

# Keep In Touch



Manufacturing Solutions

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## Performance Workshop

To Survive in the competitive environment of modern manufacturing it is essential to have integrated solutions that can enable you to manage your production simply and with confidence. Just as important is implementing tools and systems that will enhance the way that you work and allowing you to benefit from productivity improvements. Together we aim to help you to identify ways in which you can take control.

Seiki Systems, GS Productivity Solutions and Renishaw are holding a free workshop on Thursday 12th July that will address three key issues:-

### Delivery - Quality - Profitability

We have identified delivery, quality and profitability as the three key contributing factors that affect the success of many manufacturing businesses and therefore the aim of this workshop is to demonstrate a range of integrated tools and software systems and their role in maintaining delivery dates, showing proven process capabilities and ultimately optimising production to increase profitability. This is a great opportunity

to discuss with our specialists ways in which you can take control.

As an additional benefit to those attending the workshop we will be running a live demonstration and following each session Renishaw are offering a tour of their Stonehouse manufacturing facility.

We will be running two sessions on the day however the morning session is now full. There are a limited number of spaces remaining for the afternoon session which begins at 1 pm so if you would like to attend please contact Jamie on 01273 680411 immediately to ensure a place. Alternatively, if you are unable to attend this time but would like to be notified as soon as the next workshop date is agreed please email [marketing@seikisystems.co.uk](mailto:marketing@seikisystems.co.uk).



## Best of British Manufacturing



Best of British Manufacturing

Congratulations to Kenard Engineering who came highly commended in the Best ROI measures and benefits from IT in Plant and Factory Improvement category in the Manufacturing Computer Solutions Best of British Manufacturing Awards 2007.

It has been the installation of the fully integrated manufacturing system iMES from Seiki Systems that has enabled the company to control work flow, respond positively to customer requests, reduce work in progress and to make the best use of the production resources of its CNC machines. The awards were staged at the Heritage Motor Museum, Gaydon, Warwickshire on 23 May 2007, during the Best of British Manufacturing IT conference and are designed to recognise efforts for manufacturing and engineering business excellence through the use of good IT intelligently implemented and for achievements in terms of hard, measurable ROI and business benefits.



## Challenge Complete

In April Brian our technical support engineer completed the Macmillan Peru Cycling Challenge. As many of you will already know Brian was unable to take part in the 7 day trek last October as he sustained a broken leg just a week before he was due to fly out to Peru.

The course started at Lake Titicaca (the highest lake in the world) across remote altiplano and took the intrepid group past snow capped mountains before finally finishing at Macchu Picchu—the famous 'Lost City of the Incas'. Congratulations Brian!



If you would like to know more about the Macmillan cycling challenge and how you can support the cause visit their website: [www.macmillan.org.uk](http://www.macmillan.org.uk)

## Manufacturing System brings material rewards to Rayburn Plastics

Within eight months of integrating Seiki Systems' Networked Manufacturing System (NMS) and Graphical Real Time Scheduler to provide automatic machine monitoring and works order control, Rayburn Plastics has made massive improvements to business efficiency. As an example inventory has been reduced by £50,000, daily throughput has risen by 25% to almost £16,000 per day, machine utilisation has improved by 10%, order backlog has been reduced from around £350,000 to £80,000 and on-time delivery improved. The company has now achieved its 2-3 per cent month-on-month improvement target over the last six consecutive months.

When managing director David Andrews took over at Rayburn Plastics two years ago business projections were looking bleak. "We had to achieve profitability, reduce lead time and improve delivery performance – otherwise our two main customers (suppliers to power generation and aircraft interiors) that represented 65 per cent of our order book, may have slipped away." The company, he says, had stagnated: "It had progressively fallen behind on deliveries and had become a reactionary society with virtually no control or planning when new orders came in." With a business focused on firefighting and forever trying to put things right, the company did not have the resource to start planning ahead and it did not have the time to build up proper records: historical information was held in everyone's heads. "The business was almost working blind," he said.

Mr Andrews wanted a plan that involved shared information, a discipline of working to set procedures and the involvement of all the people employed in the success of the operation. Terry Franks was appointed production manager charged to integrate the manufacturing operation into the overall business control system.

From his previous company Mr Franks had seen how Seiki Systems' NMS had become a powerful tool in providing live production management information. He recommended that not only would the hole in the 'overall control' be bridged, but that NMS would also provide the very tool the company needed to stem its reactionary attitude to orders and progressively move to one that would allow the selling of spare capacity and decline orders for which there was not sufficient capacity.

Seiki Systems' NMS and scheduler was installed in April 2006 and was integrated by the Brighton-based

manufacturing systems supplier to the Sage 500 MRP to enable overnight data interchange between the systems. As Mr Andrews explains: "With Seiki Systems help we were able to control the whole manufacturing operation, involving 48 individual work centres, to handle the 1,600 live parts on file incorporating around 14,000 separate operations. Only a few orders are repeat or contain 'similar to' parts – and for power generation customers, we rarely produce the same part twice." Already Rayburn Plastics has increased efficiency by 20 per cent because its people know what to do, how and when to do it. "This has made a massive improvement to our organisation and will continue to have an influence on the business as more jobs are brought into the system. For years the company had never documented operating procedures, production routes or setting information and it is here that one of the immediate benefits of the Seiki Systems' installation was highlighted: all relevant job information could be easily pulled into product files linked to CNC program control relevant to latest drawing issue. The DNC control of programs alone has already reduced set up time by 10 per cent. We can also move people between jobs because the relevant information is readily available, giving us tremendous flexibility and operators that are more interested in their tasks. As a result, the whole workforce has bought into the scheme," he says.

Reflecting on the installation, Mr Andrews says he can now understand why Mr Franks was so enthusiastic to introduce the Seiki Systems' technology. "It was exactly the right product at the right time. The support was excellent – we needed a lot of help and only had a short time to implement our plans."

## Dates for your diary

Thursday 12th July  
Performance Workshop  
At Renishaw, New Mills  
A joint presentation from Seiki Systems,  
GS Productivity Solutions and Renishaw.



17th to 21st September 2007  
EMO Hannover 2007  
Hannover, Germany  
Stand F18



21st to 25th April 2008  
MACH 2008  
NEC, Birmingham  
Hall 5, Stand 5151



Please send me information on: (tick all that apply)

- > Performance Workshop
- > Best of British Manufacturing
- > Graphical Real Time Scheduler
- > Seiki Systems Events
- > Other \_\_\_\_\_ (please specify)

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
\_\_\_\_\_  
Postcode \_\_\_\_\_  
Email \_\_\_\_\_

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