



MiSUMi

IT'S ALL ABOUT TIME

WE ARE A ...



Manufacturer

Distributor

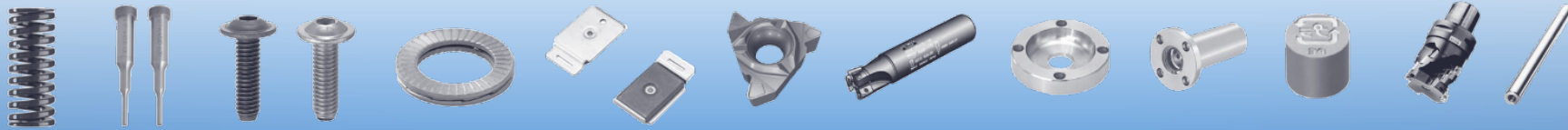
E-Commerce
platform
provider

www.misumi-europe.com



MISUMI WORLDWIDE

MISUMI is a global manufacturer of configurable as well as standard mechanical components and distributor of indirect production materials.



THE MISUMI QCT CONCEPT



QUALITY

High product quality due to strict quality guidelines



COSTS

Competitive prices



TIME

Unbeatable lead times

MISUMI WORLDWIDE

A global company with more than 50 years of know-how



62 SALES OFFICES

16 LOGISTIC CENTERS

23 PRODUCTION SITES

11,000 EMPLOYEES

2,4 Billion Euro GLOBAL REVENUE

261,000 CUSTOMERS



MISUMI HISTORY

More than 50 years of quality and development



1963
FOUNDATION IN
JAPAN

1988
FOUNDATION OF
MISUMI USA

1985
PORTFOLIO
ENLARGEMENT
1st Plastic
Mould catalogue

1991
PORTFOLIO
ENLARGEMENT
1st Factory Automation
catalogue

2012
ACQUISITION OF
Dayton Progress
Corporation

2015
Good Factory Award by the Japan
Management Association



2017
EC 5.0 Platform with
>17 Mio. Components

Logistics Relocation and start
of Warehouse expansion

1972
Expansion in Asia and
establishment of further
regional sales offices

1965
PORTFOLIO ENLARGEMENT
by launching Press Die products



2001
Merge with Suruga Seiki CO., LTD
(manufacturing company)

2003
FOUNDATION OF
MISUMI EUROPA

2018
Office Re-Location
to Frankfurt



REDUCING CUSTOMERS' PROCESS COSTS

We make our customers' lives easier; with faster and more cost effective deliveries

MISUMI TCS

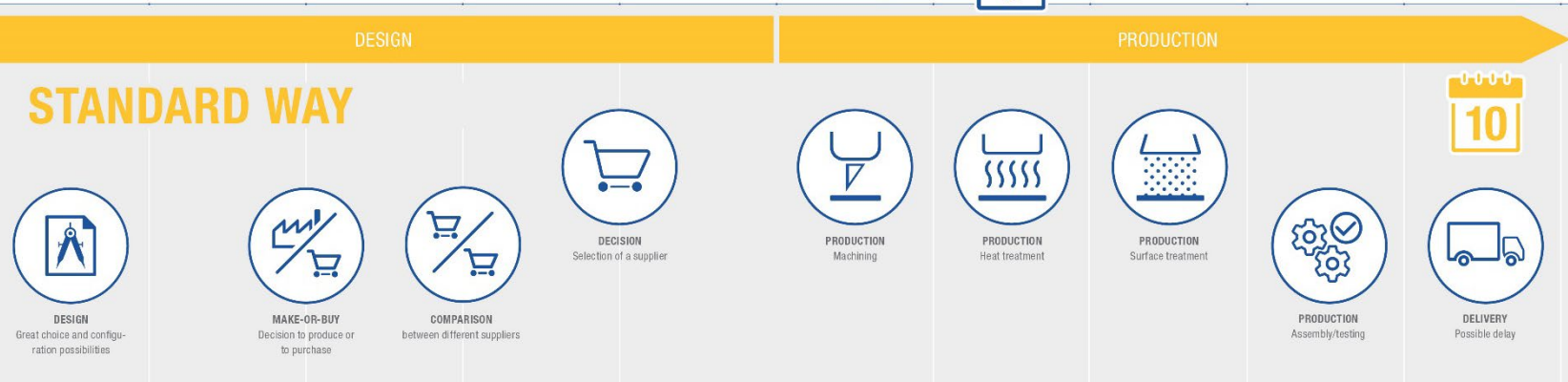
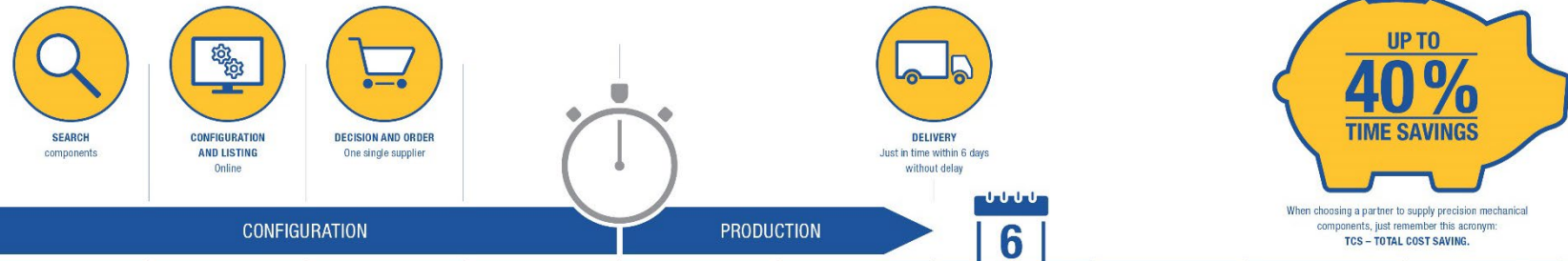
40% TIME OPTIMIZATION

When so many clients already benefit from the advantages offered by MISUMI TCS, why wait? Become a MISUMI client without delay.

PARTNER REFERENCES



CUSTOMER REFERENCES



WE ARE A ...



