

TIP TALK

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www.iscar.co.nz

0800 808 477

Would free tooling keep you in business?

Our last article about Chasing the Big Money got some conversations going.

We said that *"the cost of your tooling is irrelevant compared to the cost of production"*, and that your business will make significant financial savings by focusing on productivity.

There are some that would argue that is was just an excuse for Iscar Plus to sell high-priced tools and inserts. We may not be the cheapest, but we are "defiantly" the most competitive. Especially when you consider the cost of using tooling.

Imagine you were to get your tools for free. Totally no charge. Would that be enough to keep you in business? Would it be enough to keep you globally competitive? When I say 'globally competitive', I mean, would it grant you enough of a cost reduction for your to be able to quote your customers at a price that would stop them seeking manufacturing in the next cheap labour-based country? Somehow I don't think 3% is going to do it.

Yet more cutting tool suppliers in New Zealand seem to be heading towards offering cheaper tooling brands. I don't know if this is driven by the customer or by the feeling they are missing out.

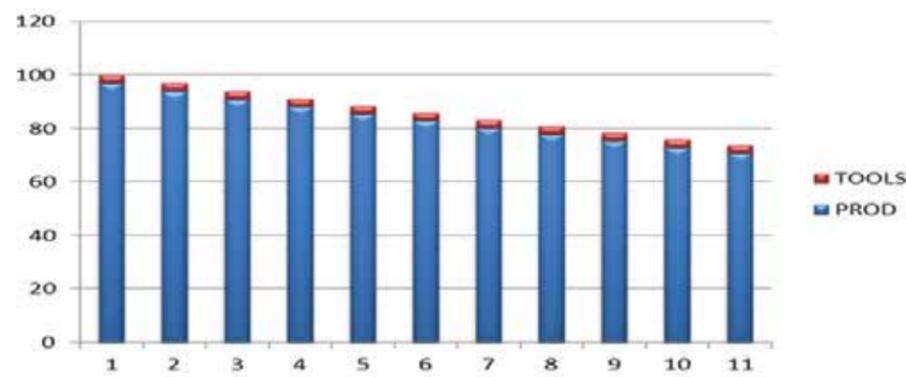
At Iscar Plus we know this. About 80% of what New Zealand machine shops produce gets exported one way or another, so our future is linked to yours. If you are doing well then there is a good chance we will also.

So that is our mission. To raise your margins so the boards of directors that make the decision to move manufacturing to China, Thailand, or Mexico have no reason to do so.

Here's how we do it. **We concentrate on the cost of production.** By using our knowledge base and competitive tool choices, we can reduce the cost of production for you, and start a culture of improvement that allows you to compete at much more profitable levels.

The graph below displays the effect over time. A small 3% saving (year on year) of the **cost of production** produces a 15% saving in 5 years' time, and a 25% saving after 10 years. This is how effective Iscar Plus is at reducing your production overheads, without compromising on the quality of tooling we supply.

Cost of Tooling vs Cost of Production



So would free tooling keep your business competitive? The answer is no.

Chasing the 'Small Money' is only going to earn you small money. When you start thinking in terms of the big picture and 'Big Money', that's when significant savings are made.

Find out now how a partnership with Iscar Plus can lift your business's productivity.

Call us on 0800 808 477 or email info@iscar.co.nz

PENTA IQ GRIP PARTING LINE

Go deeper in Grooving and Parting applications than ever before with ISCAR's new PENTA IQ GRIP line

BENEFITS:

- High insert rigidity
- Ability to recess and hold side forces
- Achieves excellent surface finish for parting
- Quick and easy cutting edge and insert indexing
- Innovative dovetail clamping structure ensures face contact of the insert

5-Edged Inserts for Deeper Grooving and Parting Applications

Find out more about PENTA IQ GRIP: CALL 0800 808 477



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Interchangeable Drilling Head System

NO off-sets required in changing drilling heads. NO screw clamp - just twist on and twist off. NO need to remove drill body from holder when changing cutting head.

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THE INDUSTRIAL INTERNET OF THINGS

What is it and how will it affect manufacturing? -Inductive Automation, 2017

The IIoT is part of a larger concept known as the Internet of Things (IoT). The IoT is a network of intelligent computers, devices, and objects that collect and share huge amounts of data. The collected data is sent to a central Cloud-based service where it is aggregated with other data, and then shared with end users in a helpful way. The IoT will increase automation in homes, schools, stores, and especially in manufacturing.

The application of the IoT to the manufacturing industry is called the IIoT (or Industrial Internet of Things, or Industry 4.0). The IIoT will revolutionise manufacturing by enabling the acquisition and accessibility of far greater amounts of data, at far greater speeds, and far more efficiently than before. A number of innovative companies have started to implement the IIoT by leveraging intelligent, connected devices in their factories.



What are the benefits of IIoT?

The IIoT can greatly improve connectivity, efficiency, scalability, time savings, and cost savings for industrial organisations. Companies are already benefitting from the IIoT

through cost savings due to predictive maintenance, improved safety, and other operational efficiencies.

IIoT networks of intelligent devices allow industrial organisations to break open data silos and connect all of their people, data, and processes from the factory floor to the executive offices. Business leaders can use IIoT data to get a full and accurate view of how their enterprise is doing which will help them make better decisions.

ToolPort connects to the IIoT



ToolPort is a simple and economic single insert dispenser (vending machine) that utilises the IIoT to co-ordinate its processes. ToolPort connects to the Cloud via the SkyPort programme, and through it tracks insert usage, stock levels, jobs, cost savings, and more.

The ToolPort records all information related to tool usage, and makes it readily available for users via SkyPort. SkyPort allows users to manage all aspects of single or multiple ToolPorts remotely, from any computer, with no software installation required.

Administrators can log in to the SkyPort dashboard and view quick graphical overviews of stock, transaction, and order reports, as well as manage users, machines, suppliers, and inventory.



SkyPort Dashboard showing Usage, Orders, and Received Value graphs.



The Dashboard can also be configured to send all reports to an email address for convenience, and all data is backed up to a secure server in the Cloud.

Available through Iscar Plus, ToolPort insert vending solutions make workshop tool management fast and efficient.

Find out more about ToolPort and SkyPort today!

Call us on 0800 808 477 or email info@toolport.com

SAVE TIME, BUY ONLINE!

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1st Choice for Face Milling

FEATURING innovative positive rake on both sides

DOVE IQ MILL is Iscar's first choice for Milling. The 8-sided inserts deliver soft cuts leaving an excellent surface finish (including in roughing applications).

With rigid clamping and excellent chip formation, the IQ845 Line is your Milling Solution.

For more info, call us today: 0800 808 477

DID YOU KNOW



- Pearls dissolve in vinegar.
- The first product to have a barcode was Wrigley's gum.
- The King of Hearts is the only King without a moustache.
- Most dust particles in your house are made from dead skin.
- Oaktrees do not produce acorns until they are 50 years or older.
- You burn more calories sleeping than you do watching television.
- Apples, not caffeine, are more efficient at waking you up in the morning.
- The liquid inside young coconuts can be used as a substitute for Blood Plasma.
- No piece of paper can be folded in half more than seven times (go ahead, try it).
- Donkeys kill more people annually than plane crashes or shark attacks (so watch your ass).
- American Airlines saved \$40,000 in 1987 by removing one olive from each salad in first class.
- Venus is the only planet that rotates clockwise (since Venus is normally associated with women, this tells you that women are going in the right direction).



INDUSTRIAL BARBECUE



Charities we proudly support in 2017

