

Are You Winning Or Losing Business ?

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What Factors Make Up The Cost Of A Part ?

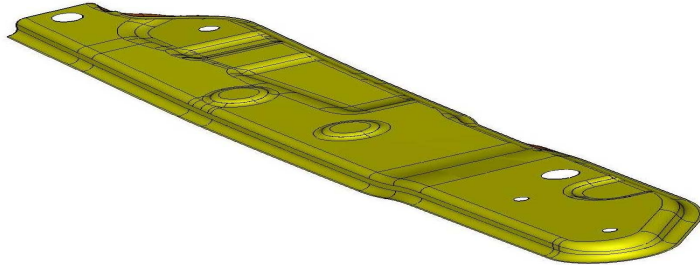
- Material
- Process Cost
- Investment

What Impact Do Each Of These Have On Part Cost ?

- Depends On Volume (Amortization Number)
- Depends On Process (Progressive, Transfer, Line Dies)
- Depends On Material Type (Mild Steel -> UHSS)

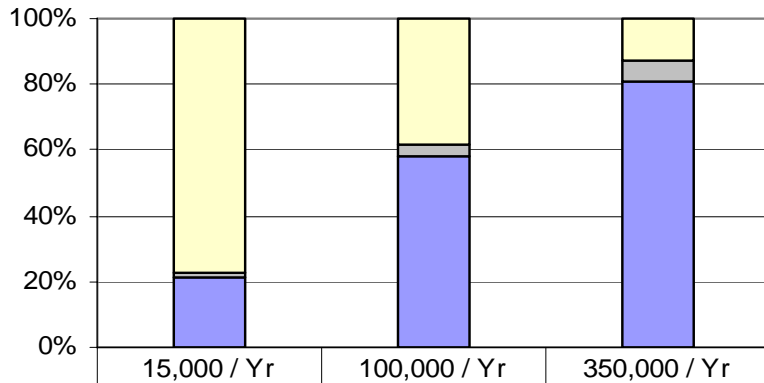
Lets look at some examples of parts

Prog Example



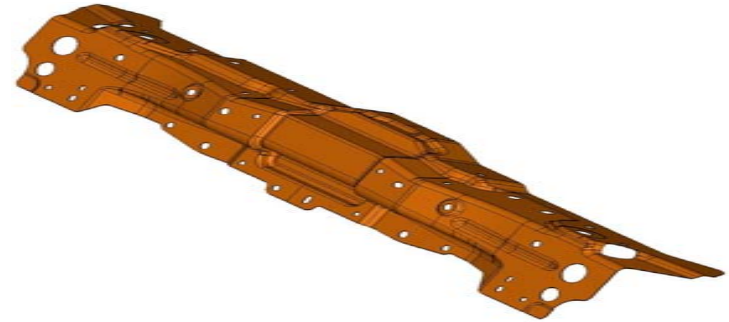
Part Cost Breakdown by Volume

- Investment
- Process
- Material



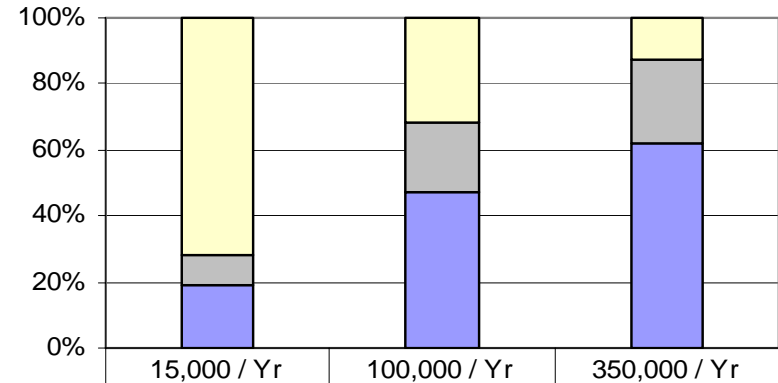
	15,000 / Yr	100,000 / Yr	350,000 / Yr
Investment	77%	38%	13%
Process	2%	4%	6%
Material	21%	58%	81%

Transfer Example



Part Cost Breakdown by Volume

- Investment
- Process
- Material



	15,000 / Yr	100,000 / Yr	350,000 / Yr
Investment	72%	32%	13%
Process	9%	21%	25%
Material	19%	47%	62%

What Impact Did Material Have In The Part Cost ?

