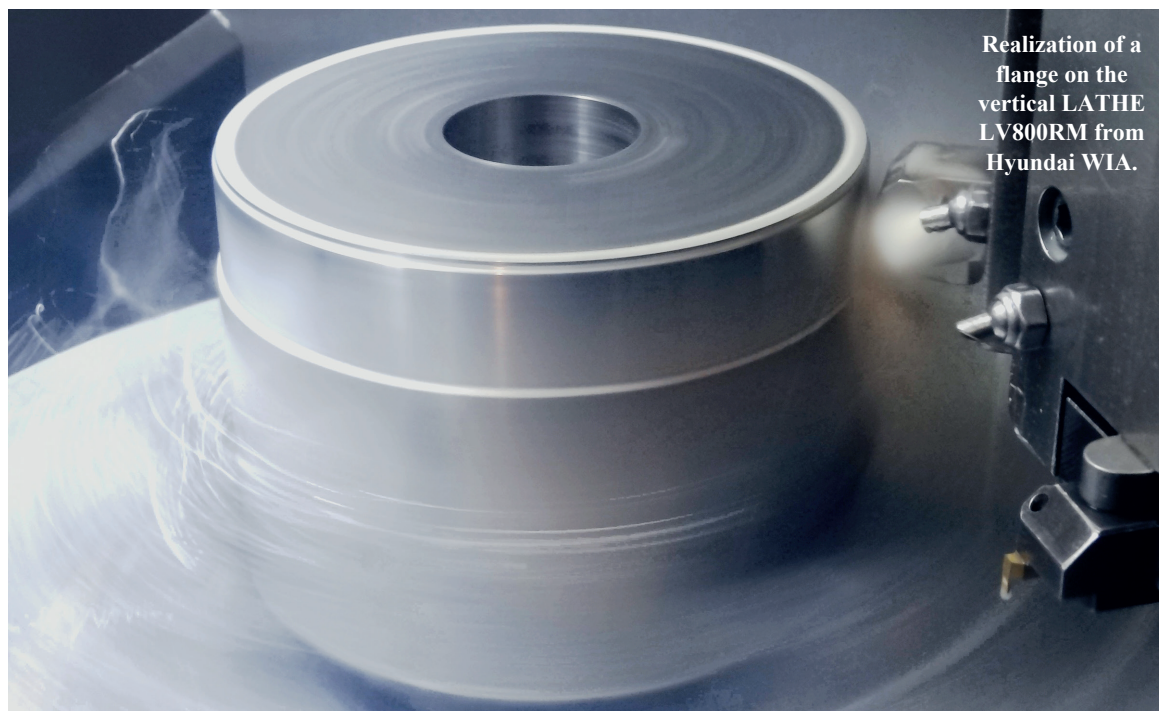


APPLICATION



Realization of a flange on the vertical LATHE LV800RM from Hyundai WIA.

Thanks to the cooperation with Vimacchine a young third party mechanical processing company was founded and is growing.

Together, machine after machine

Vittorio Pesce

In this study, we will talk about the collaboration between Vimacchine and the Lombardian company RB Lavorazioni Meccaniche in Calolziocorte (LC), founded a few years ago as a subsidiary from a well-known manufacturer of industrial valves Energy Valves S.r.l. in Annone Brianza (LC), and today very active on the market in the sector of parts production for third parties.

From valves to mechanical manufacturing

Stefano Brambilla, partner of both companies together with Davide Rossito, says: « Energy Valves has been operating since 2007 as a manufacturer

of industrial valves for the most demanding international markets, in particular for the Oil & Gas, E&P, petrochemical, chemical and mining sectors as well as marine and power ». Since the beginning of its activity Energy Valves has commissioned mechanical processing to selected external suppliers. « However, in 2016 » continues Davide Rossito « we decided to open a small subsidiary, a workshop, to carry out parts production on our own with the sole purpose of managing work peaks, emergencies or small batches, all difficult tasks for external suppliers to perform ». It was at this point when the two partners of

Energy Valves met with a longtime friend, Roberto Manzoni, currently Area Manager of Vimacchine S.r.l. Vimacchine is a Vicenza-based company well known on the Italian market as an importer and distributor of machine tools and in particular of Hyundai WIA machine tools. The latter observes: « Once I understood the needs of my affiliates I offered them three Hyundai WIA machines. It has been different models, very flexible and capable of performing a wide range of mechanical processes ». This flexibility and wide range is necessary because Energy Valves neither produced nor produces currently standard valves.

