

DANA, BRASIL

With CTMS Tool Management Services DANA (Dana Albarus, of Gravataí, RS) has improved its competitive position, lowered production costs, achieved higher productivity and focused its attention on its core business.

Starting from a Six Sigma project, the company evolved toward the implementation of what its professional staff calls the “plant within a plant” concept, and now has a CTMS branch in its facility that takes responsibility for everything concerning tools related to the cardan production process.



“Both Iscar and we won the day in all aspects”, comments Julio Cesar Oliveira, general manager of the Mercosul torque management division of Dana.

To Julio Cesar, the implementation of Iscar's CTMS – Commodity & Tool Management Services, is almost a new “Columbus egg” that settles the old dilemma between customers that intend to buy less and less but better, and suppliers that want to sell more and more and better as well.

“What Iscar gains is directly proportional to our gain in productivity and lower costs in the production chain,” he says, “so that we can focus activities on our core business, which is machining metal.

This allowed us to change radically the tone of our commercial relationship, which is no longer just the purchase of tools but the provision of high technology services for the removal of chips”.

The dramatic reduction in the number of active tools was the result of the in-depth analysis work carried out on the usage of every item and a better use of it.

The installation of Iscar's CTMS branch in the Dana plant shows several innovative and positive aspects, according to Adriano Silveira, who is in charge of the plant purchases. “We reduced our costs, achieved a deeper involvement of our suppliers in the development of new products and components, and we have a support and maintenance technical team at our disposal all the time”, he concluded.