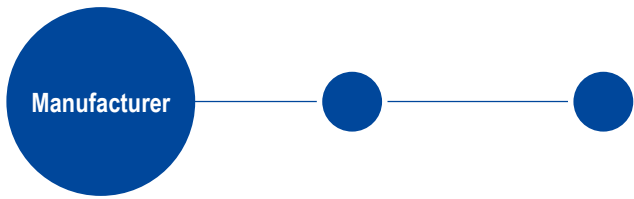
Manufacturer

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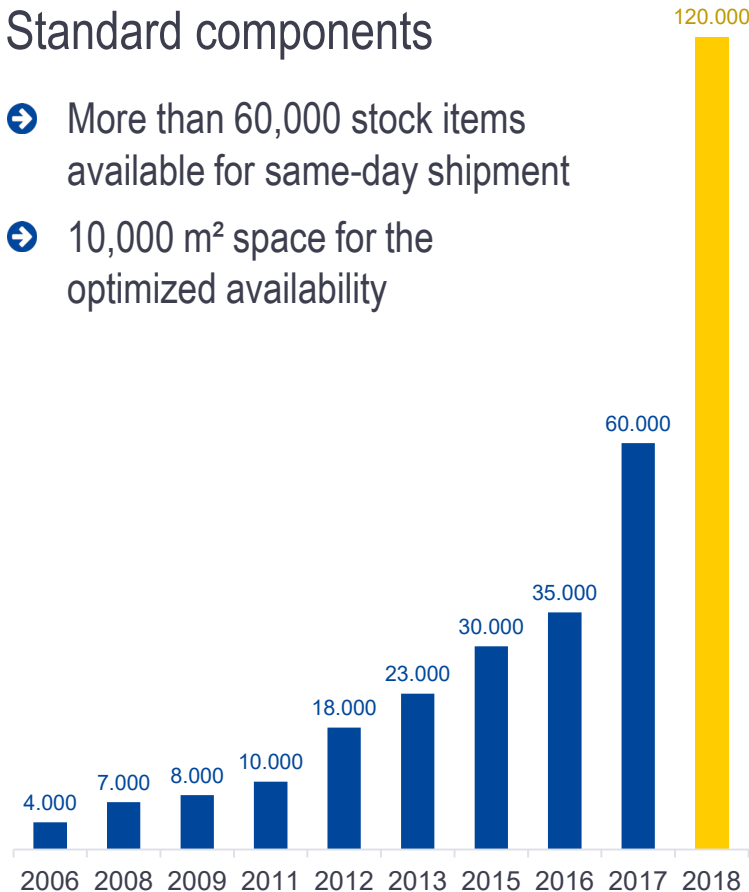




MISUMI is a global manufacturer of standard and configurable mechanical components for Factory Automation, Press Die and Plastic Mold Industries

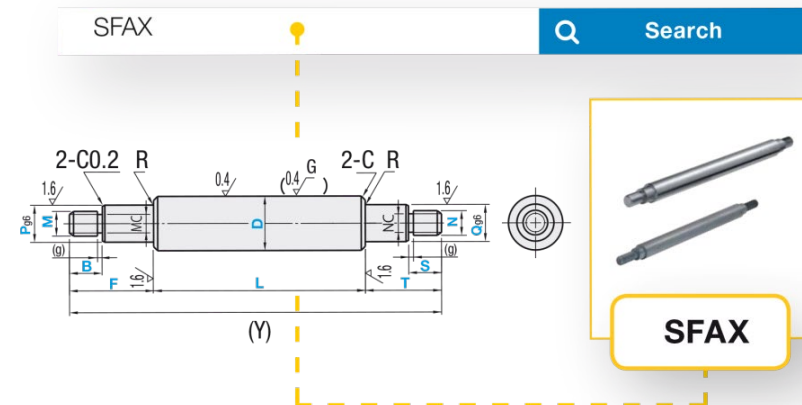
Standard components

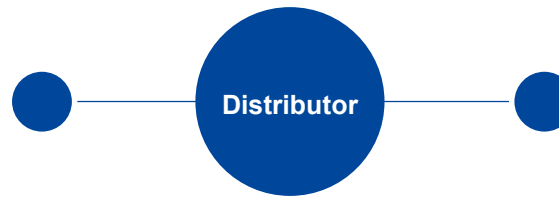
- ➔ More than 60,000 stock items available for same-day shipment
- ➔ 10,000 m² space for the optimized availability



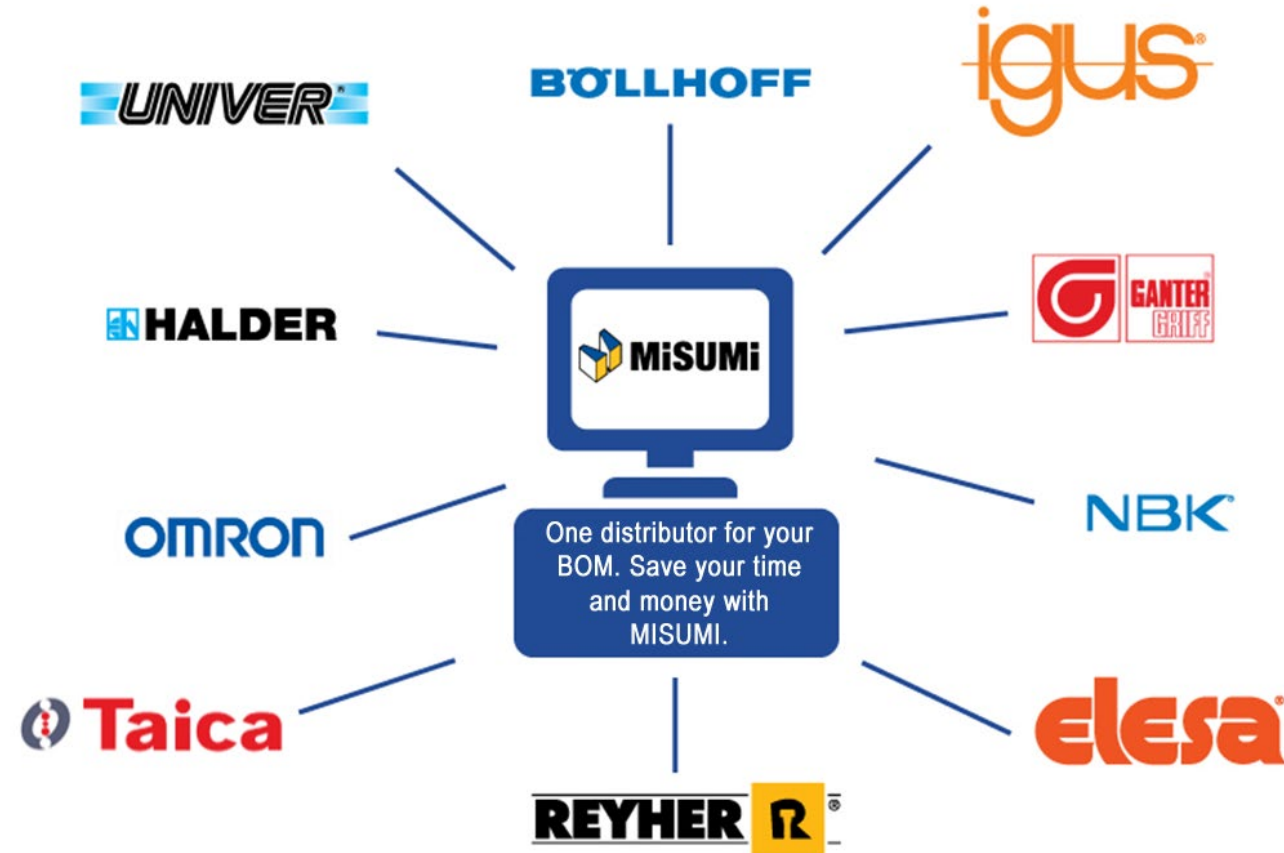
Configurable components

- ➔ Pre-selection of products by choosing specifications/dimensions
- ➔ Configure 100,000 parts online in up to 0.01-mm increments
- ➔ Free CAD download in several native formats





