N. 2/2023

GET BACK TO MAKING MONEY

As Competitively As You Used To!

By Maurizio Porta

EMO HANNOVER 18-23/09/2023
HALL 15
BOOTH D45

WELCOME
to the world of
PORTA PRODUCTION

The author's voice

" Hi!
*I am **Maurizio Porta**, CEO of Porta Solutions and a trainer at the Porta Production School, where I teach courses on competitive manufacturing methods for CNC machine tool users.*

*With over 25 years of experience in this field, I have developed and fine-tuned my approach, the **PORTA Production Method**, to help manufacturing companies using Machining Centers in battery and Twin-Spindle Centers to lower the cost per part, become more competitive and win more orders".*

Contents


PORTASOLUTIONS
PORTACENTER

SHORTAGE OF SPECIALIZED LABOR: WE HAVE THE SOLUTION

In this issue we will be talking about the big problem of the **shortage of specialized *LABOR***.

This is a real problem that affects almost all sectors, especially those that require high specialization such as the **precision machining operations** sector.

The lack of labor is a problem that is seen in all sectors, from restaurants that can't find waiters to industry which has a huge shortage of labor and especially skills and specialization.

The press and other news sources talk about this issue, which affects all social parts.

So it is a widespread problem shared by all, both small and large companies must deal with this problem, in Italy, the rest of Europe, and all over the world.

Here are some headlines from trustworthy newspapers and magazines, which report the following:

"UNDERSTANDING AMERICA'S LABOR SHORTAGE"
U.S. Chamber of Commerce

"WHERE DID THE EMPLOYEES GO?"
Production Machining

"WORKFORCE IS STILL THE MOST IMPORTANT CHALLENGE"
Production Machining

"SKILLED LABOR WORKFORCE SEES SEVERE NATIONWIDE SHORTAGE"
Fox News

The problem is even more amplified when talking about the machining sector, because there are fewer and fewer people with high-level skills; we are talking about a sector that evolves at a speed proportional to the capabilities offered by the Human Resources that work there.

Typically, in the past, the solution to this problem was to automate.

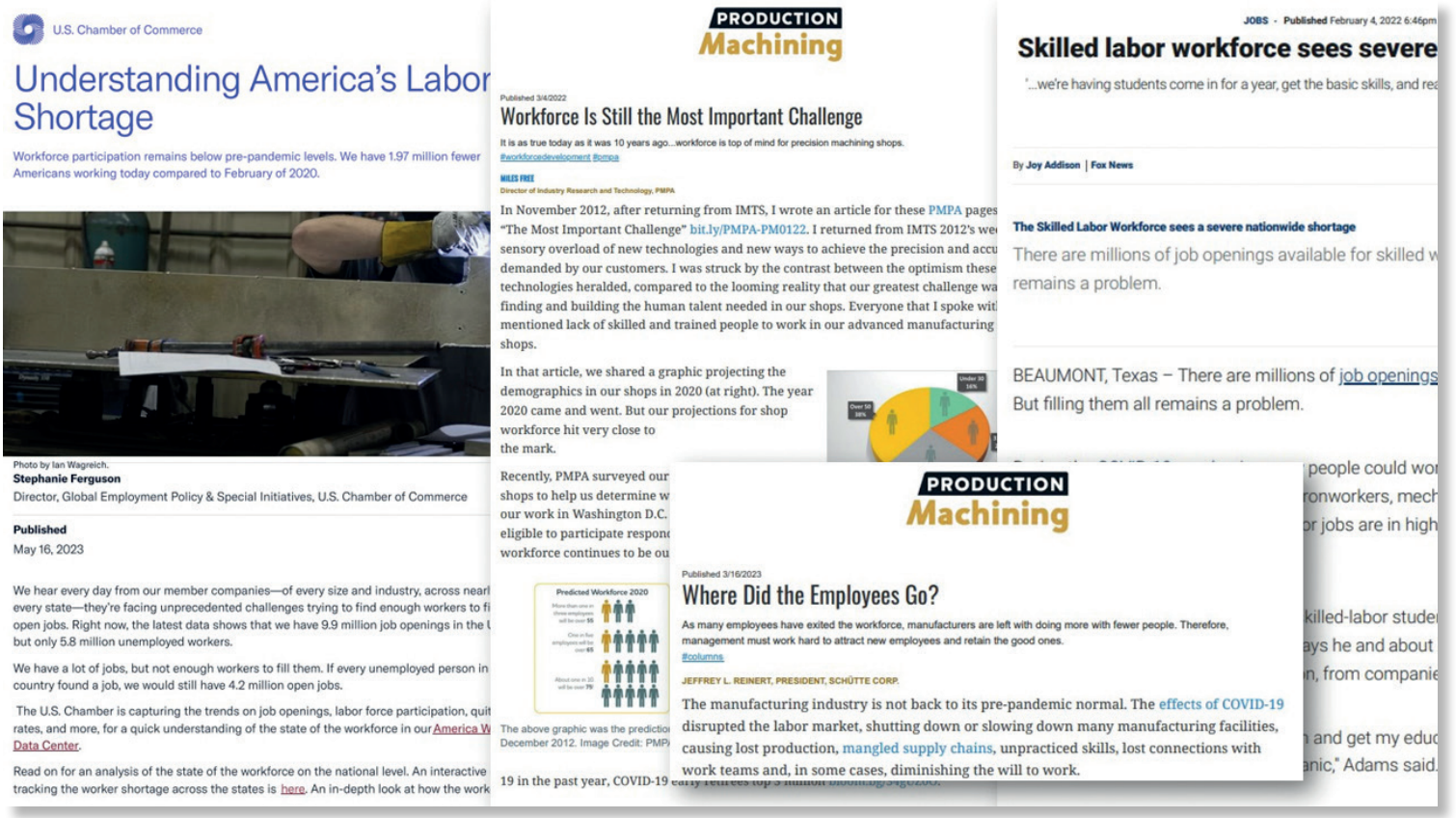
Automation is in itself positive.

