

Fagor Automation BIEMH'12

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Hall 3; B32-C33

INTERVIEW WITH ANTÓN SAGASTA, FAGOR AUTOMATION'S CNC SYSTEMS BUSINESS MANAGER

«We create a link with our customers that goes far beyond a mere sales process»



Fagor Automation's customers will soon be gathering at BIEMH'12, one of Europe's most important Machine Tool sector trade fairs, which is being held for the 27th time. As at the 2010 Fair, expectations are somewhat conditioned by the current economic situation. Antón Sagasta, Fagor Automation's CNC Systems Business Manager, talks about the main new developments and what the firm will be showcasing at this year's BIEMH.

What will this year's Biennial be like, against the complex economic backdrop on the European market and in Spain particularly?

Unfortunately, we have to say that the situation in the country hasn't improved at all since the last Trade Fair was held, after the dramatic drop in Machine Tool sales in 2009 on a world level.

Although it's not the best time right now for the Spanish market to invest in capital goods, the Machine Tool sector as a whole has made a great international expansion effort over the last few years, and exports now stand at around 80% of total sales.

The Spanish exhibitors' expectations are very much geared to foreign customers, who are looking for increasingly specialist solutions, as the more standard, series-

produced machines are no longer manufactured here, with just a few exceptions.

Against this backdrop, what are Fagor Automation's expectations at the Biennial?

We supply the complete drive, measuring and control system for the machines. And for many years now we've also been strategically positioned and with our own offices in the world's top 12 machine producing and consuming countries, with the exception of Japan and Switzerland.

As well as offering our increasingly sophisticated products and solutions, we are able to provide cover and support for the Spanish manufacturers in those countries, where over 90% of their exports go. That's our general policy, for all Fagor customers.

In addition to Spanish customers and end users interested in the latest developments, foreign visitors will also be attending the Fair, looking for increasingly specialist solutions that the machines made here can provide.

You were saying that your offer is more and more sophisticated. Could you specify on that?

As suppliers of the complete drive, measuring and control system for the machines, the fact that they require increasingly demanding features on all levels is leading us to constantly include cutting-edge technologies, both for the system components and the units as a whole.

This means we need expert engineers in signal and power electronics, and engineers and physicists who are experts in automatics and who can use the best mathematical algorithms to control these large, complex machines, obtaining rapid movement with no jerking so that part finishing is quick and accurate without excessively stressing the machine mechanics. Optics, microelectronics and high-precision mechanics are essential for our precise measuring systems.

At the same time we have to bear in mind that everything has to be controlled as one single unit, as if it was a huge orchestra. The machine environment can involve the work of robots, handlers, vision systems and auxiliary computers, controlling the intercommunication between all the elements with the necessary speed and reliability.

What new developments will you be presenting at this year's Biennial?

In the last Biennial we made a great effort to present the CNC 8065 as our flagship unit in the field of more demanding machines. Two years after its presentation, we can now say we've actually improved on it: as well as even further increasing its high speed algorithms and obtaining higher-precision machining in shorter times, we've endowed it with features that are even more necessary for demanding applications such as volumetric compensation and quicker, more realistic solid 3D graphics. We have also optimised the self-adjustment functions and included more and more cycles and features to round off the solutions for the different types of machines that are manufactured here. All this goes hand in hand with the ease of use that has always characterised our machines.

We have numerous CNC 8065 machines on the Spanish market and in Italy, the

USA, Taiwan and Korea, where they've been very successful.

We've also consolidated our motor control solution for large machines with spindles of up to 130 kW and shafts of up to 115 Nm, with major sales in Spain, Italy and China.

We also intend to present the Functional Safety Certificate for our system at this Fair, and the TÜV mark for our control system.

As regards measuring systems, I'd highlight our improved range of absolute digital linear feedback of up to 40 metres, with digital protocols guaranteeing the connectivity of most of the systems and strengthening our leadership in the offer of feedback systems for large machines. Our new generation of steel-tape linear encoders allows the reading head to be removed both sides without removing the tape, with the consequent time savings and huge advantages for customers and operators.

You're talking about new developments in equipment, but what is it that really sets you apart from the competition?

As regards the total global offer, we are the 2nd largest manufacturer of feedback systems and the 5th largest manufacturer of CNC systems, ranking just behind our Japanese and German competitors.