« For this reason » Brambilla continues « we welcomed the proposal of different and versatile machines. Obviously, we did not only evaluate the Vimacchine proposal but at the same time we carried out a serious market research evaluating other manufacturers and different machines ». However, what led to our decision for the Hyundai WIA machine tools was the speed with which Vimacchine responded to the buyer's requests. Luigi Ranieri, general manager of Vimacchine, explains: « When we met to discuss the investment we convinced the managers of Energy Valves not only by virtue of the quality of the models but also because we had one of the lathes of their interest "ready for delivery" ».

Rossito confirms: « Within half a day we were persuaded and made the purchase. The L400LMC lathe was available immediately and was delivered in May 2016. The other two machines, the vertical machining center F650/50 and the lathe L300C, smaller than the L400LMC, arrived a month and a half later. All before the production site of the new company was ready! »

Strong point? The relationship with the customer

Vimacchine S.r.l. (Vicenza) has a long and consolidated history in the machine tool sector for chip removal distributing brands for more than 30 years on the Italian market ensuring high quality. Luigi Ranieri says: « Our company has been able to stand out on the market for its high quality and competitiveness of its partners. The machines we provide cover a wide range of sectors, from automotive to medical, from energy to aerospace via agriculture and food. Our proposals are very flexible and adapts to the needs of both large and small businesses ». Vimacchine's turnover has been growing steadily since 2015 and the number of machines sold exceeds 190 units / year. « In 2019» resumes Ranieri « the market was affected by a slight drop decline which we consider normal given the large investments of manufacturing companies in 2017 and 2018. This year we still expect a stable trend and from 2021 we are counting on a clear growth by virtue of the recovery forecasts for the automotive, energy and energy sectors infrastructure ». As for the future, Ranieri specifies: « We want to continue to expand on the Italian market by increasing the sales network and expanding it in a capillary way. We aim to retain our customers and promote our products with the competence and reliability we have been so far and engaging in the search for young people capable to deal with our customer's requests at faster speed and competence ». And he concludes: « Our goal is not simply to sell machinery but to offer solutions that can truly increase the competitiveness of our customers. Not surprisingly the strength of Vimacchine is precisely the relationship of trust that we establish with our customers to whom we provide quick, complete and efficient assistance ».



Above: Roberto Manzoni and below Luigi Ranieri, Area Manager and General Manager, respectively of Vimacchine S.r.l. (Vicenza).



Hyundai WIA machines installed at Calolziocorte, the Headquarter of RB Lavorazioni Meccaniche.

Thus, within a few months the RB Lavorazioni Meccaniche was founded with a factory in Calolziocorte. Only a few kilometers away from the Energy Valves headquarter. « We got up in high speed with these three machines in September 2016 and started our adventure » explains Stefano Brambilla. The lathes L400LMC and the L300C turning centers with slanted beds are both used for machining medium to large parts



Simone Sala, plant manager at Calolziocorte.