The problem is that automation was done too quickly, replacing operators with robots.

However, the basic technology has remained the same (the old ones).

What is it?

A low-productivity
1-spindle machine.


U.S. Chamber of Commerce

Understanding America's Labor Shortage

Workforce participation remains below pre-pandemic levels. We have 1.97 million fewer Americans working today compared to February of 2020.

Photo by Ian Wagreich.

Stephanie Ferguson
Director, Global Employment Policy & Special Initiatives, U.S. Chamber of Commerce

Published
May 16, 2023

We hear every day from our member companies—of every size and industry, across nearl every state—they're facing unprecedented challenges trying to find enough workers to fi open jobs. Right now, the latest data shows that we have 9.9 million job openings in the U but only 5.8 million unemployed workers.

We have a lot of jobs, but not enough workers to fill them. If every unemployed person in country found a job, we would still have 4.2 million open jobs.

The U.S. Chamber is capturing the trends on job openings, labor force participation, quit rates, and more, for a quick understanding of the state of the workforce in our America W Data Center.

Read on for an analysis of the state of the workforce on the national level. An interactive tracking the worker shortage across the states is here. An in-depth look at how the work

PRODUCTION Machining

Published 3/4/2022

Workforce Is Still the Most Important Challenge

It is as true today as it was 10 years ago...workforce is top of mind for precision machining shops.

#workforcedevelopment #pmpa

MILES FREE
Director of Industry Research and Technology, PMPA

In November 2012, after returning from IMTS, I wrote an article for these PMPA pages "The Most Important Challenge" bit.ly/PMPA-PM0122. I returned from IMTS 2012's we sensory overload of new technologies and new ways to achieve the precision and accu demanded by our customers. I was struck by the contrast between the optimism these technologies heralded, compared to the looming reality that our greatest challenge wa finding and building the human talent needed in our shops. Everyone that I spoke wit mentioned lack of skilled and trained people to work in our advanced manufacturing shops.

In that article, we shared a graphic projecting the demographics in our shops in 2020 (at right). The year 2020 came and went. But our projections for shop workforce hit very close to the mark.

Recently, PMPA surveyed our shops to help us determine w our work in Washington D.C. eligible to participate respon workforce continues to be ou

Predicted Workforce 2020

The above graphic was the predictio December 2012. Image Credit: PMP

19 in the past year, COVID-19

JOBS · Published February 4, 2022 6:46pm

Skilled labor workforce sees severe

'...we're having students come in for a year, get the basic skills, and re

By Joy Addison | Fox News

The Skilled Labor Workforce sees a severe nationwide shortage

There are millions of job openings available for skilled w remains a problem.

BEAUMONT, Texas – There are millions of job openings But filling them all remains a problem.

people could wo
ronworkers, mech
or jobs are in high
killed-labor stude
ays he and about
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and get my educ
anic," Adams said.

