

Elscint Automation

The Elscint Newsletter

12/2007



Topics covered in this Newsletter –

- 1. Focus on exports!**
- 2. Elscint high speed vibratory cap feeder for capping machines**

In this newsletter, as usual two topics are covered, one explaining Elscint's relentless pursuit of exports and another about a special type of high speed bowl feeder developed for feeding of caps. The main reason for India's growing exports is the exports undertaken by various small organizations like Elscint. As they work towards improving the quality of their products, they gain more and more acceptance in the global markets. This not only helps them to further improve their products and processes but also benchmark themselves against the best in the world.

We hope you find this edition of the newsletter informative and useful and would be happy to receive feedback from your end on the same as well on making the newsletter better. In case you do not want to receive this newsletter, please send us a blank mail to sales@elscintautomation.com with "unsubscribe" in the subject line.

1. Focus on exports!

Elscint has a distinct focus on exports and presently, almost 40% output is being exported to various countries, mainly in Europe. Elscint has exported to more than 25 countries uptill now including the USA, Australia, Switzerland among others (<http://www.elscintautomation.com/customers.html>). Elscint's vibratory feeders are having CE Marking, thus conforming to the stringent European safety norms for machinery safety, low voltage directive as well as the electro magnetic compatibility. In fact, Elscint's focus on exports makes it necessary for it to continuously update its technology so that it remains

amongst the top vibratory bowl feeder manufacturers in the world as far as quality of its bowl feeders is concerned. This in turn results in its customers getting world class products at a much lower price point! In fact, Elscint has recently bagged a single export order of Euro 55000! Though most of Elscint's overseas customers are one time buyers, it has started generating a lot of repeat orders from its overseas customers. Elscint's overseas customers are not only end users and original equipment manufacturers but also a few bowl feeder manufacturers source their requirement of vibrator drives, untooled bowls as well as tooled bowls from Elscint! This helps them source high quality products at a much lower price.

2. Elscint high speed vibratory cap feeder for capping machines

Elscint Automation manufactures a high speed cap vibratory bowl feeder for feeding of caps. Elscint manufactures a total of 6 vibrator drives and due to the high speed of this type of application, model 250, model 400, model 400 HD or model 630 is used for this application. Various sizes of caps can be fed in the same bowl feeder with slight changeover tooling. In fact, Elscint has designed a highly specialized tooling which can help reduce the change over time drastically. The change parts are all made in such a way that these can fit in the correct positions and there are no slots required for adjustment. Hence, even unskilled technicians can do the changeover tooling in very less time. Another advantage of this type of feeder bowl is that the bowl can handle caps where the length of the cap is more than the diameter. These types of caps are very difficult to handle and most vibrator feeder manufacturers do not commit high speeds for such caps. However, with the help of the special tooling designed by Elscint for this application, very high speeds are possible. In fact, Elscint can provide speeds as high as 250 to 300 caps per minute for such type of caps. In fact a leading capping machine manufacturer from India has recently shifted all its vibratory feeder requirements to Elscint due to the durability and high performance of Elscint vibrator bowls. The general manager of the capping machine manufacturer, informs that their present bowl feeder supplier was providing a speed of only 60 to 80 caps per minute (with lots of jamming in the bowl) and this was insufficient for their high speed machine. By switching to Elscint vibratory bowl feeders, they could not only increase the speed to 220 caps per minute but could also provide high quality, man-less and maintenance free vibrators to their customers. Additionally, Elscint provided this without the use of air for orientation or speed, thus reducing the running cost of the vibrator. Plus Elscint vibrators having CE marking, the stringent European safety

requirements are taken care of. Elscint can also provide base plates, stands and chutes, thus providing the customer with a total solution. Special stainless steel base plates and chute holders can also be provided in case of need. As Elscint has standardized on these types of bowls, most of the parts are kept in stock and hence, deliveries can be pretty fast. These type of bowls are available either in cast aluminium or stainless steel. The cast aluminium bowls are duly coated with Elscinthane bowl lining, thus improving the performance and life of the bowl.



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