

SMART MANUFACTURING *for you*

raison d'être

/ rey-zohn -de-truh; French re-zawn -de-truh /

(noun.):

reason or justification for being or existence:

The Raison d'etre for any business is **PROFIT**. Today, **PROFIT** is under attack because of several reasons:

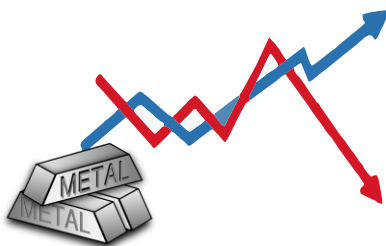
#1 DEMANDING CUSTOMER & AGGRESSIVE COMPETITORS



#2 DEPENDENCE ON SKILLED MANPOWER & ITS SCARCITY AND UNPREDICTABILITY.



#3 FLUCTUATING RAW MATERIAL PRICES.



There is **ONLY** one Major weapon which is in the control of a manufacturer: Cost per Component reduction.



20 YEARS OF **Marshall's** most popular Double Spindle **SL-12(D)**.



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to watch video



THE Smart Manufacturing Webinar : HIGHLIGHTS

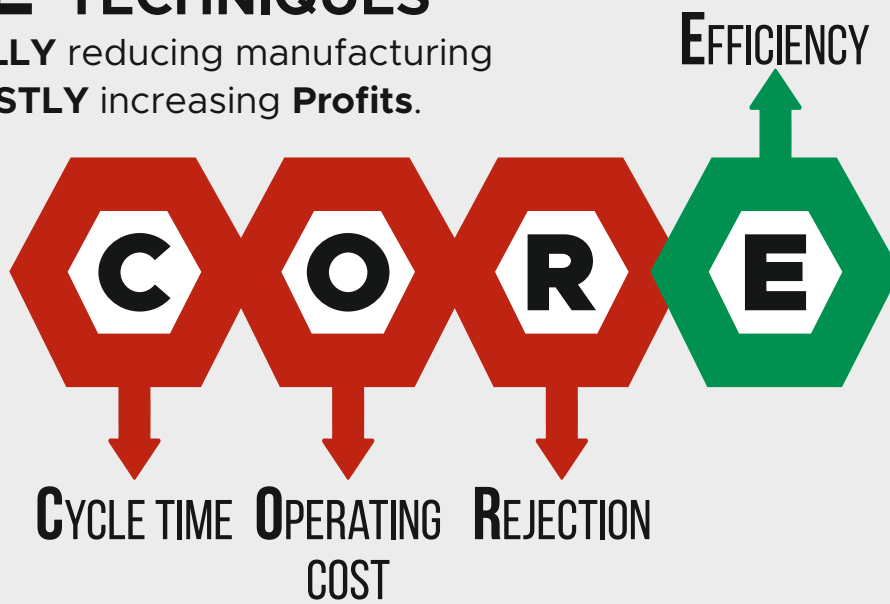
Reducing **Cost per Component** is the #1 Priority of 95% of manufacturing sector. Most people understand **WHY** they need to do this..but search for the answers to **HOW**.

SLASH
Cost per Component...

MULTIPLY
Profits & Competitiveness

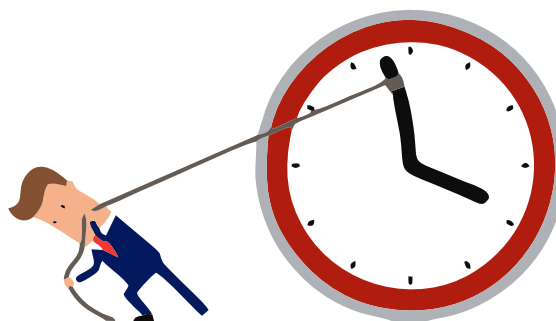
C.O.R.E TECHNIQUES

for **DRASTICALLY** reducing manufacturing **Costs..** and **VASTLY** increasing **Profits**.



SOME LEARNINGS FROM THE WEBINAR

1. Reduce **CYCLE TIME**



Reduce **non-cutting time** with Linear Tooling →

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AND

Use High pressure coolant delivered through tools to allow operation at higher cutting speed (Vc) to **reduce cutting time** →

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to watch video



2. Reduce REJECTION

The Problem : errors by operators

Machine Shops are dependent on Skilled Operators & Inspectors to ensure Quality of manufactured Jobs.



Error #1 Measurement

Error due to non calibration or carelessness



Error #2 Judgement

Which dimension to correct & how much?