PRODUCTION Machining

Published 3/16/2023

Where Did the Employees Go?

As many employees have exited the workforce, manufacturers are left with doing more with fewer people. Therefore, management must work hard to attract new employees and retain the good ones.

#columns

JEFFREY L. REINERT, PRESIDENT, SCHÜTTE CORP.

The manufacturing industry is not back to its pre-pandemic normal. The effects of COVID-19 disrupted the labor market, shutting down or slowing down many manufacturing facilities, causing lost production, mangled supply chains, unpracticed skills, lost connections with work teams and, in some cases, diminishing the will to work.

This model has developed the phenomenon of "Machining Centers in battery", that is production departments with stretches of machines with a single spindle and each with the automation of the dedicated robot.

1 Machine → 1 Robot
1 Machine → 1 Robot
...

The PORTACENTER technology, on the other hand, is a technological leap that helps production companies to (largely) solve the problem of the shortage of specialized labor.

How?

First of all, the PORTACENTER allows to produce 3 times faster than a single Machining Center. So it is a machine that produces the same quantity of 3 Machining Centers but, being 3 times faster, needs only one robot, less space, less energy, less costs for fixtures/tools.

All these are fundamental variables, as they make up the COST PER PART, an important data that can make you immediately more competitive.

Be careful:

Automating is good, BUT you must not automate waste!

It is better to take a step back, rethink your strategy having a new technology at the base to reach an aggressive and winning level of competitiveness, because your cost per part will be much lower than that of your competitors and this will allow you to win more orders and expand your business.

The challenge today is to select the correct technology to minimize the need for SPECIALIZED LABOR.

This is **NOT to cut jobs**, but to help companies continue to produce efficiently, even in challenging periods (such as the one we are living) and also in the face of a severe shortage of specialized labor.

Today in all sectors there is a lack of labor. Thanks to technological innovation, however, we are able to drastically reduce this problem, by facing the theme of change and accepting to leave our comfort zone. The Porta Production Method was born to give a concrete answer to the lack of labor, in this specific case in the companies that use Machining Centers in battery, in the Manufacturing sector.

Maurizio Porta – CEO of Porta Solutions S.p.A.

Continuing to produce with 1-spindle machines is no longer possible nor sustainable!

It is as if we were producing cars for TAXI use, so we find ourselves with 100 TAXIs, but with only 10 people with driving licences.

The solution is to switch from a single-use TAXI to a 10-seater minibus.

In this way, instead of 10 taxi drivers moving 10 people, we will have 10 drivers moving 100 people.

I already have some objections and questions that are beginning to arise in your mind:

"... and then who will support the families if everyone adopted this technology?"

or...

"... ok, so then they'll fire me!"

So, if you are a specialized technician don't worry, because your figure will always be in high demand.

And if they fire you, there are 2 cases:

1. Either you are not as good as you believe.

2. Or maybe you are also good, but you have an attitude so annoying that on the balance your skill ends up weighing too little and is not enough (skills alone, if not supported by a good attitude, don't go very far).

I guarantee you that a specialized technician who correctly does his job is a valuable resource for the company.

CONTINUE TO PRODUCE EVEN WITH FEWER PEOPLE ... TODAY IT CAN BE DONE!

