting for you !!!

If you have questions of any kind or need help, you can visit www.flexibleproductionassistance.com and one of our Technical Tutors will help you with all the necessary information to make your business as productive as possible.

FIRST TRAINING COURSE ON THE METHOD:



FLEXIBLE PRODUCTION
C N C T R A I N I N G M E T H O D

3 Day Intensive Course Including:

> **THEORY** on Lean Production

> **PRACTICE** on the use of 3-spindle flexible machines

**17 - 18 - 19
July 2019**

**Limited number
of attendees:**

10

A yellow sticky note with a red pushpin at the top, containing text about requesting an offer.

**Request the offer
dedicated to you!**

Email:

porta@flexible-production.com

THEORY

ON LEAN PRODUCTION TECHNIQUES



We will study the philosophy of Lean Manufacturing and how today it is possible to apply it most successfully through the use of new production tools.



SMED

(Single Minute Exchange of Die)

Set-up strategies for rapid production changes, aimed at improving the flexibility of production departments which can thus better adapt to market needs.



MUDA

(Japanese term meaning "waste")

It is an organizational production approach aimed at identifying waste and its reductions, to increase company profitability.



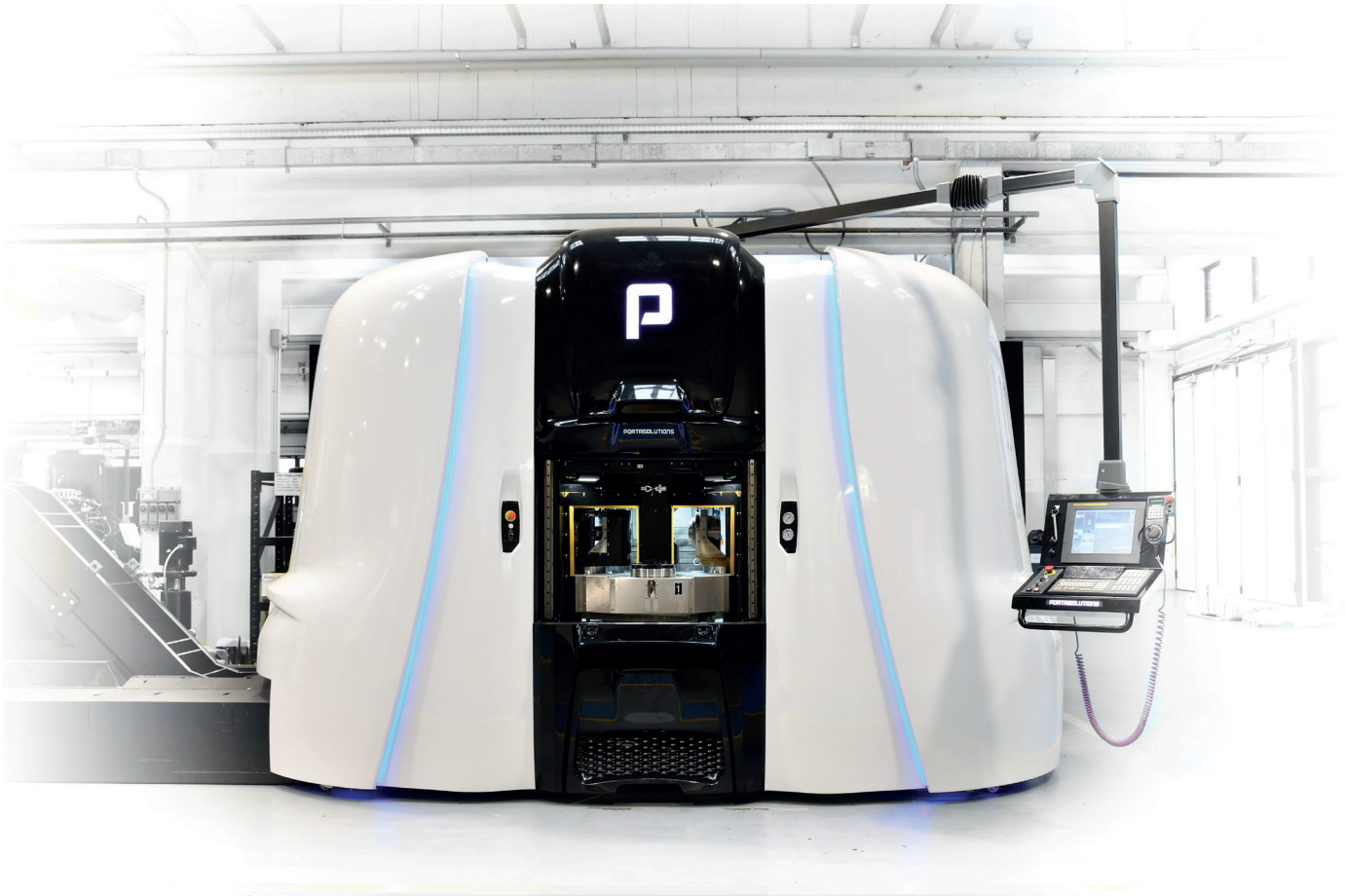
KAIZEN

(Continuous improvement)

Economic practice related to the efficiency of production factors, for a continuous and gradual improvement of an activity in order to create more value and less waste.

PRACTICE

ON THE USE OF FLEXIBLE MACHINES



We will learn to use this new machine tool technology, which enables us to apply 100% Lean Production concepts in the 21st century.



3 SPINDLES

Innovative production concept, which helps the production departments to achieve the best balance and relationship between flexibility and productivity.



FLEXIBILITY

- ✓ Quick production changes in 15 minutes
- ✓ Innovative set-ups
- ✓ Perfect to produce only the sold quantity



PRODUCTIVITY

- ✓ Up to 3.5 times more than a single Machining Center
- ✓ Perfect management of the Small and Medium Lots
- ✓ Best adaptation to market needs

Testimony of a customer who applied the method Flexible Production



HERE WHAT THE MULTICENTER SOLVED!

I asked questions to one of my customers who uses the FLEXIBLE PRODUCTION METHOD.

By the way, 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 questions and then asked for permission to publish the answer 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 the answer:

“*Our production includes a significant number of different items and lots ranging from a few to tens of thousands of parts.*

For the production we mainly used machining centers for medium-low lots and transfer machines for large lots.

These choices were not sufficient to adequately cover our wide range of needs and, especially in the mid-range of the series, the results were not satisfactory.

Thanks to the use of Flexible Production and of the Flexible Machine we have improved our production, improving productivity, reducing set-up times and guaranteeing the flexibility we need.

After a first initial experience, we quickly installed a second MULTICENTER Flexible Machine.”

Fabio Nicoli
Plant Manager

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Enter the world of Flexible Production!
VISIT
www.flexibleproductionbook.com