Lets Consider Some Tools To Evaluate The Material Cost

COST OPTIMIZER SUITE

FASTBLANK

Import CAD Data

Define Part Material

Repair Data

Mesh Data

Tipping Direction

Create
30s -> 5m

INITIAL FLAT OUT

BLANKNEST

Apply Constraints For
Equipment/Product

Create Nesting L/O

Optimize Layout

Cost Analysis

Interactive Results

Create

TRSF BLANK L/O

PROGNEST

Apply Constraints For
Equipment/Product

Create Nesting L/O

Identify Carrier Type

Cost Analysis

Interactive Results

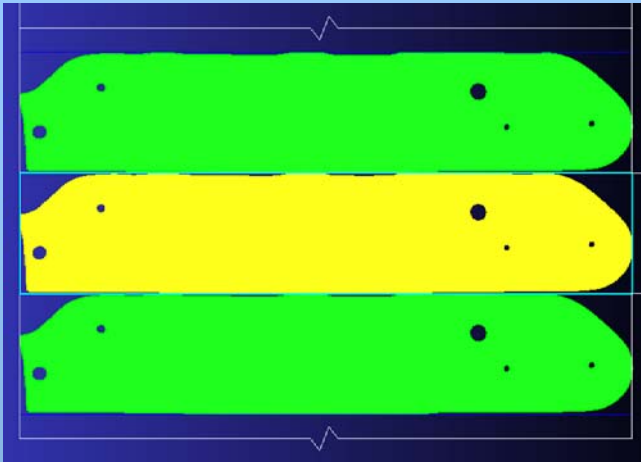
Create

PROG BLANK L/O

All 3 Modules Included In The Cost Optimizer Package

Progressive Example

FASTBLANK



Create Initial Blank

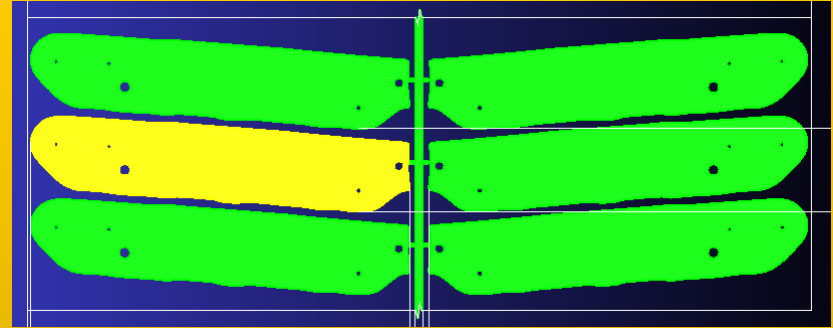
Create
30s -> 5m

Cutoff Die - \$0.20 Per Blank
Minimum Rect. 98.9 x 502.7mm

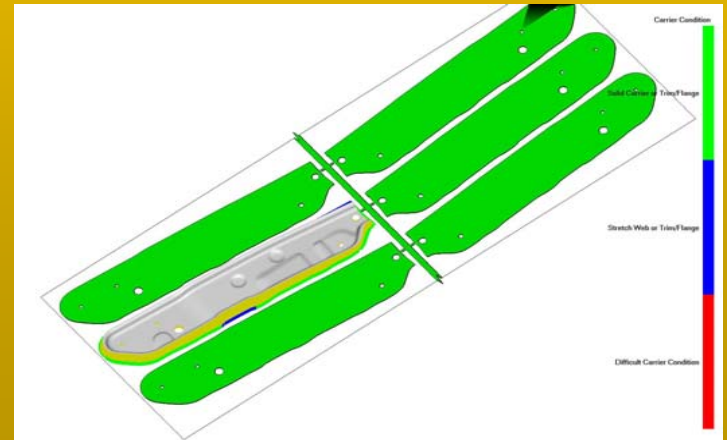
Once Complete Move To PROGNEST To
Optimize Blank And Carrier Location.

Progressive Example

PROGNEST



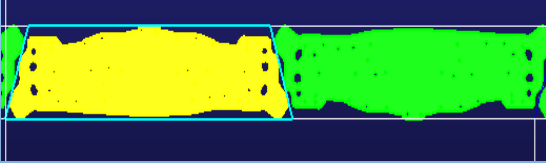
Progressive Die - \$0.23 Per Blank
Pitch 108.9 x Width 1033.7mm



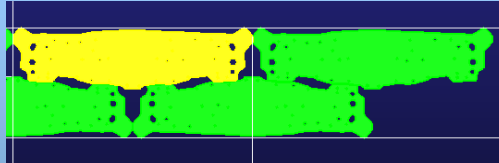
3D Part Overlay With Color Coding Identifies
Best Location For Optimal Part Carrying.

