

ProNest® Makes Production Problems Ancient History for Greek Equipment Manufacturer



Company Profile

NEA PELLA GIANNITSA, GREECE—**HATZIOAKIMIDIS S.A.** (www.hatzioakimidis.gr) is a manufacturer of equipment for the food processing industry. The company has been in business for over twenty years during which time it has developed a large base of customers. Today the product range has become complex as the industry they serve becomes ever more specialized. Furthermore, each customer tends to have their own individual product

requirements. The result; large volumes of unique part requirements and short lead times combined with the high part quality one would expect to find in food processing machinery.

Hatzioakimidis has learned to adapt. They have implemented 3D CAD modeling software technology and recently also acquired a waterjet cutting machine from CT Technologies of Turkey. Starting out with the CAM nesting software provided by the waterjet machine builder, Hatzioakimidis was able to make some progress towards their goal of implementing a lean manufacturing program. Soon however, they encountered some limitations with the original software which led Quality Manager Tsihlikidis Kostas to seek out an improved solution. After searching the internet Kostas came across ProNest and requested an online demonstration, which was immediately followed by a full working trial. Kostas spent two full weeks, without obligation, testing ProNest to convince himself it would provide solutions to the company's programming problems. Hatzioakimidis purchased ProNest, along with many of its waterjet-specific optional modules, when the trial period ended and have not looked back since.

Commenting on his experience with ProNest and MTC Software, to date, Kostas states, **"I personally selected ProNest Nesting Software and I am sure that it was the best choice I could have made; it solved our problems. ProNest is very flexible and gives us the power to make different nests every day. Now I don't care if I must change the existing cut program due to production changes and needs; ProNest makes it is so easy that I couldn't ever have imagined it and gives me the ability to change or make new programs very quickly"**.

Hatzioakimidis S.A. continued



Photos courtesy of Hatzioakimidis S.A.

Did You Know . . .

MTC Software can provide one nesting program that will work with most cutting machines and CNC controls; new and old alike.

Interesting Facts . . .

- ▶ *Our employees understand the cutting processes you work with*
- ▶ *Our ProNest software works seamlessly with all leading brands of waterjet machines, including Flow, Omax, Jet Edge, TOPS, and many others*
- ▶ *Our products are so easy to learn we can install the software and train a new customer online, the same day*

Hatzioakimidis S.A. continued

Kostas goes on to say the following about the company's experience after the implementation of ProNest. "The results achieved using the ProNest software showed up from the first use (demo). Today after five months using ProNest, the software has exceeded my expectations. As the Quality Manager I track a lot of details at the company and I have tracked the impact of ProNest. Some exact results include a 61% reduction in programming time, the job costing process has improved using ProNest and is now more accurate and faster by 77%, part quality has improved by 23%. The financial impact of the project has also been astounding. I estimate that ProNest has saved us at least €185 per day of production. So that equates to €4,070 per month or more than €48,000 in a year. It's a great return on the investment we made. ProNest gave our company a solution that I am convinced no other software can give. It increased our productivity plus the flexibility it added to the waterjet programming procedure is priceless".



Tsichlakidis Kostas
Hatzioakimidis S.A.

ProNest[®] Advantage

Here are just a few examples of the benefits you can achieve when using ProNest to program your waterjet machine:

- Use the **Quality** designation as a means to assign different feedrates to the entities of a part, and control the resulting surface quality
- Use **Dynamic Piercing** to maximize piercing efficiency on thick plate by rapidly moving the nozzle in a cyclical motion so that jet "rebound" does not get in the way of the incoming water stream
- Use **Variable Feedrate, Nozzle Dwell and Pierce Pressure Parameters** to maximize productivity and part quality
- Use **Advanced Common-Line Cutting** to automatically or interactively nest and common-line cut an unlimited amount of parts together on the same nest; resulting in a reduction in pierce cycles and cutting time
- Use **Nest Background Image** to avoid producing scrap parts where the work material has surface defects; simply import a digital picture of the material and superimpose it onto the ProNest work area allowing manual nesting to occur around any blemishes
- Use **Collision Avoidance** to eliminate the chance of nozzle collisions and significantly reduce production time through a combination of moving lead in/out positions, developing avoidance paths around possible tip-up situations, and by using partial or full head raises



TECHNICAL BRIEF

For More Information

Learn about MTC Software programming solutions that can help your company improve productivity and part quality, plus increase profitability.

Visit our website at www.mtc-software.com or call your local office.



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