

# Elscint Ahead



- ▶ FEEDING IN THE LATEST
- ▶ NEW TOP BOWL EXPORTED TO SAUDI ARABIA
- ▶ CARONA INDUCED 21 DAY LOCKDOWN

Components for which systems are available

## *Feeding In The Latest . . .*

*Monish Shete*

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This edition of the Elscint Ahead Newsletter reaches you as India and most of the world is in an unprecedented lockdown. The second news story details the same, while the first is about a recently supplied bowl feeder to Saudi Arabia. As usual, you can write to us with your feedback and also download the back copies of the [Elscint Ahead Newsletter](#) and the [pdf version](#) of this newsletter.

### **New top bowl exported to Saudi Arabia**

[Elscint](#) recently manufactured and exported only the top bowl for an old vibratory bowl feeder which it had supplied almost 10 years back. The component for which the bowl was made changed and hence, the requirement for supplying a spare bowl arose. The earlier part was having dimensions 8.5 x 8.5 x 12.5 mm ht. plus there was a screw on the top. The new part was having dimensions 8.5 x 8.4 x 12.5 mm ht with a screw on the top. Earlier both the width and length were the same and it was not required to orient the part with respect to either of these. However, with the changed dimensions, this requirement arose. The difference in the width and length being just 0.1 mm, the part became very difficult to orient. The speed required earlier was just 25 parts per minute. Now the requirement was increased to 60 parts per minute. The vibrator drive, even being 10 years old was working as good as new condition and hence did not require replacement. Elscint used a conical bowl fabricated from stainless steel. It not only helped in orienting the component but also ensured that the small difference between the length and width was taken into account. The screw was required to be on the top. Provision was made to ensure that parts without screw and only the screws, if any, were removed from the bowl. The parts being metallic and the bowl too being made of metal, there was a lot of noise and hence, Elscint provided its popular Elscinthane PU coating to eliminate the metal to metal contact between the metal bowl surface and the components. This helped reduce the noise level from 78 Db to just about 70 Db. The bowl was completed within 3 weeks and shipped by air freight to the customer's premises in Saudi Arabia. [You can have a look at the video of the same.](#)



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## Carona Virus induced 21 day Lockdown

There is an unprecedented situation which the whole world is facing right now. At present more than 300 crore people out of the world's population of 550 crore (which translates to almost 60%) are under some sort of lockdown. The lockdown is almost total in India while in other countries, some sort of manufacturing is still going on, though truncated. In India, the lockdown is for 21 days

Coming to the present situation, the same is very dire, not just for health reasons but also as far as economic conditions are concerned. Not just for one's organisation but also for one's country and the entire world. Once this problem is resolved, the timeline of which is unknown at this juncture, the world, including India is expected to go into a severe recession. This will be to an extent which we have never faced earlier, meaning that the earlier recession of 2008 would seem like a cakewalk. Hence, we need to be ready for ensuring that this does not reach us or if it does, the impact should be minimal.

All deliveries are obviously going to be delayed and everybody needs to put in more effort to complete them on priority once the world restarts. After restarting, there will be more pressure now to complete the orders fast as there will be some pent-up demand initially. Hence, it is imperative that one should start thinking on what can be done to reduce the impact of this unforeseen situation and find ways to get over it as well as how to ensure deliveries are prioritized.

If all work together, this grim situation can obviously be turned into an opportunity as the most fleetfooted as well as those who are adaptable to change are the first ones to survive. This is the basic Darwinian principle and this still holds true.

Coming to this unexpected long break, it is said that 21 days are required to make or break a habit. This means that if we start doing something regularly for 21 days continuously, it becomes a habit and we get used to it. Similarly, if we have to break any bad habit, it is just 21 days which are required. Hence, it is important that one does not get into any bad habit like getting up late, sleeping in the afternoon, lazing around or procrastinating. One should use this opportunity to learn something new, it can be anything, like cooking, playing any music, reading some good books, helping one's family members.

It can even be about bad habits like tobacco, cigarettes or liquor. Those who are have such habits, this is a godsend opportunity to use these 21 days to break the habit by stopping it. Believe me, it will help you in the future.

So what does the future look like?

- One thing is for sure, business or life is never going to be the same. As airline travel changed forever after 9/11, so shall 2020 be marked as the time after which there will be huge changes in the way we function or do business. Taking the next flight to meet a customer may not be the same again. There might be a lot of clearances which might be required like confirmation from customers, maybe a health certificate, who knows what else! This also might be the last nail in the coffin of Exhibitions, which are already on the wane! Online conferences and exhibitions might be the way forward.
- The world economy will surely bounce back but when and to what extent, is something which is open to debate.
- Further, one thing for sure, that a lot of small businesses, especially those in the tourism industry and retail, including restaurants are surely going to fold up as they just would not be able to absorb the rentals and wage costs during this intermittent period. Manufacturing too cannot be immune and will see a lot of churn, but this might help in weeding out the inefficient players. This is a huge opportunity for companies who can survive the bloodbath by being agile and having adaptability to change. Hence, it is imperative that one uses this period to think on how to adapt and come out of this situation.

What should one do in this situation?

- Try to innovate and develop new products, try to streamline present operations to weed out waste, increase productivity by trying to increase the per person revenue and ensure that excess manpower (especially the bottom 15%) is eased out, without compromising on work.



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