Transfer Example

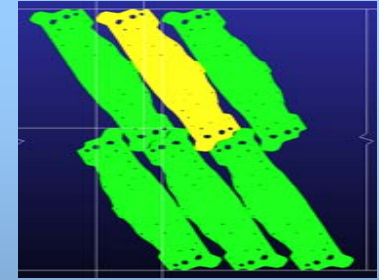
FASTBLANK



OR



OR



Trap. BI Die 1 Out - \$1.58 Per Blank
Pitch 883.8 x Width 246.1mm

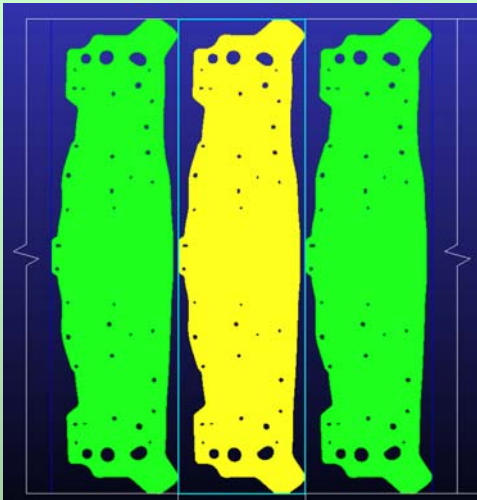
Blank Die 2 Out - \$1.49 Per Blank
Pitch 926.8 x Width 443.9mm

Blank Die 2 Out - \$1.48 Per Blank
Pitch 258.6 x Width 1570mm

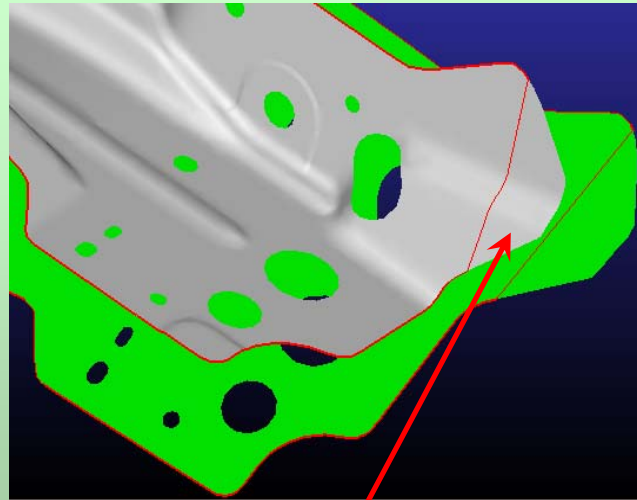
Choose The Appropriate Blank Method And Move Towards Blank Nest To Optimize Cost

Transfer Example

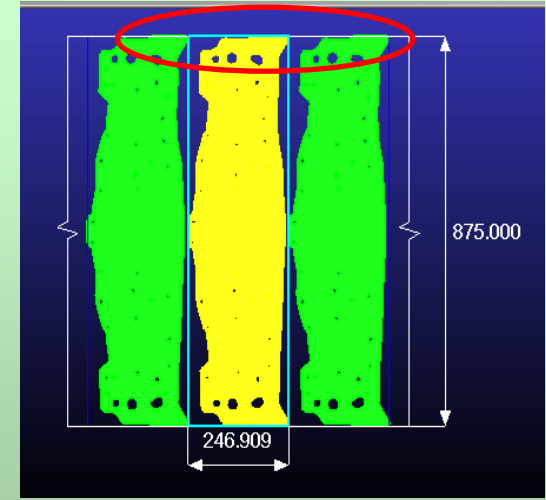
BLANKNEST



Cutoff Die - \$1.66 Per Blank
Minimum Rect. 246.9 x 927 mm

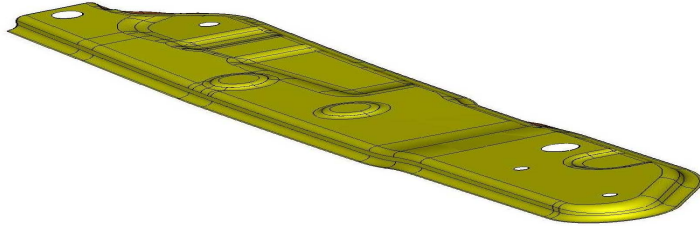


Modify Edge On Part To Evaluate
Impact To Blank Width.