PORTACENTER

1 PROCESS, 3 TIMES FASTER

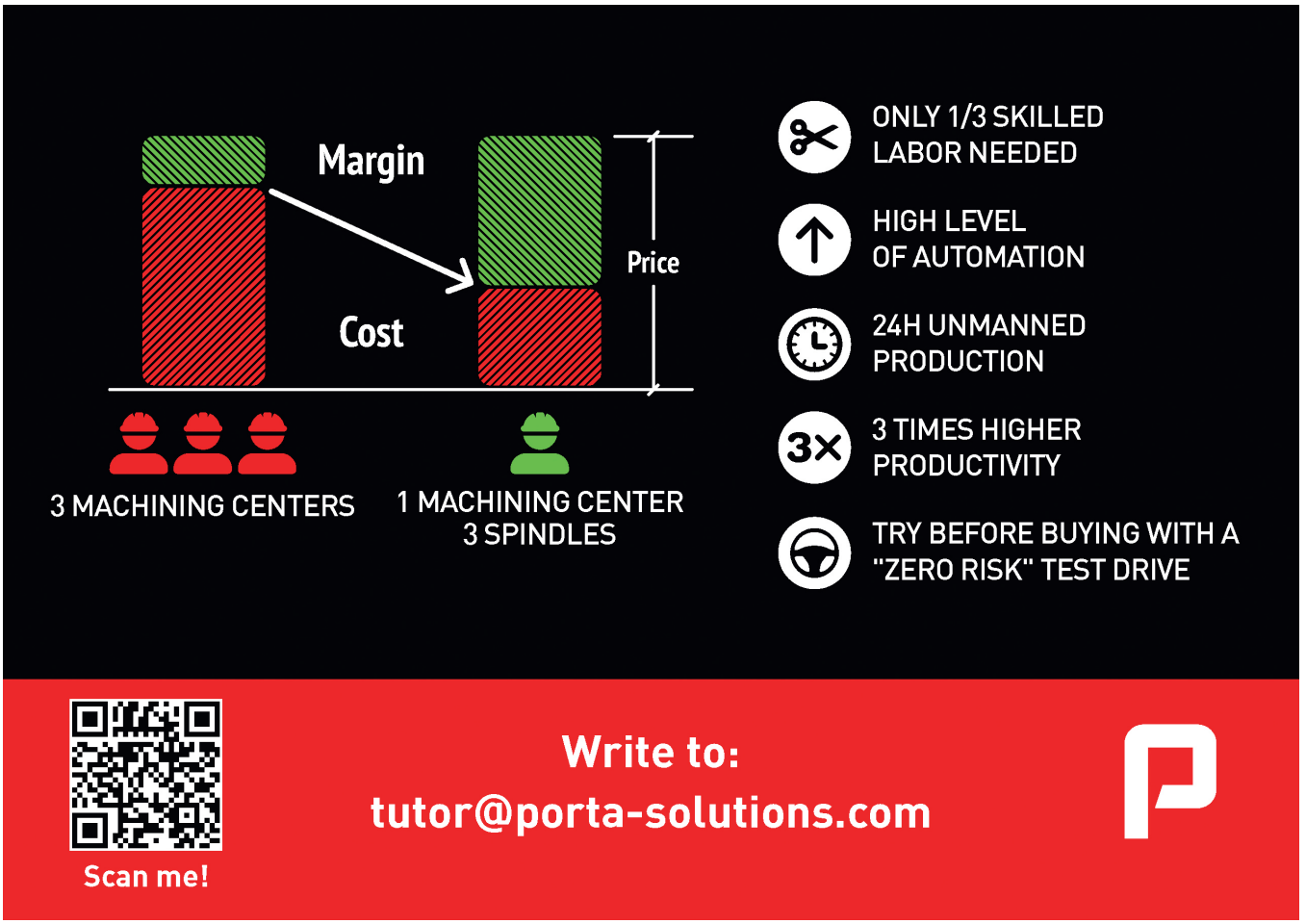
3 MACHINING CENTERS

TOO MUCH LABOR

1 MACHINING CENTER
3 SPINDLES

-66% LABOR

YOU CAN'T FIND LABOR?
WE HAVE THE SOLUTION!



Let's now take a look at the pandemic period.

When the pandemic wave ended, employment quickly resumed.

But many professional employees are missing (you can't find 1 out of 2 workers).

For this precise reason, production departments, with various Machining Centers in battery, must take into account this problematic situation and look for new solutions.

The PORTACENTER is the first 3-independent spindle Machining Center, built in series, 3 times faster than a classic Machining Center in battery, designed to solve the problem of specialized labor (unavailable).

The PORTACENTER has been designed and created to replace up to 3 Machining Centers with just one machine, reducing labor by 2/3 (-66%).

That labor that is not easily found today and seems to be non-existent on the market.

Thanks to this technological leap, with the same personnel in your production department, you can finally increase the number of pieces produced by 66%, without being hindered by the lack of labor.

PRODUCE 66% MORE, WITH THE SAME PERSONNEL!

We don't have a magic wand to solve the labor shortage problem 100%, but with the PORTACENTER and applying the Porta Production Method, you will have a truly innovative solution to reduce this problem by 66%!

3-SPINDLE PORTACENTER: CUT THE COST PER PART BY 44.5%

In the world of machine tools there are two main categories, two very different ways of doing business.

The first model, very present in Italian culture, is to design and build special machine tools, made to measure, following the customer's needs in order to offer a totally personalized product.

We Italians are an excellence in this, I would say that we can define ourselves "the tailors of mechanics".