The fact that we are based here in Spain is a major advantage for the national manufacturers and end users of the machines, for the proximity of our R&D, application technicians and service. I would also mention our firm strategic vocation for improving on what our competitors usually offer to the most common type of companies in this country, i.e. small or medium sized enterprises.

We often include specific features that a manufacturer or end user may need for their applications.

And then there's the fact that we have our own offices in the destination countries for 90% of the exports, as I said before, and the backing and support we provide in those countries tends to be our other big differential advantage.

What are Fagor Automation's short- and long-term goals?

Our priority goal is to offer our customers new products with better performance and features, and more global support as regards solutions, collaboration, safety and business opportunities in any part of the world. In short, we create a link with our customers that goes far beyond a mere sales process. ■

BIEMH 2012



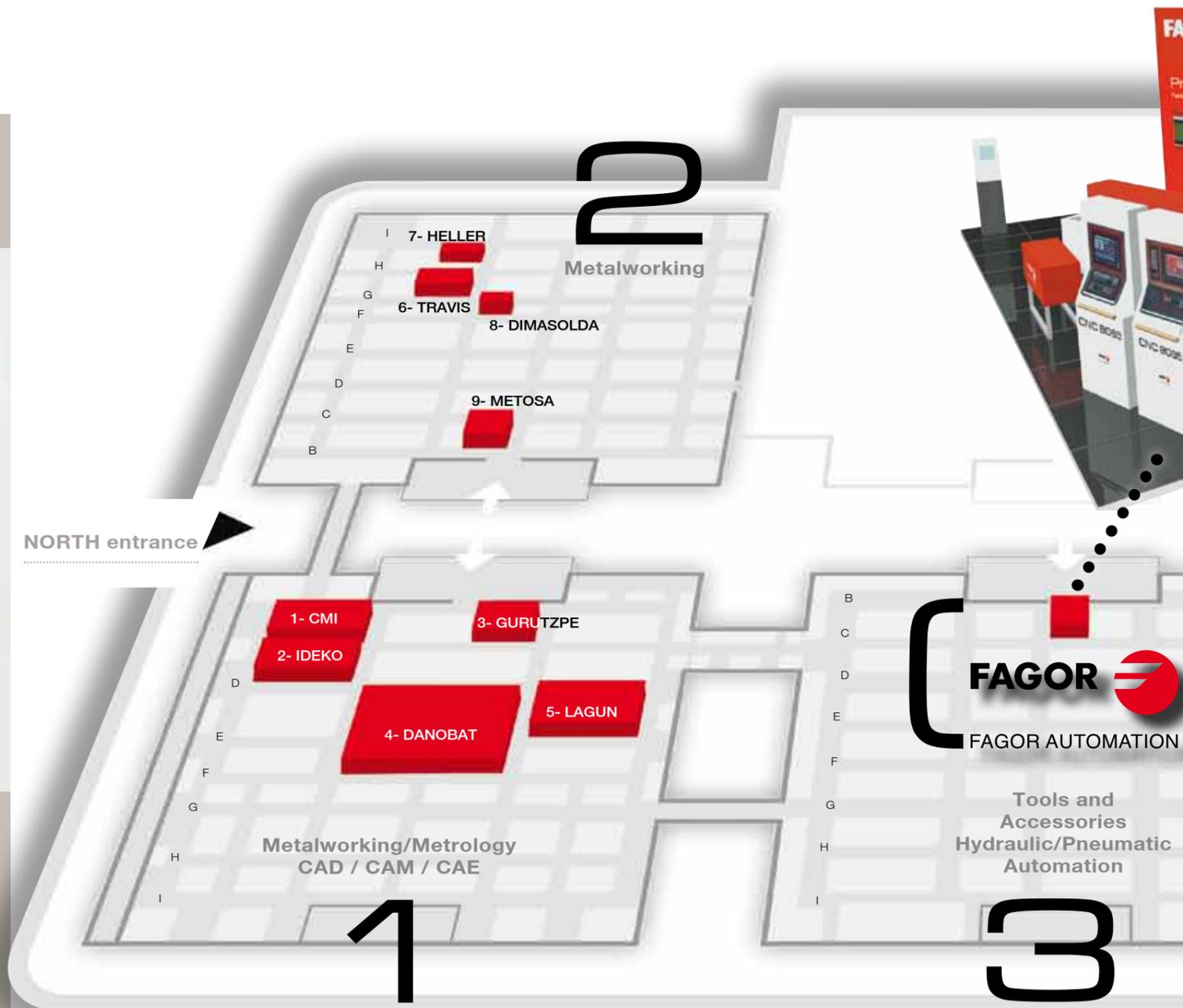
Fagor Automation's Technical team domestic market.