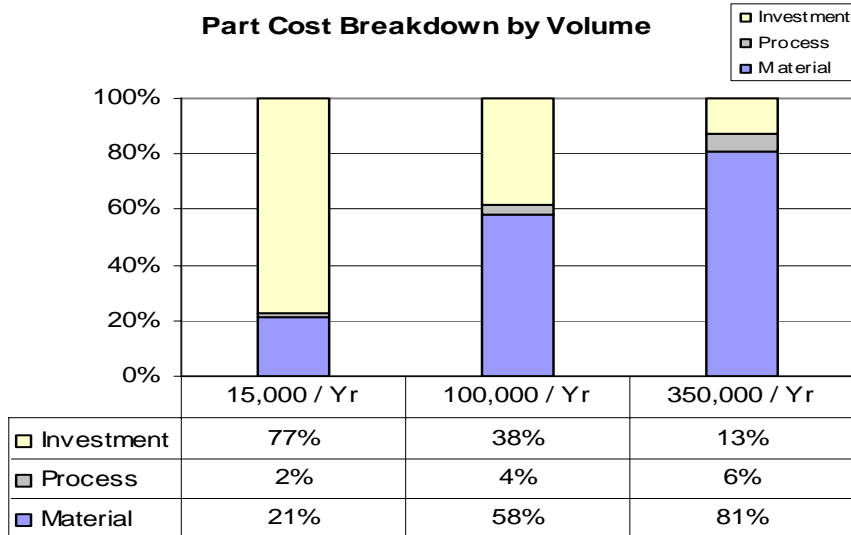


Savings \$0.09 Per Part
Cutoff Die - \$1.57 Per Blank
Minimum Rect. 246.9 x 875 mm

Prog Example



Part Cost Breakdown by Volume



Cost Impact by Material Changes

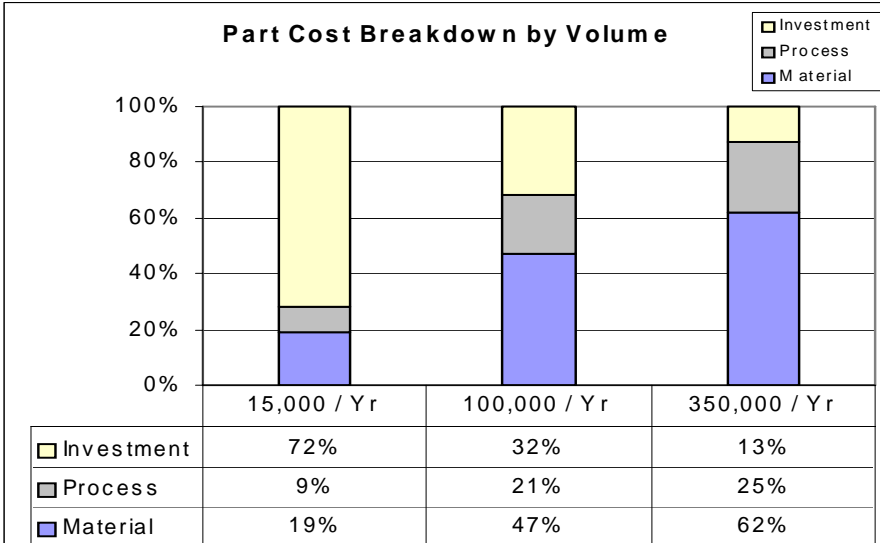
When 10mm is added to the Pitch and 20mm to the Width

- 15,000 / Yr : Cost Increase Is 3%
- 100,000 / Yr : Cost Increase Is 7%
- 350,000 / Yr : Cost Increase Is 8.5%

Transfer Example



Part Cost Breakdown by Volume



Cost Impact by Material Changes

When 20mm is added to the Pitch and 20mm to the Width

- 15,000 / Yr : Cost Increase Is 1.5%
- 100,000 / Yr : Cost Increase Is 5%
- 350,000 / Yr : Cost Increase Is 6%

So..... Are You Winning Or Losing Business ?

Benefits of Blank Optimization

- Self Reliance Can Be Realized (Internal Know-How)
- Quick And Accurate Material Projection
- Improved Quote Accuracy To Better Position Your Company
- Suggest Product Changes That Impact Material Utilization
- Evaluate Part Manufacturability Concerns
- Promote Confidence and Trust With Your Customers

In Summary

There Are Cost Effective Solutions That Will Improve Your Ability To Collaborate With Your Customers And Create A Win-Win Situation.

Thank You !