



How can our Konstant Cut & Kleen plasma table help you add money to the bottom line of your company? If you currently use other tables you will want to consider how this can be done.

OTHER PLASMA TABLES

SHOULD BE CLEANED EVERY 8 WEEKS OR 6-7 TIMES PER YEAR

- Process takes 2 men 2 days, if done right
- Requires moving slats and chipping slag from the frame
- Remove slag from tank (wet or dry design)
- Inspect slag and sort for parts that may have fallen through while cutting
- Clean, chip and grind those parts
- Install new slats

USING SALSICO AS AN EXAMPLE THIS IS HOW OUR BOTTOM LINE WAS AFFECTED:

- 2 men x 10 hr. x 2 days = 40 man hours
- 40 man hours x 6.5 times per year = 260 man hours.
⇒ 260 man hours at conservative rate of \$130 per hour ⇒ **\$33,800**
- Consider that productivity time is lost as well.
- 6.5 times per year x 20 man hours = 130 hours the machine is not cutting.
✓ Lost billing per year would be \$225 per hour x 130 hours down time ⇒ **\$29,250**

SO FAR WE HAVE LOST \$33,800 + \$29,250 ⇒ \$63,050 PER YEAR IN MAN HOURS AND DOWN TIME.

NEXT CONSIDER DAILY LOST PARTS:

- During an 8 hr. shift there might be 10-15 parts falling through slats into the table to the tank.
- Safe to assume an operator might spend 30-60 minutes per shift fishing out these parts? "YES":
- This can add up to 3-4 hrs. per week cutting time lost to this recovery process.

- \$225 per hr x 3.5 hrs = \$787
- \$787 x 50 weeks = **\$39,375** per year in lost billing. ⇒ **\$39,375**
- In reality, not all parts are recovered, with the possibility of 2 or 3 parts missing daily leading to further losses to the company. ⇒ **\$30,000**

➤ TOTAL MONEY LOST: \$132,425

**THE MISSING PART STOPS THE FLOW
HERE'S WHERE THE DOLLARS BEGIN TO LEAVE THE BUILDING:**

			
2-3 Parts Daily may not be recovered	Recovered parts are now cleaned	Cleaned parts are then sent to machining	Off to welder who may be missing a part to finish weldment
Plasma Dept.	Cleaning/Grinding	Machine Shop	Welders
			
Supervisor now has to search for part, with no luck	Welder told to start another project while new part is re-cut & machined	Supervisor now has manager go to engineering to have part pulled from nest so the plasma dept. can cut the needed part.	Back to the plasma table, operator is stopped and asked to cut the need part to be sent back to machine shop then to welding.
Floor Supervisor	Welding Starts New Project	Engineering Dept.	Plasma Dept.

ALL THESE STEPS EQUAL LOST

\$\$\$

For this exercise, let's price each of these parts at \$300 cost and figure it happening twice per week:
\$300 x 2 = \$600 week x 50 weeks = **\$30,000** per year is being lost.
Figuring in cleaning time and lost parts it can cost a company **\$132,425** per year in losses.

**CHECK OUT OUR VIDEO ON YOUTUBE:
YOUTUBE/SALSICO - KONSTANT CUT & KLEEN**



The Salsco Konstant Cut & Kleen Plasma Table will not only pay for itself but add to the bottom line of the company.

"In 1800 hours of operation we have not lost one part or 1 man hour on cleaning" - Sal Rizzo, SALSICO, INC.



See us at Booth #22030 - Las Vegas - November 16-18, 2016

