



# THE KEY TO MASTERING YOUR REVENUE

BY CHARLIE KING, OWNER OF IDM & EUROTECH GOLD CUSTOMER



*Alen Arbutino (New England Tool), Jeff Walz (Eurotech) and Charlie King (IDM)*

Charlie King, Owner of IDM and one of our valuable Gold customers, shared his story and talked about his decision to invest in Eurotech. Located in Somersworth, New Hampshire, IDM is a modern high-tech CNC machine shop. IDM decided early on to work at the leading edge of technology, to develop the capabilities to engineer, manufacture, and prototype through the use of the latest in state-of-the-art CAD-CAM software, as well as the most modern CNC milling and turning centers.

When IDM researched for multi-axis they realized that a tool changer B-axis mill/turn machine was much too slow for most parts with turning and milling in their size range. They compared the Integrex to Nakamura. The cycle time estimate for Integrex would have taken eight minutes of tool changes and required two machines to get the necessary volume; in comparison the Nakamura could do it on one machine, a triple turret live tool machine. “Our first multi-axis turning center purchases were two triple turret Nakamuras. Our volumes continued to increase. We needed to buy more equipment. At this time, we had heard about Eurotech and started to look into their ‘Speed Challenge.’ IDM took the Eurotech challenge and Eurotech engineer, Larry Greenawalt, guaranteed to be 10% faster on a two turret Eurotech than on IDM’s three turret Nakamuras.

“The Eurotech investment was a little more than the Nakamura but we figured that a 10% speed increase would pay for itself quickly, so we invested in the Eurotech Trofeo 710SY2.”

*“We were shocked! On the identical part, one month’s production on the Eurotech gave us 38% more revenue! This jump from 10% to 38% comes from Eurotech’s innovative technology that enhances throughput. Now that we’ve had the machine for a long time, we can always expect at least 2.5 X the cycle time difference in added revenue. For example, if we are 10% faster we see at least 25% more revenue!”*

*“The Eurotech is incredibly user friendly, much more so than the Nakamura. In comparison the Nakamura is as friendly as a fist in the face. The speed/ throughput features work together to build an amazing amount of revenue.”*



## IDM made a list of **10 points that summarized WHY THEY WERE ABLE TO INCREASE THEIR REVENUE BY 38%:**

1. The ladder logic is far superior.
2. Parts gantry system is top notch, no part jamming, the system removes remnants, and no interruption to cut time.
3. Clearshift© sub-spindle saves time and is easier to program, plus safer!
4. Alarm documentation is easy and accurate.
5. Eurotech engineers know the product better and can give quicker answers.
6. The tool load monitoring is so much easier to use and eliminates most bumps.
7. Set-up is easier due to feed-hold capability during cycle execution.
8. The programming manual is fantastic.
9. Programming and debugging is clearer because you can control both from either head.
10. The pick-off is much more reliable.

IDM continued to see an increase in volume and once again needed more machines. “Honestly, I liked the Doosan salesman. I looked at the dual turret machine. For the price, I wanted to love it; wanted to buy it. The initial impression was favorable. The machine looked good. I ran it against a stopwatch and realized we couldn’t go with the Doosan due to its speed. I would have saved on the initial cost but would have lost much more in revenue. Using a Doosan would have been like ‘driving in the Indianapolis 500 with a Chevette. The increased throughput that Eurotech gives is the key to mastering your revenue.” IDM has since invested in four more Eurotech multi-axis machines: the Trofeo and Multipla models.

***“We run the Eurotech Trofeo 24 hours per day, obtaining 20-22 hours per day uptime and the rest for tool change, quality and set-up. We have put through \$500,000.00 on an annual basis on the one machine. We conducted our own test and proved that Eurotech is faster. We are at 70% lights out, completing parts in one operation with the right accuracy and can offer our customers low prices. We wrote our own program to test chip-to-chip time of both static and live tool index and engagement; the Eurotech was much faster than the Japanese competition and our productivity is 38% greater with a Eurotech dual turret vs. a Nakamura three turret.” – Charlie King, Owner of IDM***



**“THE 38% INCREASED THROUGHPUT THAT EUROTECH GIVES IS THE KEY TO MASTERING YOUR REVENUE.”**

**-CHARLIE KING, OWNER IDM**



**Integrated Design & Manufacture**  
Success Through Technical Excellence