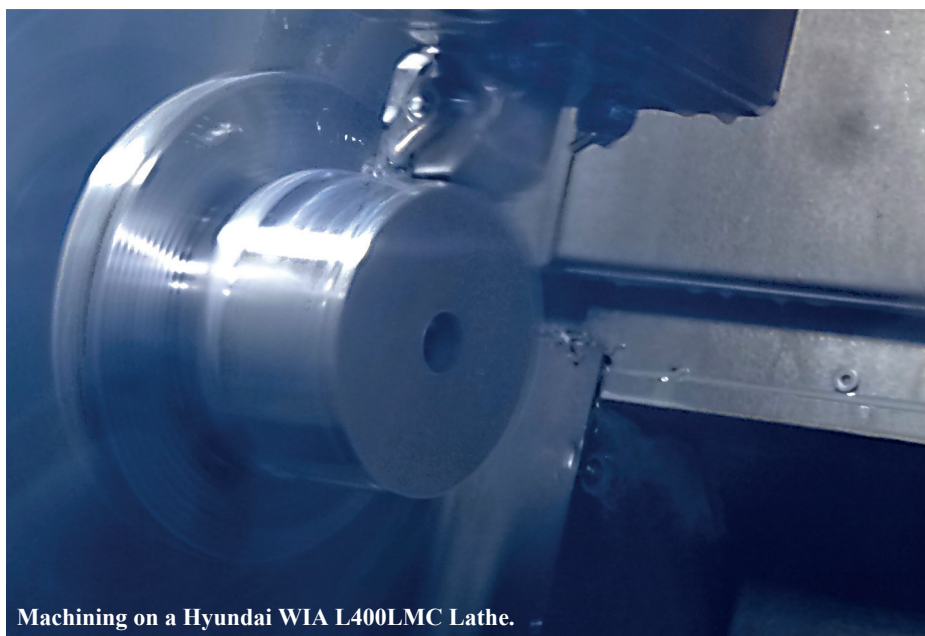
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From Korea to the rest of the world

For over 20 years Vimacchine has imported and distributed the machines of Hyundai WIA on the Italian market. Hyundai WIA is part of the Korean Hyundai Motor Group and with a workforce of over 5,000 employees and a production of over 15,000 machine tools per year today one of the largest machine tool manufacturers in the world. Therefore, able to offer a complete range of about 200 models in turning and milling. Luigi Ranieri explains: « Hyundai Motor has great experience in the production of auto parts and for this reason Hyundai WIA machines meet the concrete needs of efficiency and quality of those who work in the automotive sector and more generally in the industrial sector ». The Korean company is meeting new market trends thanks to an intense research and development activity in various application areas with the aim of continuously innovation. Ranieri: « Since its establishment Hyundai WIA has accumulated a great know-how in the precision machinery sector becoming a technological reference not only for users in South Korea but also globally ». It is no coincidence that since last year the new "Tech Cube" has been operating in Rüsselsheim, Germany. Hyundai WIA's European Branch including a technology research center of over 6,000m² is able to offer spare parts, assistance and a large number of machines ready for delivery in order to guarantee the immediate availability of most of the nearly 200 products in the range. « In February 2019 on the occasion of the Grand Opening of the "Tech Cube" » proudly tells Luigi Ranieri « Vimacchine has once again received the award as the "Best European Dealer" ».



More Hyundai WIA machines at the Calolziocorte plant.



Machining on a Hyundai WIA L400LMC Lathe.

(maximum turning diameter of 560 mm) with high precision and remarkable productivity. On the other hand, the vertical machining center F650/50 has strong characteristics in terms of versatility, productivity and ease of use.

A "full sprint" start

The RB made a "rocket start" and in a short time the company found itself in difficulties in getting of the huge amount of work done. Davide Rossito: « The orders were not lacking and we soon understood that with only three machines available we could not continue our business ». It was necessary to start a second round of investments in order to handle all of the work that was piling up.

Given the success of previous purchases, the Lecco-based [Italian Province] company still trusted Vimacchine by investing in two other Hyundai WIA models: the KH63G and the vertical lathe LV800RM. The KH63G is a double-pallet horizontal machine center ideal for large removals with its 630x630mm table while the LV800RM is suitable for the production of "flanges", with driven tools, flat guides of large section and maximum turning diameter of 800 mm. But that's not enough: a few months later a sixth machine was ordered. The highly productive horizontal center

HS4000i with a 400x400 mm table and a round baler. « This » says Stefano Brambilla « in order to satisfy the requests of a customer who shortly thereafter commissioned Energy Valves for an important number of valves in series ».