Beside manufacturing its own components, MISUMI is also a distributor –
As a result of this product range extension, MISUMI now covers all industry demands



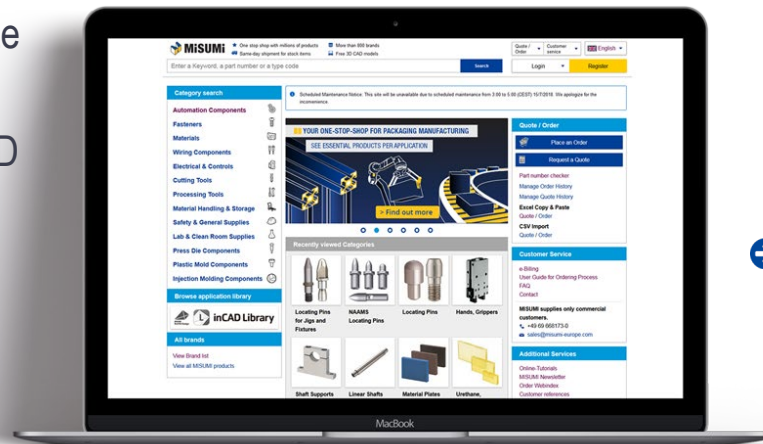
➔ More than 1.500 European and Asian brands

➔ Many also available on same-day shipment



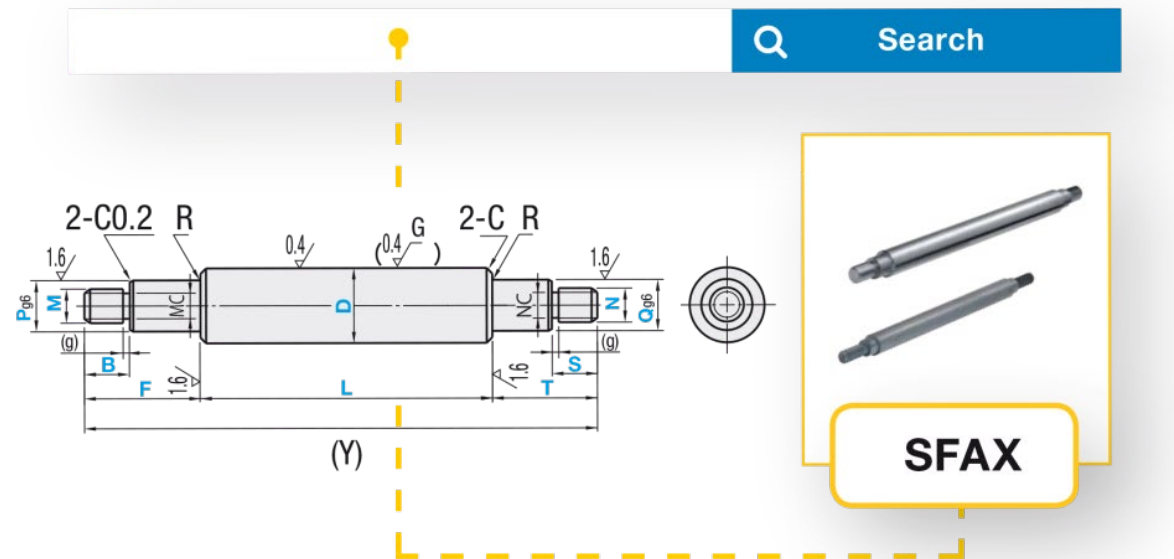
Our One-stop-shop concept allows you to save time and money – How do you benefit from the MISUMI Online Shop?

- ➔ Purchase everything from 1 supplier to minimize your process costs
- ➔ Download 2D and 3D CAD models in various native formats for free
- ➔ Get quotes and create orders instantly in our online shop



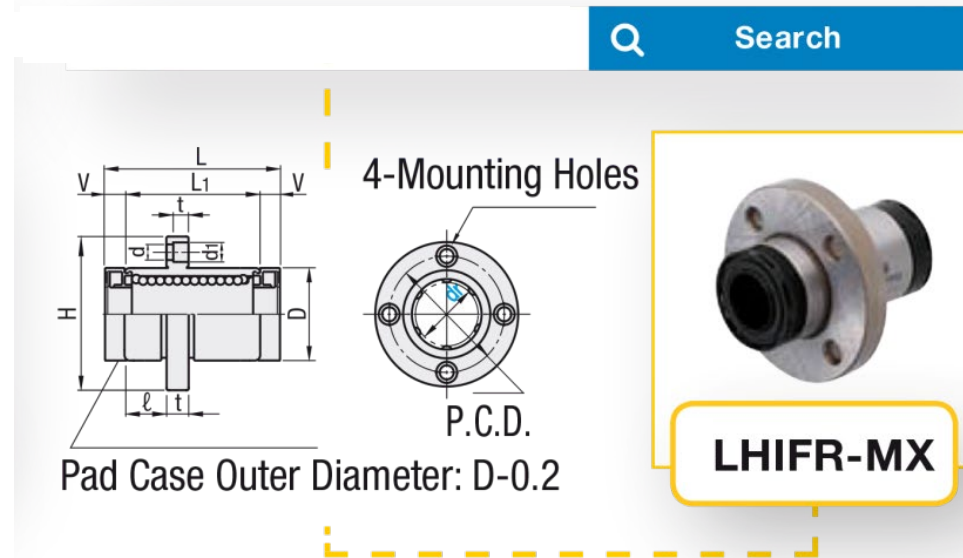
- ➔ Control your purchases with MISUMI e-procurement solutions: access products directly from your system and automate most processes
- ➔ Let us inspire you! Find your desired application in our comprehensive collection inCAD Library

PRODUCT CONFIGURATION PROCESS



- ➔ Simple navigation through picture-based category lists
- ➔ Search by keyword, part number or brand
- ➔ Specifications comparison within a product line, e.g. linear shaft