From left to right, Unai Orcera; Luis De Andrés; Fernando Sanz; Bingen Artano; Pablo Hernandez; Xabier Inza

TWO years have gone by since the last BIEMH Fair, and despite today's complex economic situation we're very much looking forward to exhibiting once again at the 27th BIEMH, to show you the new solutions we have created to cater to our very demanding market.

We'd like to take this opportunity to remind you of one of Fagor Automation's hallmarks: our relationship with you does not end with the sale of a particular product. We aim to collaborate and become involved in your projects, in the design, development and user training. All this is with a view to ensuring your company's success, and, as a result, our success too.

Both our local sales and technical team and our international network are at your disposal to collaborate on developing joint solutions. So, at these difficult times, we would like to remind you that you can continue to depend on Fagor Automation to back you every step of the way, placing its means and resources at your disposal, from the moment your initial idea is crafted to the service we provide to your end customers. ■



A tour of the trade fair

Some of the customers who equip their machines with our products will be exhibiting at the BIEMH. These are their opinions on the experience of working with Fagor Automation and the products and services we offer them.

- 1- Which new developments presented by your company incorporate Fagor Automation products?
- 2- How long have you worked with Fagor Automation CNC and/or feedback systems?
- 3- How would you sum up Fagor Automation products and services in just one word?

Mikel Valiente,
Managing Director of CMI



1- We mainly use Fagor drivers to control linear motors on machines for 5 axes machining. We also frequently use options such as Tandem or Gantry.

2- We've been working together for over 12 years now and on many occasions we've actually been the first company to try out some of the components. Our business doesn't consist of mass-producing machines but prototyping, and we need technical support for the machines' electrical systems.

3- Upward-looking and dynamic. We think Fagor Automation has a highly-skilled team of people who are always willing to take on new challenges. At the same time they're very quick to solve day-to-day problems, and they're a big name to take into account today.

Gorka Unamuno,
Smart Software Technician at IK4-Ideko



1- IK4-Ideko is showcasing a new ultra-precision lathe

for high quality finishing, backed by a specific application for manufacturing optical lenses by ultra-precision turning. We're completing the range of machines we presented at the last BIEMH, where among other developments we showcased the "IKMILL" micro milling machine with Fagor CNC and feedback system.

2- IK4-Ideko has developed two machine prototypes for micromanufacturing using Fagor ultra-precision technology.

3- Openness: Fagor Automation focuses on offering solutions for real problems, with a sociable, avant-garde approach.

Oscar Anitua,
Commercial Manager at Gurutzpe



1- We're presenting an A-1000 model, with a 3 m gauge diameter, for parts of up to 700 mm and 4000 kilos, equipped with a Fagor CNC 8055

Power. It's actually the evolution of an old model that we've given a more up-to-date image.

2- Practically since the firm started up, and we've used Fagor CNCs as a basis for our models for the last 15 years.

3- Reliable, user-friendly, great value for money, and above all with excellent involvement from the whole Fagor staff: technicians, salespeople, product development staff, etc.

Salvador Rodríguez,
Electronic Engineer Cutting and Drilling Division at the DANOBAT GROUP



1- The biggest new feature is that all 4 profile faces can be marked, thanks to the development of lower face danomarking. The machine's software