The new phase of expansion

With the beginning of 2017 RB Lavorazione Meccaniche which already had six Hyundai WIA machines entrusted the management of the workshop to a talented young mechanic, Simone Sala. Thanks to him the company grew further. Today responsible for the Calolziocorte plant Simone Sala tells further: « Even six machines appeared insufficient compared to the volumes of work we were going to do for which we ordered a new Hyundai WIA machine. The L400C turning center with a slanted bed, designed to carry out workings of medium and large parts with precision and remarkable productivity and with a maximum turning diameter of 630 mm ».

Roberto Manzoni: « Vimacchine also delivered this latest model very quickly as it was "ready for delivery " as well. So in the spring of 2017 RB Lavorazioni Meccaniche was already using seven Hyundai WIA machines at full capacity ».

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From left: Davide Rossito and Stefano Brambilla, members of the RB Lavorazioni Meccaniche of Calolziocorte (LC).

Seven machines seemed sufficient, however after a few months of operation the managers of the Lombardian company realized that the production site was too small to allow efficient management of work flows.

For this reason, in October 2017 a new larger facility was identified and purchased. Again in the municipality of Calolziocorte, so that it was able to "contain" the new business dimensions. Davide Rossito: « Together with the move, carried out in January 2018, we decided to invest in two other machines, having meanwhile grown further in terms of customers and orders. With that we arrived at 9 Hyundai WIA machines ». More precisely, another HS4000i double-pallet horizontal center and the LV1100R vertical lathe were purchased for machining parts. In particular flanges,

Employee programming a Hyundai WIA machine tool.



up to 1,100 mm in diameter. « Finally, in the following month of March » adds Stefano Brambilla « we decided to acquire two more machines: another L300C lathe and the HD2200MC turning center with a slanted bed, high precision, high rigidity and a maximum turning diameter of 300 mm. This last machine was one of the latest developments from Hyundai WIA in 2018 and was viewed by us during the MECSPE fair in Parma held in March ».

A winning marriage

Currently RB Lavorazioni Meccaniche has 11 machine tools from Hyundai WIA in 9 different models. Thanks to them the company is not only able to satisfy the construction needs of the Energy Valves but also from other companies in the area. Today the company carries out work for third parties starting from a wide range of raw materials and addresses customers not only in the valve sector but also in mold and general mechanics. RB Lavorazioni Meccaniche runs a technical office that develops designs and programs for parts with the help to the latest generation CAD / CAM software and supports the construction phase with strict quality management and rigorous acceptance tests. Davide Rossito: « In just over three years we have achieved great results. Market and customers are constantly expanding and we have grown from 5 to 15 employees. This is a great reason for our satisfaction ».

The merit of this success is to be found not only in skill of the men at RB Lavorazioni Meccaniche but also in the partnership started with Vimacchine and indirectly with Hyundai WIA. Stefano Brambilla:

« Hyundai WIA's technological proposal is of great quality and absolutely in line with our production needs. Our machine tools need to perform different processes and not only in series but as well as with high value added. The machines we have invested in guarantee high flexibility and removal of large volumes of decidedly "difficult" materials, such as titanium, Inconel, super duplex, etc. Moreover, they are highly reliable and ensure compliance with the precision and tolerances typical of our sector ». But in the end the relationship with Vimacchine also helped with the decision going for Hyundai WIA models.

Rossito explains « We decided against the competition as we privileged Vimacchine which is a small company but for this reason more streamlined and able, if necessary, to provide direct and immediate answers. Furthermore, our contact persons at Vimacchine are always the same and therefore it is only natural that over time a solid, close human relationship and even friendships have been created ». Roberto Manzoni confirms: « We are very proud to have a company like RB Lavorazioni Meccaniche among our customers. It is a company that has trusted us 100% by investing in a few years in 11 Hyundai WIA machines, including 9 different models, and that allows us to let our potential customers in the area view many machines in the Hyundai WIA range ». Stefano Brambilla concludes: « The collaboration with Vimacchine has allowed us and still allows us to grow rapidly. Let us not rule out that in the near future we invest further in new machines and therefore transfer our business to an even larger production facility ».