From all over the world they come to our country to benefit from the care and attention towards customization that Italian companies can offer. It is a rooted and very powerful cultural heritage, which is difficult to find elsewhere, a wonderful craftsmanship/industrial mastery.

Then, there is a second category of machine tool builders (which in Italy is little present or almost absent) with a totally different approach. They design machines, which are then built in series, to meet specific needs for a certain market segment, not for a single customer.

Although, apparently, in this second model of business there does not seem to be such a strong value as in the first one, in reality here the mastery is based on other factors such as the management of the supply chain and its efficiency, the replicability, the scalability over time, the control of costs, the systematicity of procedures, all elements that are not present in the first business model.

Both models coexist in the market because they meet different needs.

PORTASOLUTIONS in 2004 began to change its business model, aiming to develop a machine that was designed with the intention of reducing the COST PER PART for users of Machining Centers in battery.

So we studied a solution for an important segment of the market (not for a single customer), industrializing the construction process of the PORTACENTER, which is built in series to offer a competitive advantage thanks to supply chain management, economies of scale, organizational scalability, management efficiency and consequently cost reduction for the final customer.

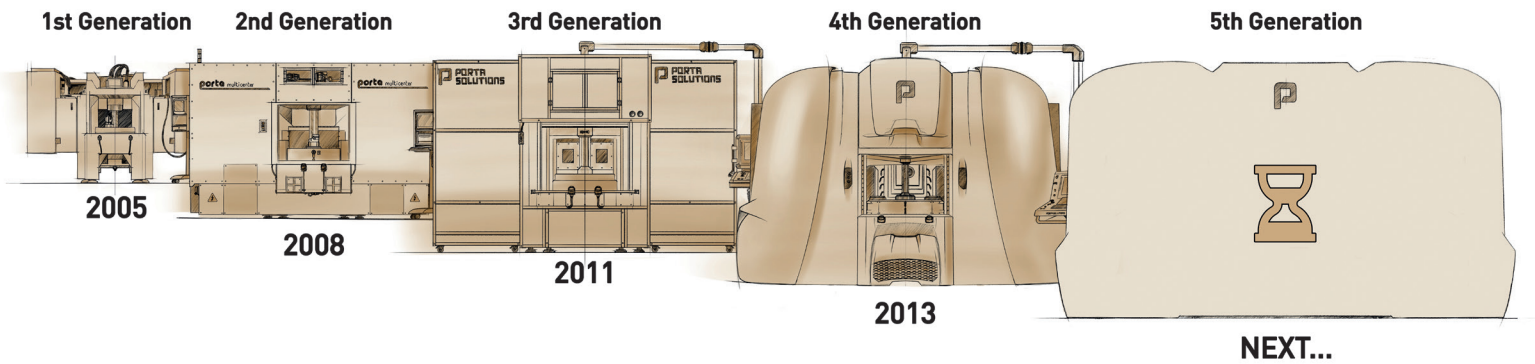
All this with an average delivery time of 90 days from the order.

Today we are the only company that bases its turnover on the construction of 3-independent spindle Machining Centers.

We are the only company that has in production the fourth generation of 3-spindle Machining Center, the PORTACENTER.

We are the only company that in 2024, to celebrate the 20 years of production of this machine tool, will present the fifth generation of the PORTACENTER with features never seen before in PORTASOLUTIONS.

PORTACENTER



CASE STUDY

We present a real case history of a customer who went from 3 single-spindle Machining Centers in battery to 1 PORTACENTER with 3 independent spindles:

Need: Win more orders.

How: By reducing the cost per part .

Results thanks to the PORTACENTER:

a. *- 50% Labor Required*

b. *- 63.7% Investment Cost*

c. *- 48% Space Required*

d. *- 58.2% Energy Consumed*

All this led to a 44.5% reduction in COST PER PART ... result reached in 90 days from the order! This is a real case study and we can share the real numbers from this study upon request!

Still doubts? You can continue to install single-spindle Machining Centers in battery ... The important thing is not to complain if you can't be competitive, blaming the Government for "poor" management, the system, energy costs, and so on!

Complaining is not the solution, acting is...

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Do you really want to face and solve the problem of the shortage of specialized labor?

Reserve NOW your GIFTS, including the Machining Centers Book, written by Maurizio Porta

Visit our booth at the show and pick up your gifts

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BOOTH D45

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and find out how to book

See you at the Show!

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Master Trainer PORTA PRODUCTION METHOD

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