PRODUCT CONFIGURATION PROCESS



- ➔ Online Configuration for more than 100.000 parts
- ➔ Pre-selection of products by choosing specifications/dimensions
- ➔ Configurable components in up to 0.01 mm increments
- ➔ Free CAD download in 40 different native formats



inCAD Library

inCAD Library as inspiration pool for designers



No.000153 Lifting Mechanism Using Rack and Pinions

Related Category

- Transfer/Moving
- Drive Mechanism



No.000156 Dual Centering Mechanism

Related Category

- Positioning/Clamping
- Drive Mechanism



No.000208 Table Lifter

Related Category

- Transfer/Moving
- Drive Mechanism



No.000268 Foreign object suction mechanism

Related Category

- Drive Mechanism
- Workpiece Treatment



No.000242 Pusher mechanism

Related Category

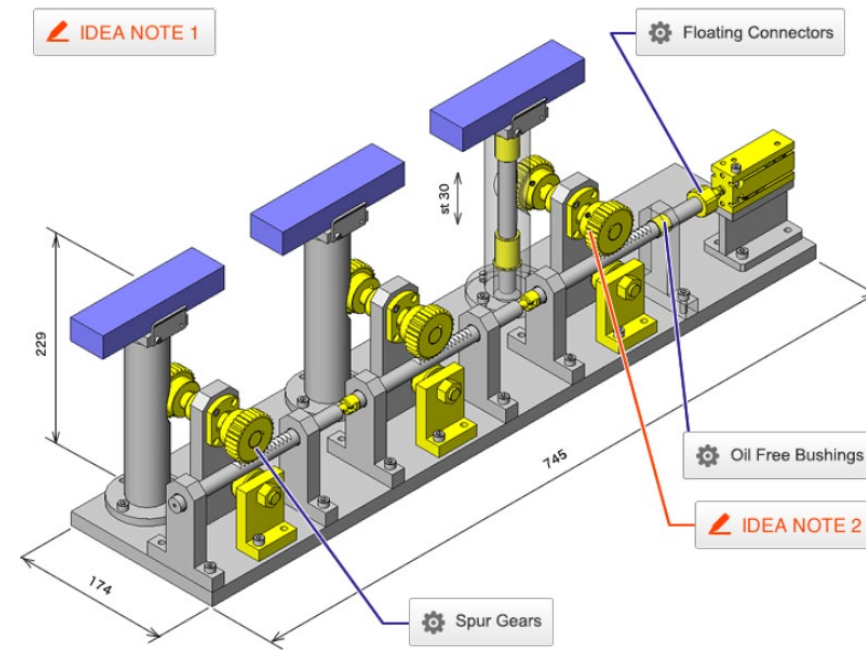
- Transfer/Moving
- Accumulation/Separation



No.000223 Stacking Mechanism Using Cylinder

Related Category

- Transfer/Moving
- Accumulation/Separation



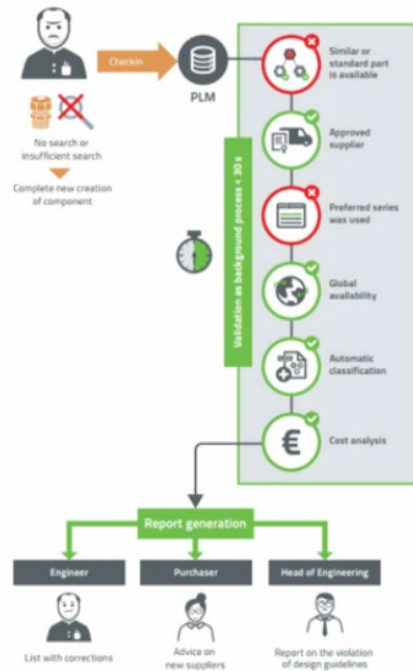
More than 200 application examples including CAD data and bills of material



PURCHINEERING & MISUMISATION

PURCHINEERING & MISUMISATION

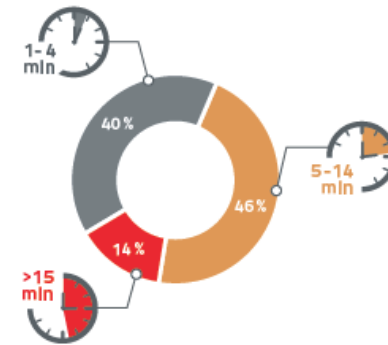
Purchineering 2.0



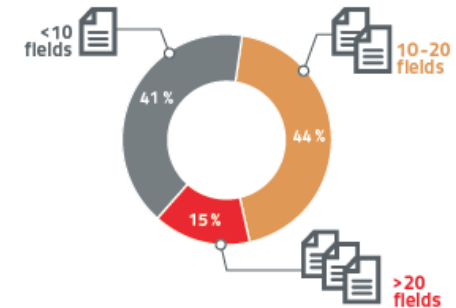
Source: survey parts management & product development processes in the industry. CADENAS 2015

Avoiding the creation of new data files means saving costs

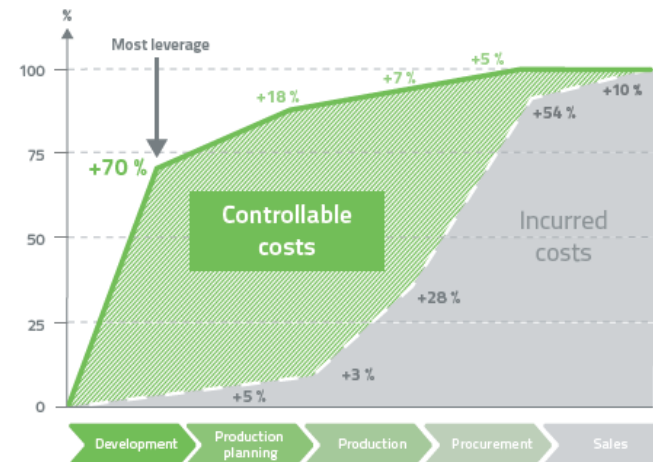
How much time do you need to create a new component in the system (PLM & ERP)?