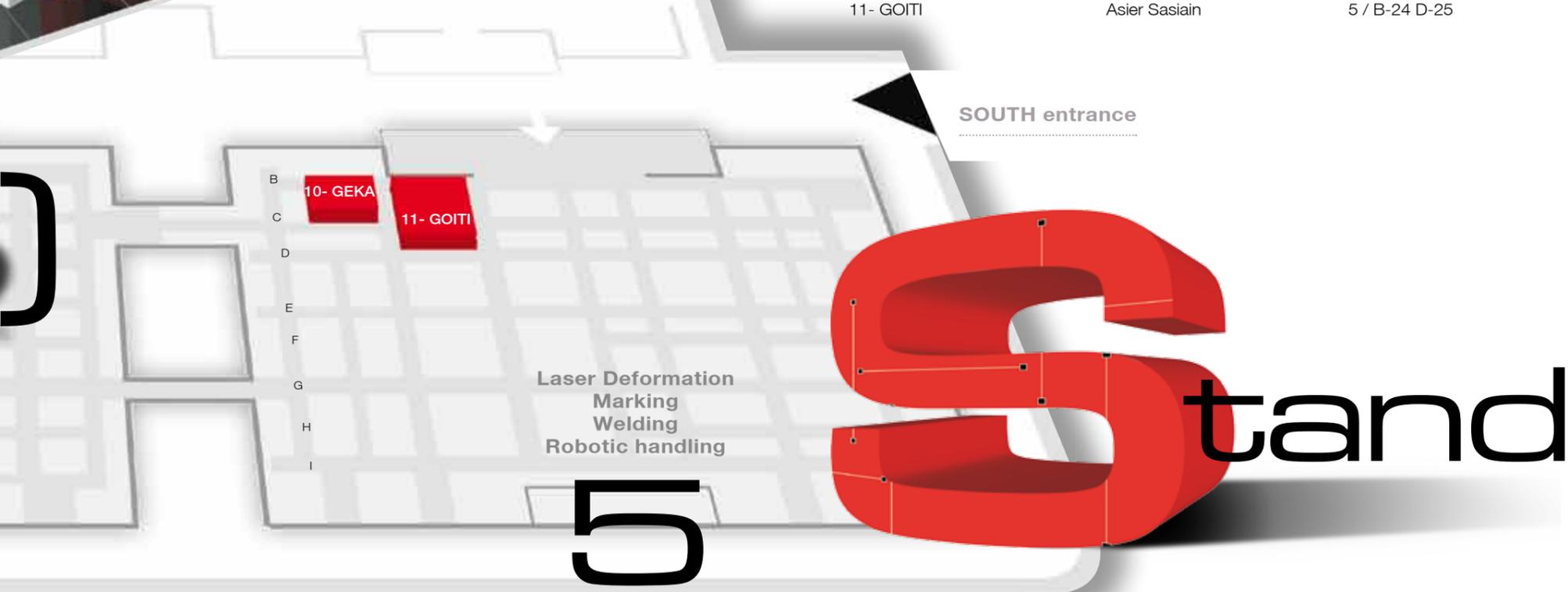
allows us to reference the material on all four machining faces. It increases the drill's productivity, the material positioning speed and the head speed, which means we can reduce processing times and increase productivity.

2- We have used AXD-ACD drivers and FXM motors since 1996 and the CNC 8050 since 1998. We've also used FKM motors since 2003 and the CNC 8070 since 2003.

3- International expansion. Fagor's international presence means we can provide the best customer service anywhere in the world.



1- CMI	Mikel Valiente	1 / B-08 C-09
2- IDEKO	Gorka Unamuno	1 / C-08 D-09
3- GURUTZPE	Oskar Anitua	1 / B-42 C-43
4- DANOBAT	Salvador Rodríguez	1 / D-22 F-23
	Salva Izaguirre	1 / D-22 F-23
5- LAGUN MACHINERY	Roberto Rituerto	1 / D-46 E-47
6- TRAVIS	Fernando Pujol	2 / G-46
7- HELLER	José Antonio Campello	2 / H-46 I-47
8- DIMASOLDA	José Antonio Barbera	2 / F-42 G-43
9- METOSA	Yolanda Pinacho	2 / B-32 C-33
10- GEKA	Josu Basoco	5 / B-20 C-21
11- GOITI	Asier Sasiain	5 / B-24 D-25



Salva Izaguirre,
Turning Division Automation Manager at DANOBAT GROUP



1- The lathe division will be exclusively exhibiting the mechanical part of a lathe designed to incorporate Fagor feedback systems.

2. We've worked with Fagor CNCs for years, and today our machines are equipped with their feedback system.

3. Reliable. We've always had good results from their products and services.

Roberto Rituerto,
Sales Manager at Lagun Machinery



1- Lagun Machinery is presenting 3 vertical machining centres equipped with the new Fagor CNC 8065 and the Fagor CNC 8055i POWER. They also incorporate complete Fagor drive and control systems, for greater quality and immunity to noise and electromagnetic interference.

2- We've always worked with Fagor Automation, firstly with the DRO systems, and later on we implemented numerical control systems on our milling machines and machining centres.

