

Connector

Volume 7 Issue Anniversary Edition

June 2009

In and Run – The Myth Buster

In this third of four articles on Die Transfer, Richard Dennis, President of Die-Tech, draws a comparison between hospital triage and the die triage system he uses at his plant.

Triage in a hospital setting is the process for assessing and sorting injured people based on their need for immediate medical treatment. First responders and emergency department personnel have to work with the information they have and quickly make a determination for treatment. Patients don't care about the process used to make the diagnosis they care about the end result. "Not much different than the process we use when we receive a die transfer," admits Dennis, "customers pay for parts – they don't care about what we do to make them."

Like the hospital triage concept, the die transfer at Die-Tech is a simple and efficient process. "Our customers don't worry about worn out dies or broken dies that can't do the work. We are not going to ask a lot of questions. We don't need the dimension of the die and we won't charge to recondition the die. All we need for the transfer is the die and a part print. We focus on what it takes to get good product to our customers in the timeframe they need to keep their production lines running." And as an incentive, if the die has a production value of over \$100,000, Die-Tech will build the new die for free.

Does that sound too good to be true? Dennis justifies these claims by providing details of the Die-Tech manufacturing approach, which he calls "In and Run." Historically, manufacturers have assumed that a die must always be adjusted to run properly. Dennis dispels this myth. "Our competitors develop overly optimistic



preventative maintenance schedules, which allow worn tools to be run in the die. Raise the standard and end adjustments," he maintains.

Secondly, some stampers want to get every possible hit out of a tool because they perceive that tools are expensive and should only be replaced when you can't get a die to make good product. Dennis disagrees. "Tools are inexpensive if they are designed and manufactured correctly. And they are always less expensive than the cost of press downtime waiting for an adjustment."

And last of all, a technician's performance and worth is often measured on the bench where the preventive maintenance is performed. "The true measure of a die technician's worth," disputes Dennis, "is whether his die goes into the press and runs with no adjustments. These process improvement techniques and our investment in equipment have increased productivity to the extent that we are now outperforming industry benchmarks for stamping manufacturers."

Do you want to improve the quality of your parts, reduce your costs, decrease cycle time and improve on time delivery? Call our business development engineers to learn more about our die transfer service.

Ready to get serious about preparing for the future?
Call **1-888-89-STAMP** (1-888-897-8267) to speak with one of
our Business Development Engineers today.

For further information: Website: www.die-tech.com Phone: 717 938 6771 Email: stamping@die-tech.com