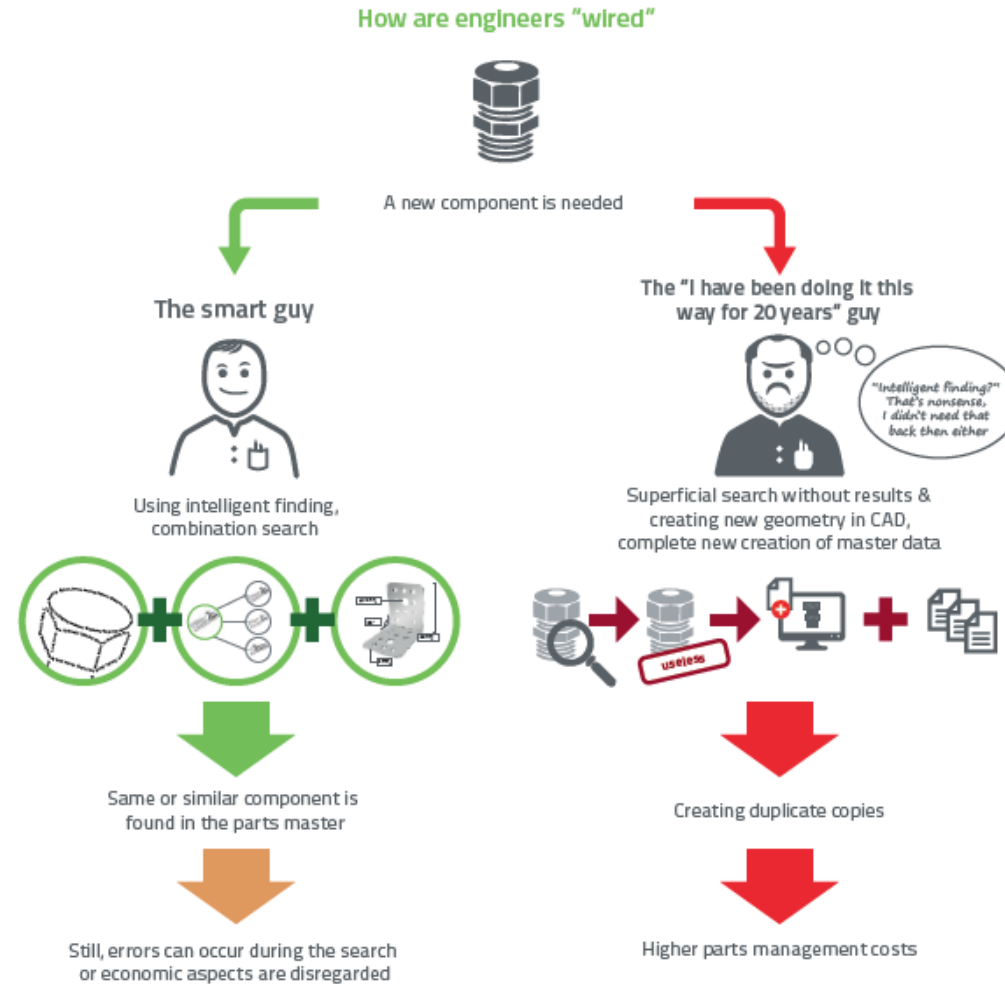
How many fields do you have to define in your company when creating master data?



Source: survey parts management & product development processes in the industry. CADENAS 2015



PURCHINEERING & MISUMISATION



TCS

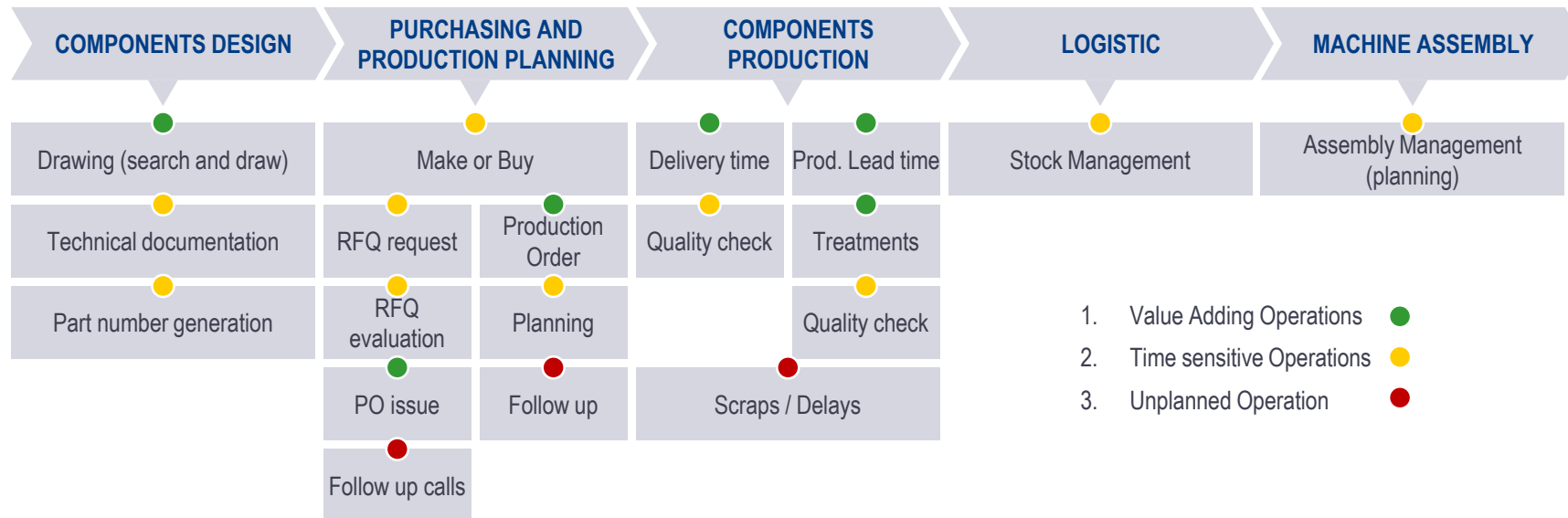
“Total Cost Saving”



