

BDCommunicator

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Boston Digital Corporation Employees Newsletter

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Pictured above are BD employees and representatives from Carrier Corp. gathered for the first Carrier Shipments

CARRIER SHIPMENTS

An important milestone was reached at Boston Digital on January 15, 1992.....the first three of eighteen machines for Carrier Corporation reached full completion, including a strenuous runoff, and were shipped to their final destination for placement into production. The Carrier project has been the most ambitious job ever undertaken at Boston Digital and has involved nearly every employee, at all levels, over the past year.

In celebration, all Milford-based staff gathered for coffee and donuts on the factory floor and posed for a picture with the skidded machines. Brief presentations were made by Bob Newton, Chief Mechanical Engineer and Gregg Mitchell, National Sales Manager, both of whom are joint Project Managers for the ongoing project. In addition, Craig Erwin, staff Engineer from Carrier Corp., explained to all present the scope of the entire Scroll Compressor Program at his company, and what they have to

accomplish with Boston Digital's assistance.

The entire project, which is scheduled for final completion in April 1992, is certainly one in which all Boston Digital's employees can assume a large measure of pride and accomplishment.

by Gregg Mitchell

NEW BOSTOMATIC IN THE NEAR FUTURE.....

As announced by Joe Banafato at the last employee meeting, "project 253" is in full stride. Bob Newton and Alex Glekel are now working full time with Tom and Ara on the conceptual design of our new BostoMatic.

This machine is intended to strengthen our foothold in the toolroom and die shop market as well as open up new markets in areas where dynamic accuracy is of prime importance.

Planned introduction is scheduled for the Chicago IMTS show in

September of this year, with production units available in the second quarter of fiscal 1993. This machine will feature significantly improved accuracy and overall stiffness, higher horsepower, faster spindle speeds and faster feed/rapid rates on the X and Y axis....all for less money.

Manufacturing has begun to look at the machineability of the new components and Purchasing is actively (and aggressively) securing quotations for our required prototype and production quantities of commercial components. Very shortly, our project team will include people from other departments to finalize the machine configuration.

We will be providing design reviews and project status updates on a regular basis, but please feel free to stop Alex or myself at any time to answer any questions you might have. We welcome any input from all areas in Boston Digital and it will be greatly appreciated.

by Bob Newton

COOPERATION IS THE KEY

There's no need to remind anyone of the recent restructuring efforts and the impact on the amount of work available to anyone. You certainly don't have to look far to find it. Probably the most significant quality we have as a Company is the high level of skill and commitment in all of the functional areas. It seems that we have an opportunity to capitalize on our circumstances by re-dedicating ourselves to the philosophy of cooperation. Cooperation to the extent of individual goals and objectives may become secondary to

(Cooperation - Continued)

those of the Company. We should be aware of our direction and strive toward the same Company objective. Here are some ideas for all of us:

- being present where and when we are supposed to be, whether that be a meeting or building equipment.
- following through on our commitment to each other and the Company.
- spending our time the way we spend our money, on value and quality.
- understanding the other persons point of view and pressures.
- remaining objective and non-judging, keeping our eyes on the prize.
- and last, but probably most importantly, is to treat each other with the professionalism and respect we all deserve, and believing we are all pulling in the same direction.

NONE OF US ARE AS SMART AS ALL OF US!

Jim Warhurst



Pictured above is Hrayr Nazarian

CONGRATULATIONS!

Hrayr Nazarian was sworn in as a U.S. Citizen on February 3, 1992. To commemorate the occasion, the Engineering Department presented Hrayr with an American flag that was flown over the U.S. Capitol in his honor.

BostoMatic Model 415-3 to be Shown at Westec'92

The BostoMatic Model 415-3 equipped with the company's recently introduced BDC3200 Control will be demonstrated at Westec'92 in Los Angeles on March 23-26. It will be among the first demonstrations of the three and four axis machining capabilities of a BDC3200. The machine will be exhibited in Cutting Edge Technology's Booth #385.

