

PACKING A PUNCH

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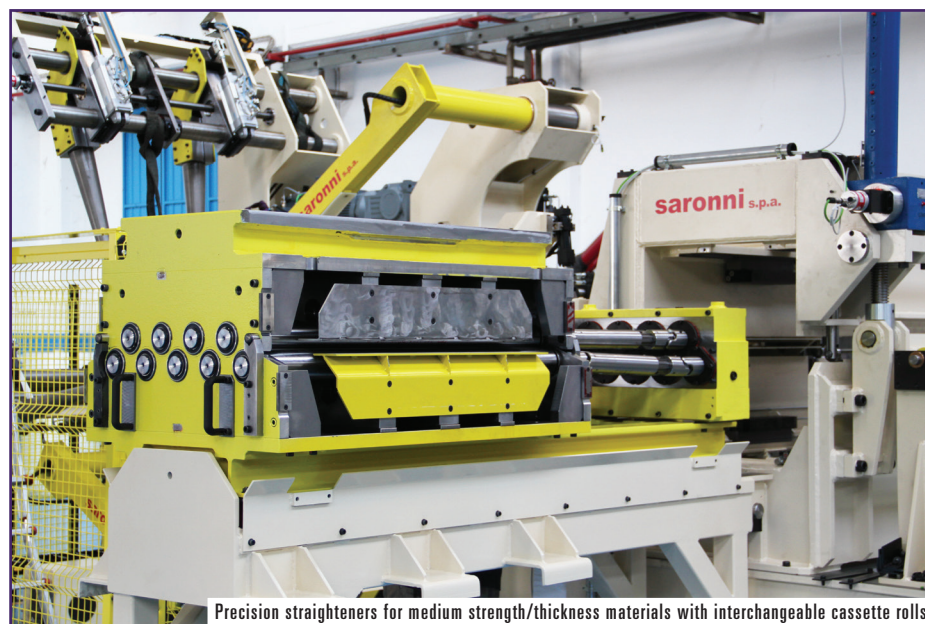
In business since 1950, Saronni produces press feeding, cut-to-length lines and embossing lines (including punching, cutting and stacking). It has installed around 4000 press feeding lines worldwide and serves hundreds of customers, most of which are automotive and household appliance OEMs and Tier 1-2-3 companies.

Its products include coil handling equipment; compact feeding lines; traditional feeding lines (with loop); cut-to-length lines; embossing lines; coil-to-coil lines; straighteners; levellers; combi-straighteners and levellers with automatic straightening roll cassette-change; high-speed servo-feeders; zig zag servo feeders; coil welding units and more...

Based at Borgo Ticino (Italy), a few kilometres from Malpensa International Airport in Milan, the company is celebrating its 68th year in business. At this year's EuroBLECH exhibition in Hanover, it launched new precision straighteners and levellers, as well as new decoiling and straightener software. *ISMR* spoke with Roberto Crespi, Saronni's sales and marketing director, to find out more...



Saronni's sales and marketing director, Roberto Crespi



Precision straighteners for medium strength/thickness materials with interchangeable cassette rolls

New launches

"Our customers are looking for turnkey solutions with a 'general contractor' who is able to take care of all the technical and commercial aspects of a project. From a technical point of view, flexibility is crucial today for machines. Our focus is to be more attentive to customers' requirements so that we can anticipate their needs and provide customised solutions before our competitors," Roberto Crespi told *ISMR*.

"Safety and flexibility are of prime importance for our customers. Our machines comply with CE safety standards, but we also pay particular attention to operator safety in every phase of coil change and machine set-up, using the latest PLC, servo motor, detector and safety system technologies in our lines and working cycles. In terms of flexibility, we recently launched a new family of straighteners with interchangeable straightening cassette rolls to enable our customers to extend their range of processable strip thicknesses, on the same

ISMR SAYS:

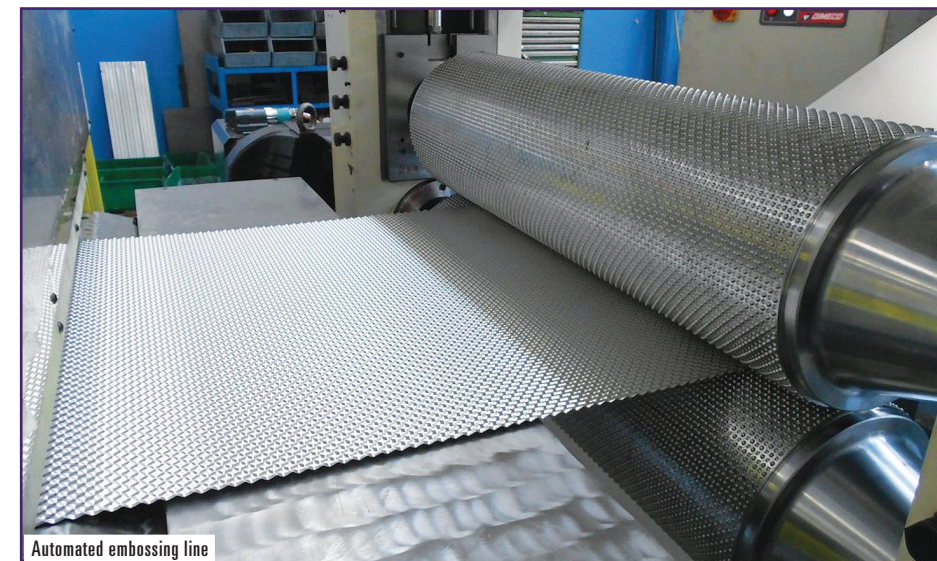
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line, just by changing cassette rolls (e.g. strip thicknesses from 0.2 to 12mm)."

Saronni stormed into the EuroBLECH exhibition in Hanover, Germany, with newly-launched high-precision straighteners (Model R10) for thin high-strength materials and a new family of high-precision straighteners for medium strength/thickness materials with interchangeable cassette rolls. It also launched a new family of 'smart' 6-high levellers for material thicknesses ranging from 0.2 to 6mm. Coupled with this new equipment, it also showcased new software on its booth at EuroBLECH, SYNCRONAMICS for decoiler and straightener synchronisation and A.S.A. new software for automatic straightening adjustment.

The Italian manufacturer also recently launched a new Coil Weight Calculator



Automated embossing line

web app, so that customers can calculate the weight of a coil. Its research and development team of 20 project technicians is dedicated to the mechanical, hydraulic and software design of all its machinery, which is then project managed and assembled. This enables Saronni to control the entire production process to help guarantee quality and efficiency to its customers. It can also offer a variety of upgrades to retrofit any Saronni machine.

CASE STUDY: Combined Line for Transfer and Progressive Dies

This combined line for transfer and progressive dies has been specially designed to meet the strict technical specifications of a major French car manufacturer. It is completely automatic (more than 50 managed axes) and allows type change without operator intervention. It is also programmed to allow die change and coil preparation in masked time.

Other features include a puller to remove scrap and empty the die, an automatic leveller roll pack cassette extraction for cleaning and a double coil-car with X-Y transfer for coil preparation.



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"Our factory at Borgo Ticino is a true eco-plant, producing all its electrical energy needs through solar panel installations," confirmed Crespi. "Innovation is at the core of our business. We can customise machines and solutions, to our customers' specifications, and have developed new sales and service partnerships around the world to properly support our customers on-site."

Industry 4.0 in focus

With more than 4,000 press feeding lines set up all over the world, hundreds of active customers, exports to 20 countries and 5% of its turnover invested in research and innovation, Saronni has placed its focus firmly on innovation. It has cooperated with Milan Polytechnic University on the design of new straightener models for high-strength materials.

"We estimate that we will make a 15% increase in turnover this year, compared to our average of the past three years. Our order book already covers most of 2019 and part of 2020. We have also received a high level of orders from new customers for new products, including more orders from the domestic (Italian) market," confirmed Roberto Crespi.

Saronni has also embraced the adoption of Industry 4.0 principles in its product design, partly spurred by Italy's tax incentive laws. The manufacturer offers remote diagnosis

CASE STUDY: Feeding line for blanking lines, combining high-strength steel and aluminium

The customer, a well-known UK car manufacturer that has used aluminium alloys and high-strength steel for car body production for many years, contacted Saronni for the supply of a feeding line for alternating production of aluminium and steel, with fully automatic line set-up.

Special care was taken in the design and construction of the leveller, with automatic cassette change. The line featured fully automatic set-up; the flexibility to process high-strength steel and aluminium; high precision levelling and feeder speed – step precision.



for troubleshooting any software issues in real-time. This system allows it to modify the program and, if necessary, to make any special changes required by its customers, enabling it to offer proactive assistance to optimise the performance of the line.

Training is one of the most important steps for customers using its feeding lines. For this reason, Saronni has invested in simulators and multimedia presentations, in a dedicated new area of its headquarters, for group courses or for individual training. Its team of technical instructors is also available for specific courses, at a customer's site, to train new operators or system engineers or to help expert operators to take full advantage of its lines for specific applications. Spare parts can be delivered within 24 hours in Europe and within 48 hours over the rest of the world.

"I believe that, after a couple of years of high-level business, we will face an inevitable general slowdown but, for companies who are flexible and innovative and able to offer a high level of customisation, business will stay strong," concluded Roberto Crespi.

The future looks bright for this Italian innovator. ■

CONTACT

For further information, see
www.saronni.com