TOTAL COST SAVING

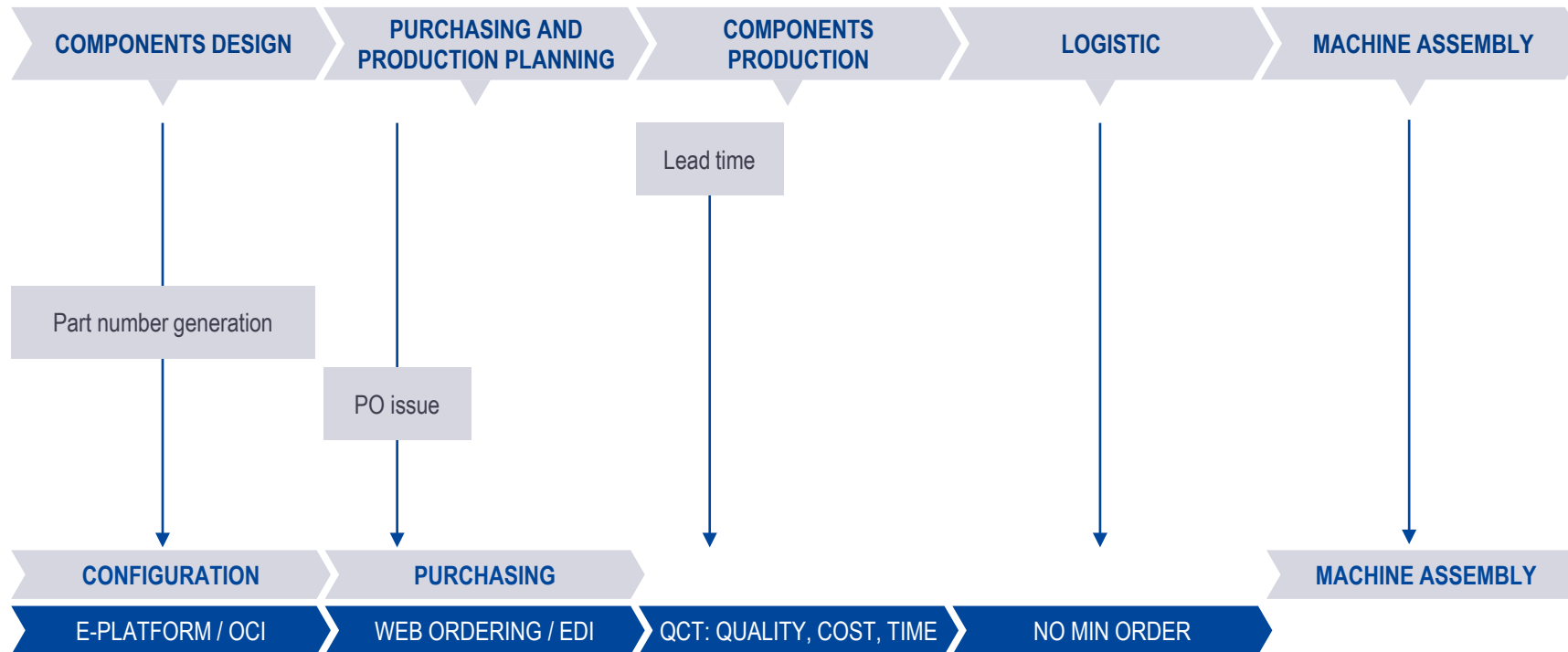
TOTAL COST SAVING

(VALUE CHAIN MACRO FLOW)

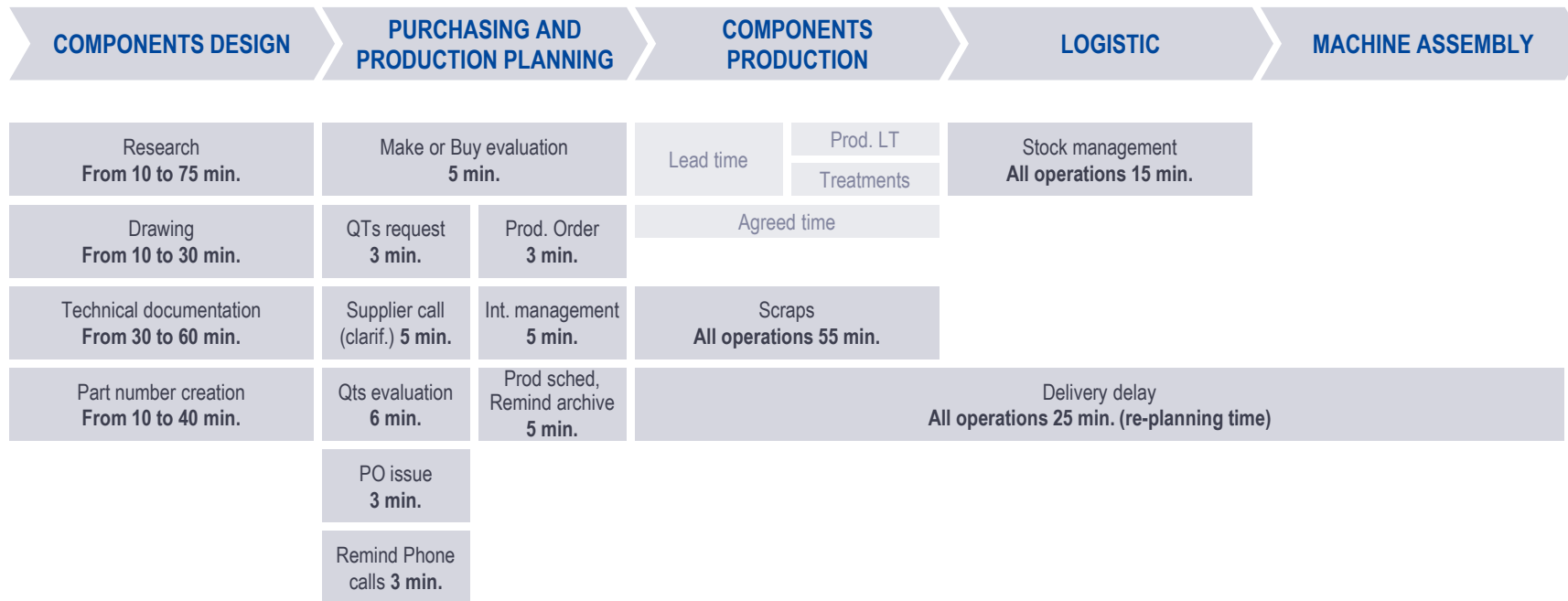


TOTAL COST SAVING

(MISUMI operations flow)



AVERAGE TIME SPENT FOR SINGLE OPERATION FOR EACH ITEM



DESIGN PHASE

Saving into Design activities

DESIGN PHASE ACTIVITIES FOR NON-CORE PARTS (TRADITIONAL)



- ➔ Drawing research not always effective and efficient and very time consuming
- ➔ Risk to create duplicate part number
- ➔ Increase of the # of drawings for simple basic parts (not standardized)

Simple parts drawings



DESIGN PHASE ACTIVITIES FOR NON-CORE PARTS (MISUMI WAY)