The precision and versatility of the Model 415-3 will be demonstrated by machining a five-sided part. During each program cycle, four sides of the part will be machined by indexing the rotary "A" axis, with the fifth side of a separate part machined in a vise. One side of each finished part has a cavity similar to those required in moldmaking applications. Two other sides are mated surfaces, one raised and the other depressed, that can precisely interlock two parts together. The remaining two surfaces demonstrate the 415-3's engraving capability. The program for one of the engraved surfaces, including code to remove material from around raised characters, was generated with Boston Digital's exclusive Ngrave software.

by John Hedbor

HOW MANY HATS

It's no secret that you don't have to look very far to find something that needs doing! And, it's no secret that often what needs doing is, well.....not quite the ordinary task.

There was a good example of this when one of the two OKK machines went down on January 20, 1992. All of the "main parts" for our machines run through the OKK's and are considered to be a critical function. When one of the machines is down, the implications could be significant.

When Bill Robinson found out that a service person would not be available until February 10th, he decided on another course of action. Bill had taken a look at some repair prints and thought that he and Shawn Cary would give it a try. Together, they removed the mechanism, diagnosed the problem, found repair parts at a local vendor and had the OKK up and running before the end of 1st shift on Jan. 23. Not only did they fend off a very serious schedule and eventual shipping problem, they also saved the company a large sum in repair expenses.

It is amazing the number and diversity of "hats" that we wear and the resourcefulness that is abundant in our company. Great job, Bill and Shawn, for a wonderful example!

by Jim Warhurst

BOSTON DIGITAL EXPANDS DISTRIBUTOR SALES COVERAGE

Boston Digital is pleased to announce the recent appointment of Dave Sulak as District Sales Manager of a newly created sales territory in the Central West. Dave's new sales area includes the states of Minnesota, North and South Dakota, Iowa, Missouri, Kansas, Colorado, New Mexico, Texas and Western Wisconsin. Dave will be responsible for the appointment and management of a Distributor network to sell Boston Digital products in these states. In the past, sales in these states have been handled principally by direct Boston Digital personnel.

Several distributor organizations are currently being interviewed and evaluated for representation of our product line.

In other distributor news, MH Precision Systems, a BostoMatic distributor in the Southeast, has taken delivery of a model 415-3 for stock. This machine will be on display and under power for customer demonstrations at their Florence, Alabama facility.

A BostoMatic model 415-3 will also be shown at the Charlotte Machine Tool Show, March 10-12, at J&H Machinery's booth. J&H is a BostoMatic distributor covering the

Carolinas and Virginia.

To date, Boston Digital's new distributor network is responsible for securing machine orders from Acro-Molded Products, American Die Technology, Crescent, MH Precision Systems and Weldtech, Inc.

by Kirk Derousse

Boston Digital Announces Third Quarter and Nine Months Results

The Company announced a loss of \$150,000 (\$0.06 per share) on sales of \$4.3 million for the third quarter ended January 31, 1992, compared to a net loss of \$269,000 (\$0.10 per share) on sales of \$4.3 million for the third quarter last year.

Year to date (nine months) results showed noticeable improvement, with earnings of \$208,000 (\$0.08 per share) on sales of \$14.2 million, compared to a loss of \$595,000 (\$0.23 per share) on sales of \$13.0 million for the same period last year.

Year to date results, with earnings \$800,000 higher than last year, show the beginnings of a turnaround for Boston Digital. This is something we all worked very hard at and every employee should be proud of. Our on-target performance in this fourth quarter (targets are shipments of approximately 19 machines and a breakeven bottom line) will result in a profit for the fiscal year. This will be a significant accomplishment for the Company, since it will mean a profit for the year, a major improvement versus last year, and it will have been achieved during one of the worst economic climates in recent memory.

The recent downsizing has enabled the Company to operate at breakeven or better at a new machine order and shipment level of 5 machines per month. On average, we have met this order target during the last four months.

The planning and budgeting process for fiscal 1993 has begun. The basic

assumption management has made going into the process is that economic conditions will not get worse. We are optimistic that there will be some economic improvement in FY93, the timing and strength of which it is too early to predict. Accordingly, we will remain cautious from an investment and spending point of view until there are sure signs that the recovery has started.

We aren't out of the woods yet, but the outlook is improving, and when the rebound comes, Boston Digital is very well positioned to benefit from the recovery.