Error #3 Input

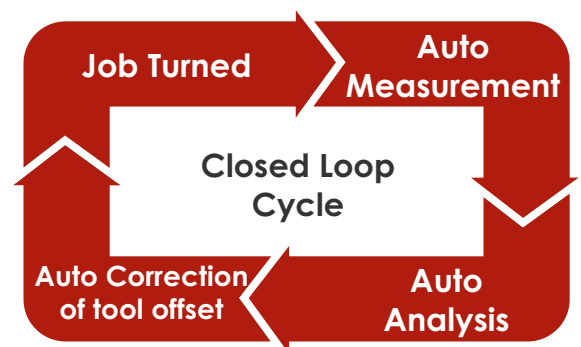
e.g. 0.04 value given in place of 0.004

Result: Defectives

The Solution



SmartCorrect Gaging Station for Autocorrection of machine offsets



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SmartCorrect **ECO**

Auto Inspection & Auto Correction System



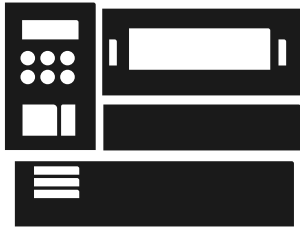
Air Gauge / Probe Inputs

Zero Defect

Production without dependence on 'Skilled' Operator or Inspector

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Part Produced



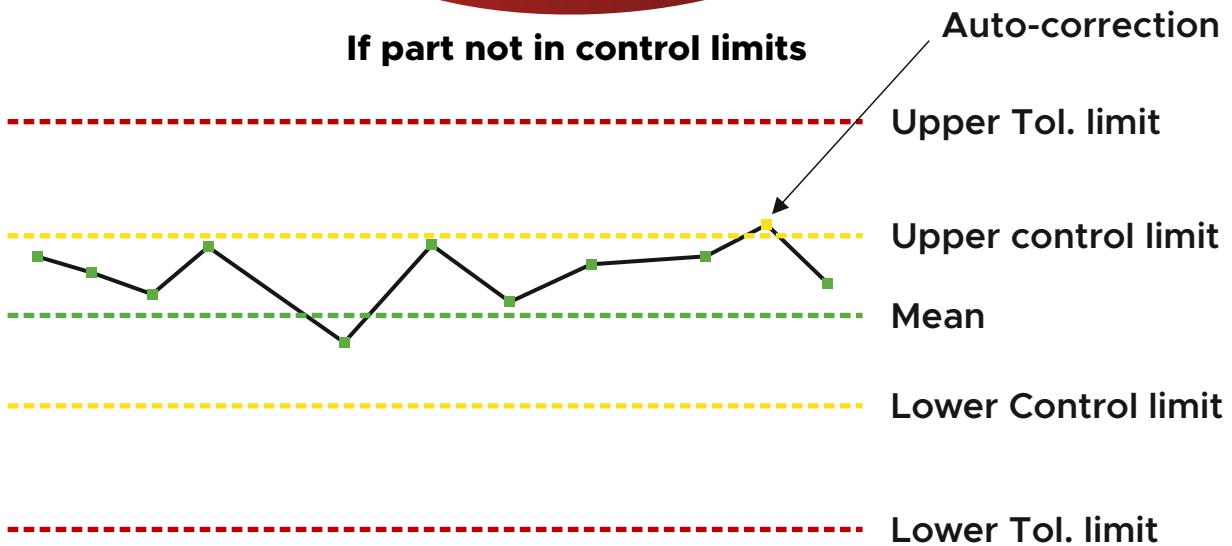
Auto Correction

Part Checked



HOW IT WORKS

If part not in control limits



SUCCESS STORY OF *SmartCorrect* ECO

REJECTION REDUCED FROM 0.6% to **0.05%**

Weight of Forging	1.9 Kg
Material Cost	Rs. 104/Kg
Weight of Finished Component	1.5 Kg
Scrap Rate	Rs. 30/Kg
Sale Price	Rs. 225
Recovery Scrap Price	1.5X30=Rs. 45
So Loss due to Scrapping of 1 Component	225-45= Rs. 180
Production per day	900 Jobs
Existing Rejection	0.6% i.e 5.4 Jobs per day
Cost	5.4X180= 972
Reduction is Rejection to 0.6 to 0.05% is 0.45 jobs per day	
Cost	0.45X180= 81
Saving	972-81 = Rs. 891

SAVING PER JOB = 891/900=Rs. **0.99**

Feedback from Attendees of Webinar on 2nd July 2021



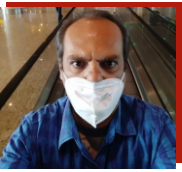
it was absolutely fantastic, learned a lot.