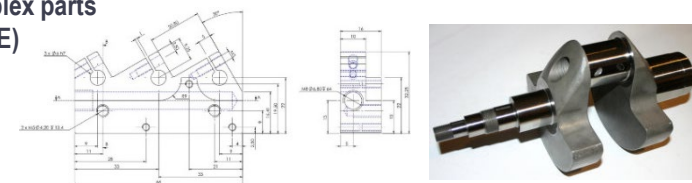
CONFIGURATION



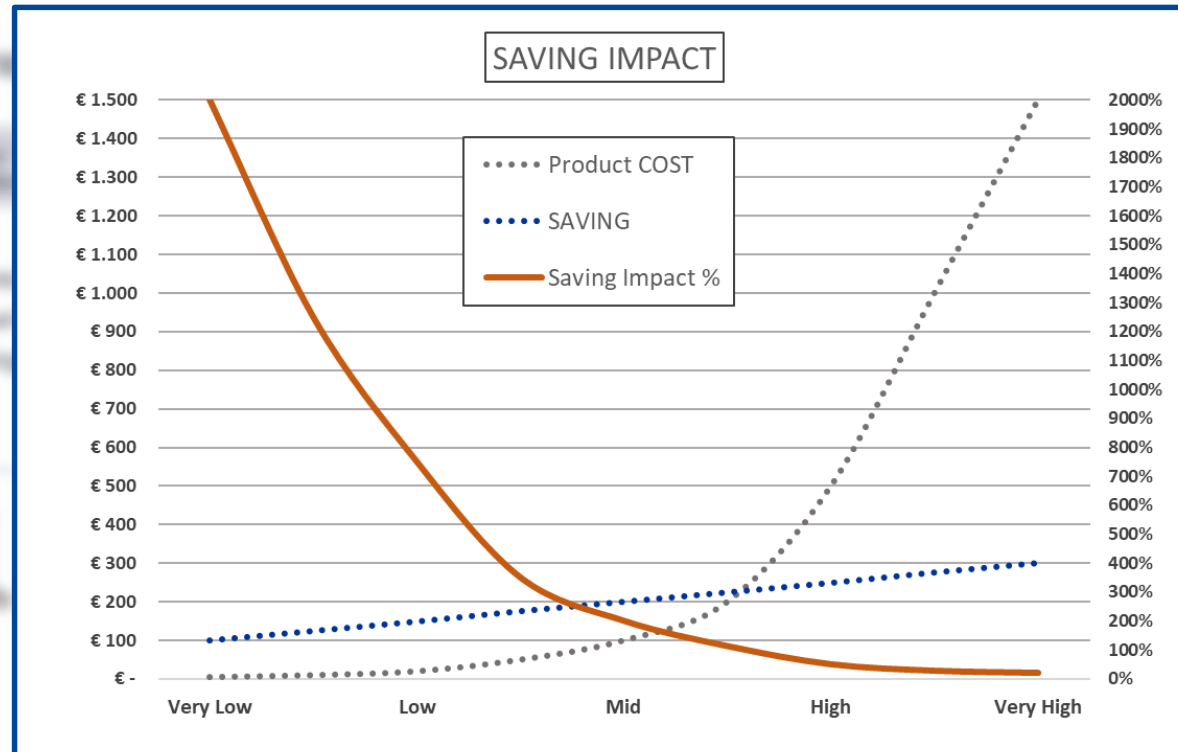
- ➔ Fast and optimized process (e-platform)
- ➔ Already standardize components
- ➔ Commercial code creation (unique and worldwide available)

SAVE TIME IN ORDER TO DEDICATE IT FOR MORE VALUE ACTIVITIES

Complex parts (CORE)

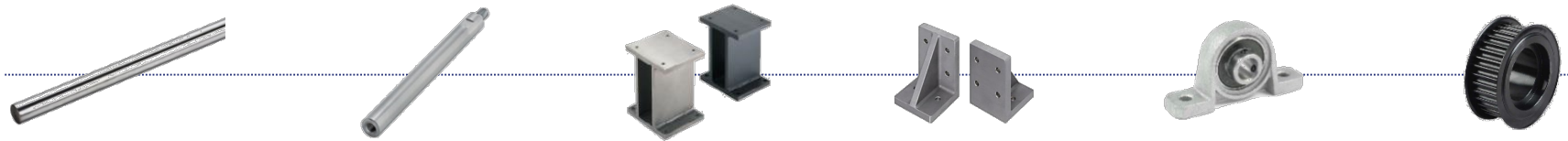


Saving into Design activities



Comparison R&D activities

During an internal investigation, aimed for a university thesis, we have interviewed some customers (potential and already acquired) to compare time for draw some specific items (below). Total time includes: research on ERP, drawings, cartouche and code creation. Then, we have compared with MISUMI average configuration time from expert and beginner user.



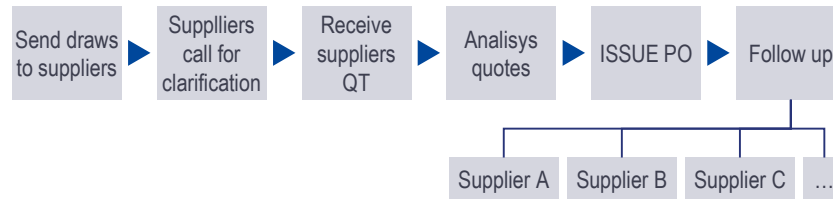
CUSTOMER DETECTED AVERAGE TIME (min)						
ITEM	COMPLEXITY	SEARCHING ADJUSTING		TECHNICAL DRAWING	CODE CREATION	
		PDM software or research engine	manual research		easy process	complex process
LINEAR SHAFT	easy	from 10 up to 25 min	from 30 up to 75 min	from 10 up to 30	from 10 up to 20 min	from 20 up to 40 min
ROTARY SHAFT				from 25 up to 90		
WELDINF STANDOFF	complex	from 10 up to 25 min	from 30 up to 75 min	from 25 up to 90	from 10 up to 20 min	from 20 up to 40 min
ANGLE PLATES	mid					
BEARING WITH HOUSING	mid	from 10 up to 25 min	from 30 up to 75 min	from 25 up to 90	from 10 up to 20 min	from 20 up to 40 min
PULLEY						

MISUMI TIME (min)		
USER		AVERAGE
EXPERT	BEGINNER	
5	5	5,5
8	10	9,0
3	13	8,0
5	7	6,0
4	6	5,0
10	14	12,0

Purchasing & Planning

Saving at Purchase & Planning activities

PURCHASING & PLANNING ACTIVITIES (TRADITIONAL)



- ➔ Time consuming and fragmented process
- ➔ Multiple suppliers involved for the evaluation and also for the production phases
- ➔ All aborted QTs request are wasted time

PURCHASING & PLANNING ACTIVITIES (MISUMI WAY)

MISUMI E-SHOP

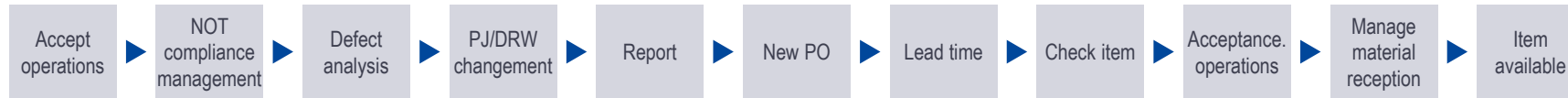
- ➔ Direct web QT (24/7)
- ➔ Direct PO issuing
- ➔ Online manageable delivery
- ➔ One-stop supplier
- ➔ Short delivery time
- ➔ 99%+ on time delivery
- ➔ Possibility to add internal data info
- ➔ Order history available
- ➔ Possibility to create project folders

N.	Riferimento articolo cliente Cod. comp. Nome prodotto Nome Azienda	Quantità	Purch. unit price	Importo (EUR)	(Località di spedizione) Per il quantitativo ordinato 1. pz. Viene applicato un Delivery
1	LB LMU16 LINEAR BUSHING (73g) MISUMI	1	3,76	3,76	(Frankfurt/DE) 01.03.2018 ** (20.02.2018)
2	SS SSTHR15 SHAFT HOLDER (78g) MISUMI			23,89	(Frankfurt/DE) 01.03.2018
3	LS SFJ15-350 LINEAR SHAFT (489g) MISUMI	1	9,14	9,14	(Frankfurt/DE) 01.03.2018

