



Reliability Center, Inc.
www.Reliability.com
804-458-0645
info@reliability.com

A Looming Opportunity **written by Charles J. Latino, President & Founder of** **Reliability Center, Inc.**

In all my 50 plus years of practicing reliability I have never seen a better opportunity to apply it than the present. Reliability, when properly applied, helps people to identify those problems that are causing their greatest losses. Then it solves those problems and records the solutions so that similar problems, occurring now or in the future can be easily eliminated.

Now you may be saying to yourself that you certainly already know the problems that cause your greatest losses. I used to say the same thing until I came across my first case of "frequency masking." You see, all of us can readily accept the enormity of the \$5 million dollar fire, or the compressor that shuts us down for three days. But few of us have the acuity to see the repetitive 15 minute conveyor shutdowns or the chronically plugged lines that can often times cost more than \$5 million dollars or the equivalent of 3 days of downtime.

The above are real examples. The first was a mining conveyor that shutdown four times in an eight hour shift for about 15 minutes each time. The second was a chain driving a feeder under a dryer that only the shift personnel knew about. They purposely carried chain links in their toolboxes to fix the problem at least two or three times during each shift. Every one of my clients have said, after I gave them our Reliability tools, "I never realized how big that problem is" or "I always treated that as just a cost of doing business."

Once you have the most significant problems identified you want to solve them and get back to producing quality products. We all feel this way. So what's the problem? Did you know that most problems are easily resolved? Notice I didn't say solved. Most of us use techniques available on the market today that only help us find the physical causes. The machine gets fixed and everyone is happy. But we have not resolved the root causes and those roots will continue to create problems for us. I'm sure that you realize that the real opportunity that I mentioned at the beginning is when we eliminate roots.

What my company, RCI, has to offer is a proactive approach to productivity. Where most competitors only address the resolution of incidents as they occur, RCI simply addresses chronic problems that have the highest profit potential. Where as most competitors only find apparent causes to problems, RCI provides the tools, the software, and the training to find and correct true root causes. Where most competitors do not have a means to capture their solution data to aid their sister facilities, RCI provides the knowledge software to capture returns on investments, problem causes and solutions, analysis components and then weaves this data into a solution fabric that will be there to resolve repeat or similar problems in the future in your facilities worldwide. And with today's quick turnover rate increasing in the workforce this data is even more valuable than ever!

My dedicated staff and I are committed to making available to you our award winning PROACT® System that will bring you returns that most people don't even believe. It frustrates me to know that our client's published ROI's from using our PROACT® System are not taken seriously. They are REAL case studies from REAL Fortune 500 companies who have experienced phenomenal success using our PROACT® System for eliminating ANY undesirable event you can imagine.

Give us a call and allow us to answer any of your questions. We know budgets are tight right now but don't let that prevent you from doing your research. We want you to succeed. The fate of world economics depends on your success. Give us a call (804-458-0645) and let's discuss your situation. Or email us and we'll correspond that way (info@reliability.com.) Whichever way is more comfortable for you. Together we can turn these troubled times into profitable opportunities. Thank you and we hope to hear from you soon.
Charles

Charles J. Latino, president & founder of Reliability Center, Inc., is a chemical engineer with a background in psychology and human factors engineering. He is a leader in the development of an integrated approach to achieving greater reliability in manufacturing and industrial systems and processes. He has served as consultant to many companies in the United States and abroad. He is the author of Strive For Excellence...The Reliability Approach.