-Mr. Vikas Rohilla,
Manager-Production,
Sahuwala Cylinders, Vizag

The Webinar of 2nd July was very informative, specially the **CORE system**, created by Marshall team. Also thanks to Gaurav Sarup ji for taking time out to enlighten us with CORE concept. All the Best.



Mr. Tejvir Singh,
Dogma Gear, New Delhi



This was such a fantastic Webinar. we can get max. output from Marshall's technology

-Mr. Mukesh Paun,
Machine Shop-incharge,
Echjay Industries, Rajkot

Marshall's **SmartFlow** and **SmartCorrect** are a powerful technology to reduce **CUTTING time** and **REJECTION**. We all must adopt it.



Mr. Ketan Kasundra,
Director,
Nisarg Brass, Jamnagar



It was a great session. I learned a lot.

-Mr. Sahib Singh
Kular Industries, Ludhiana

It was excellent presentation and explanation in the webinar on production systems 4.0. I believe by applying modern technology and internet's of things the companies can reduce cost of production, improve quality system ,can reduce dependency on manpower with increase in production. In one I can say automation in manufacturing can increase profitability and will save businesses.



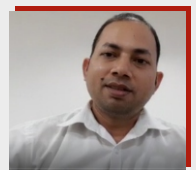
Mr. Sainath Raut
Qualitas engineering,
Aurangabad



Thanks Marshall for very valuable training. I really learned a lot and appreciated that you made it so informative.

-Mr. Kulwinder Singh
TRB Group, Ludhiana

The Session what I attend, delivered by Sarup Saheb, it was quite impressive. Normally we do the things in the industry but we did not notice at Micro level. Like he suggested how to reduce Cost per Component. **Please click to watch complete testimonial.**



Mr. Saroj Kumar Gautam
AGM-Process Engineering
JTEKT Fuji Kiko, Rewari

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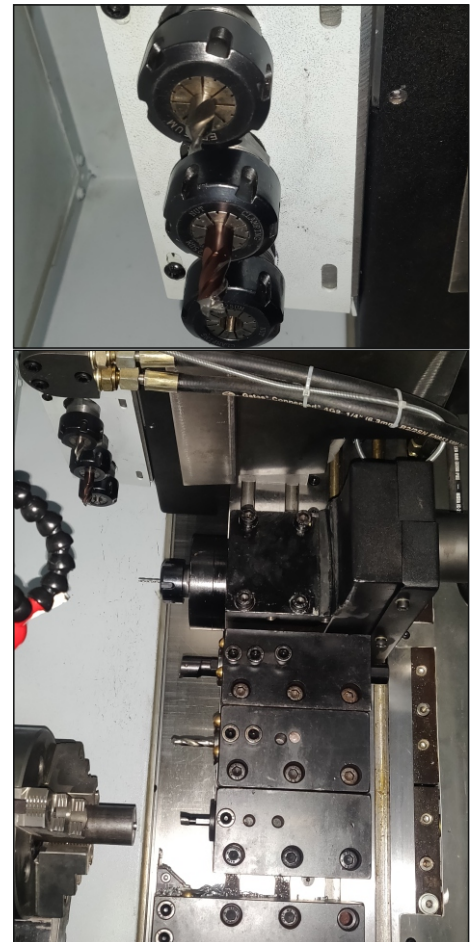


NEW LAUNCHES

Super-Optimized machine

Juno

Reduce Cost Per Component by combining Turning with Milling & Drilling with **LINEAR LIVE TOOLS**



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to watch video

***Juno:* Better than TurnMill Center with Live Turret**

ADVANTAGES

- ✓ Much Lower Cost
- ✓ Faster Cycle time due to Linear Tooling
- ✓ Saving in Expensive Live Tool Holders
- ✓ Simple, Rugged design needs much less maintenance.
- ✓ Y axis operation capability

Super-Optimized machine

SMARTER

Compact CNC lathe with preloaded cloud based **SmartFAC-**
Universal machine monitoring technology (Optional)



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BASIC MACHINE ADVANTAGES

RIGIDITY

Most rigid machine in its class.

ACCURACY

Very high accuracy & size stability because of thermastable.

PRODUCTIVITY

Max. spindle speed of 5500 rpm and rapids of 30m/min. make it the most productive machine in its class.

Preloaded **SmartFAC-Universal** and 'Best in Class' specifications result in 20-25 % extra output compared to competition.



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