Quality check and Scrap

Compare Non Core activities (scrap)

QUALITY CHECK (AND SCRAP) (TRADITIONAL)



- ➔ Time consuming process due to operation fragmented
- ➔ Delays in following operations (production/ assembly)
- ➔ Very expensive process

QUALITY CHECK (AND SCRAP) (MISUMI WAY)



0,002% of scrap possibility
over million of delivered items

SAVING CALCULATION

AVERAGE MINUTES OF MAN WORKING TIME AND DAYS OF DELAY RELATED TO A NON CONFIRMITY



a) Cost (working time)

COST	
TARIFF	
Description	Minutes
Check item	5
Not compliance management	5
Defect analysis	10
Project/drawing changement	10
Reports	10
New purchase order	2
Check item (second)	5
Acceptance operation	4
Manage material reception	4
TOTAL COST SAVIG	55

Average time spent by factory for each item scrap

b) Time (pure delay)

TIME	
Description	Day(s)
Waiting time from phase 1 and 2	0,5
Waiting time from phase 2 and 3	0,5
Waiting time from phase 3 and 4	0,5
Waiting time from phase 4 and 5	0,5
Waiting time from phase 5 and 6	0,5
New LEAD TIME (URGENT)	6
Waiting time from phase 7 and 8	0,5
Waiting time from phase 8 and 9	0,5
Waiting time from phase 9 and 10	0,5
TOTAL TIME SAVED	10

Average waiting time for receiving new compliant product

Machine Assembly

SAVING CALCULATION

HOW DELAY AFFECTS PRODUCTION TIME (AND QUALITY) AND RELATED COST



Time	Working time of the assembly workers	Assembly workers overtime to make up for the lost time	
Quality		Risk of errors due to speed up operations	Risk to validate not compliant product
Cost	Working time minutes of the production planning		Penalty to be paid in case of late delivery

Average time spent by factory production planners for each item delivered with delay

Time (plus general machine assembly process time)

ON TIME DELIVERY (traditional way)			
ACTIVITY	TIME (min)	nr of Items	TOTAL
PHONE CALLS with suppliers	5	N	times N
COMPLAINS	5	N	times N
RE-SCHEDULING	10	N	times N
OTHER (reporting, meeting...)	5	N	times N

PRODUCTS BY APPLICATION AREA



- ➔ Get essential products per application
- ➔ Components for body-in-white, powertrain and packaging industry at a glance
- ➔ OEM supplier lists available
- ➔ Our network of design houses provide innovative solutions, increase your flexibility and improve your output



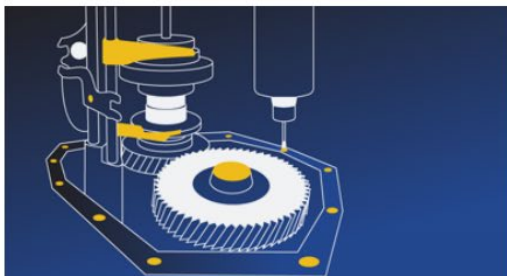
Jigs and measurement fixtures



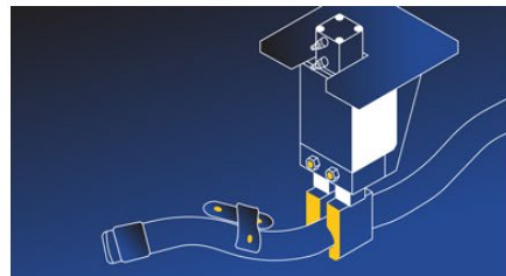
Gripper



Transport



Assembly & Inspection

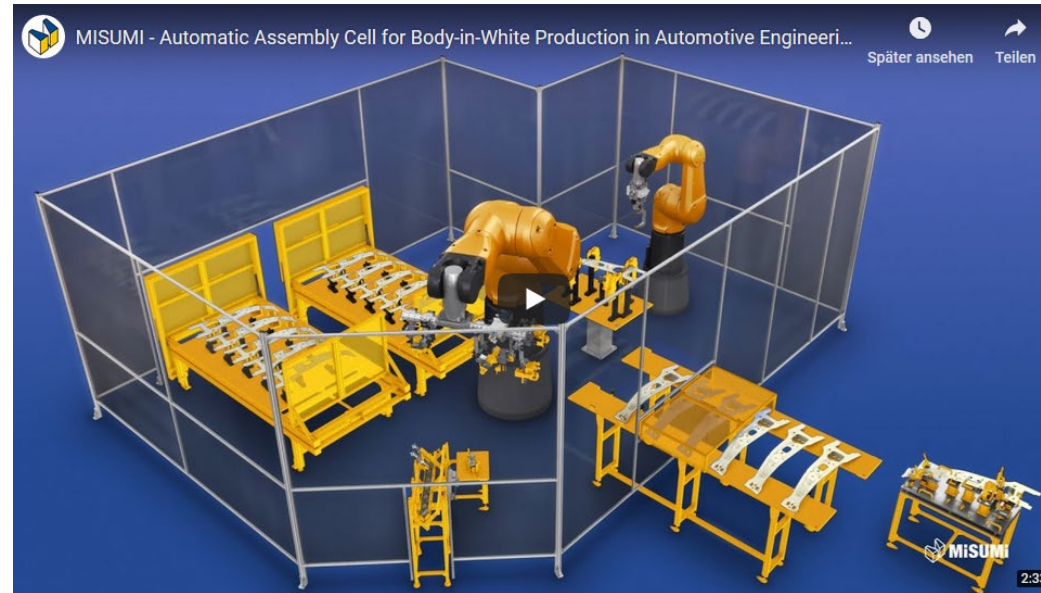


Positioning & Clamping



Workpiece Transport

BODY-IN-WHITE PRODUCTION CELL



PRODUCTS BY APPLICATION AREA



Products by application area

Find a wide range of products and applications for your industry. MISUMI is your one-stop-shop for automotive and packaging industry.



Body-in-White Production



Powertrain Manufacturing



Packaging Manufacturing

IT'S ALL ABOUT TIME

From design to purchase – MISUMI is your partner

Wide product range:
More than 20 million products

Configurable components:
In up to 0.01-mm increments

Free download of CAD models:
2D and 3D CAD files in various native formats



No mark-up for small-volume purchases:
Delivery from 1 piece

Short lead times: More than 100,000 configurable
parts are ready for dispatch within four days.

Continue increase of stock
items - Available for same-day shipment

www.misumi-europe.com