On behalf of the Operating Committee, a special thank you for the commitment and effort each of you has made; it has not gone unnoticed and is very much appreciated.

by Joe Banafato

Tech Center Update

As customer needs and requirements change, the Tech Center and Field Engineering strive to adapt and satisfy their needs. The following are some examples of these changes.

Peter Mastalerz, who was responsible for the New England area, has been relocated to Dallas, Texas. He will be filling a gap that has gone unattended with a full-time Service Engineer for almost two years now. As business increases in this area, it is important that Boston Digital be able to provide timely, cost effective service to our customers. With the central demographic location of Texas, as well as the convenient, well traveled hub of the Dallas International Airport, Pete will have quick, cost effective access to the West Coast, Chicago and Southeastern areas for service assistance.

Joe Kanaby, Field Manager for the Mid-Atlantic area, and Allan Civitate will be taking over the New England region in addition to their Mid-Atlantic responsibilities.

Jerry Simmons, formerly responsible for the southern most portion of the Southeastern region, will now be with the Tech Center full-time. He will also be assisting with quality functions, publishing a new technical bulletin for Field Engineers, conducting maintenance classes and providing technical assistance to customers and Field Engineers.

Barry Tognazzi is the newest member of the Tech Center. He was recently promoted to Field Engineer from Final Assembly. A recent graduate from N.E. Institute of Technology, with an Associate's Degree in Electronic Engineering, Barry will be providing machine installation and field support services nationwide.

by Rich Mezzanotti



Above is Barry Tognazzi taking a tech call

RETIREMENTS

Employees gathered for a luncheon at La Dolce Vita on December 13, 1991 to commemorate the retirement of three Boston Digital Employees. The retirees are:

Rudy Villani, with 11 years of service was employed as painter; Tom Tycks who joined us in 1983 worked in Mill Assembly; and Jack Silva with 7 years of service was also employed in Mill Assembly.

We would like to extend our best wishes for a very happy retirement!

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QUALITY WITHOUT COMPROMISE

Everyone at Boston Digital is committed to quality, but what are we doing to ensure continued improvement? Boston Digital's new Flagship, the BDC3200 control is being used to pioneer new areas in quality as well. A BDC3200 product group was recently assembled by Rich Mezzanotti and Dennis Winski to concentrate on the BDC3200 growth and development. The group consists of cross functional members representing all disciplines of the BDC3200 and Boston Digital. Members include Russ Boisvert, Norman Chapdelaine, Dick Evans, John G. Klauser, Bob Pearcey, Colin Stearman and Jim Warhurst.

The group's concentration revolves around a new philosophy change, "Install quality with test methods to prove it." New communication channels have been established; the idea is to surround the customer, listen to their needs, design improvements, document changes, measure the results and close the loop.

Presently the group is working on:

- Designing a training program along with some enhanced procedures allowing us to more fully test new revisions of software before release. Chris Micelotti and Norman

Chapdelaine will be video taping and documenting new procedures to be used for a cross training class in software verification. Selected candidates will attend the four-day cross training program before actual testing would begin. Presently, the testing responsibility has fallen on the Applications Department. We would like to get more people involved with some new ideas and input.

- Develop a software simulator for off-line testing. Presently, Dick Evans, Bob Pearcey, Rich Mezzanotti and Colin Stearman are working on developing a simulator that could be configured through a PC to simulate any type of BDC3200 or BostoMatic we produce. This would greatly reduce the amount of software testing now required, as well as eliminate the interruptions incurred by manufacturing while machines under construction are used as test beds.

- Data collection for statistical analysis. We are presently organizing methods to track: Customer input, Machine performance and Cost of quality. This information will be used to direct future developments with the BDC3200 control.

Finally, on the initial list of targets to attack is to develop standardized assembly procedures and process checklists for manufacturing and

field engineering. This is a major undertaking. Group members have been broken down into smaller subgroups soliciting many others to help in an organized effort to identify, document and standardize the manufacturing process. This information will be designed in an open architecture style format to allow easy modifications and updates.

Our goal is to continuously improve the quality of the BDC3200 through improved communications and standardized, more efficient processes. Our hope is to later expand this program to other quality areas within Boston Digital.

If anyone has any comments, ideas or suggestions, please do not hesitate to contact me anytime. I would be very interested to hear them.

by Rich Mezzanotti

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(508) 473-4561

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who submitted articles to this
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