3- Customisation, speed, accessibility. The Fagor product range means customers can personalise their machines, and we as manufacturers can offer speed and flexibility in response to these requirements. The technical service

is accessible and always ready and willing, enabling us to respond to market requirements.

Fernando Pujol,
General Manager of Travis



1- This year we're presenting the new TR-2XP flat bed CNC lathe with Fagor control, with the features that always characterise our brand: productivity, precision and quality at competitive prices.

2- We've sale all the CNC machines with Fagor CNC's for the last 20 years. In the early 1990s we began to market our machines in Latin America, and in 2002 Travis began to work from Barcelona as its logistics base for distributing its machinery in Europe.

3- Fagor controls provide a wide range of features, are easy to learn, highly productive and also offer top-quality technical service all over the world.

José Antonio Campello,
Commercial Manager of Heller



1- We're presenting our new FOLLOW range of CNC lathes equipped with FAGOR Model 8055-1A-TC numerical control.

2- We first installed Fagor CNC products and Fagor feedback systems on our machines in 1985, with our own staff for assembling the DRO equipment and CNC training for users.

3- Product safety, quality and above all, a good response.

José Antonio Barbera,
Sales Manager at Dimasolda



1- We'll be presenting an LT series MICROCUT slant-bed lathe and an MM series MICROCUT vertical machining centre at BIEMH, both equipped with Fagor CNC.

2- Experience with Fagor at different manufacturers: PINACHO for the last 30 years. MICROCUT for the last 10 years (distributors for Spain).

3- I'll say three, not just one: simplicity, features and service.

Yolanda Pinacho,
Export Manager at Metosa



1- We're presenting a numerically controlled lathe with a diameter of 630, a centre distance of 1500, 3 axes and a motorised turret. Our Smart Turn 8 CNC lathe combines the easy handling of a manual lathe with improved productivity and reliability, replacing the mechanical systems by computer-assisted numerical control.

2- We've worked with Fagor for over 30 years, adapting the different CNC systems Fagor has developed over this time to our lathes.

3- Fagor products are reliable and very intuitive to use and the technical service

is speedy and flexible, with offices in many different countries to cater for the international markets.

Josu Basoco,
Production Manager at GEKA



1- We're showcasing a DPS (Double Punching System) at the BIEMH, that can punch, mark and cut angles with CNC control. It can process 100 tons of angles with 100 mm flanges for parts between 300 mm and 1.5 m in length.

2- Geka Automation has used Fagor CNC control on all its lines for about 8 years now.

3- Easy to use and versatile. Fagor controls are easy to programme, making our product very versatile with very little programming.

Asier Sasiain,
Sheet Metal Managing Director at GOITI



1- The main new development we're presenting at the Fair is a model IRIS fiber laser cutting machine that gives high performance with very low consumption. We'll also be showcasing a model Cupra punching machine with shear.

2- We've worked together for over 20 years.

3- A key partner. Fagor have partnered us in all our developments and they've always given us an excellent response.

Global Solution

LINEAR ENCODERS



ANGULAR AND ROTARY ENCODERS



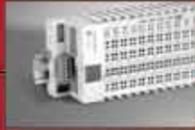
MOTORS



SERVO DRIVE



ACCESSORIES



SERVICE



PC WORK STATION



Much more than global solutions

Goratu manufactures an innovative 28 meters long machine with a Fagor Automation CNC system for shipbuilding sector parts

Fagor Automation provides customised global solutions for all types of requirements and machines, from the simplest to the most complex.

Global, because Fagor Automation's continuous improvement process means its products provide a full solution for Machine Tool sector requirements. The CNC systems are perfectly complemented by a wide range of drives, control systems, feedback systems and accessories.



And customised, because customer commitment and a close, direct relationship are essential for providing a full all-round service. Fagor Automation's relationship with its customers does not end with the sale of a product. It is the start of a collaboration process, working in close partnership on design, development and user training. The ultimate goal is to ensure the project's success.

In short, Fagor Automation creates a link with its customers to achieve excellent results.

Two large lathes

A successful example of this philosophy is the collaboration between Fagor

Automation and the company Goratu for the manufacture of two 28 meters long special lathes (GEMINIS brand, model GHT9 G4 D - 1600) for the shipbuilding sector.

The company Goratu (Elgoibar, Spain), Machine Tool specialists with products installed in all five continents, has manufactured two lathes to facilitate machining of long special parts for the shipbuilding sector. These unique machines

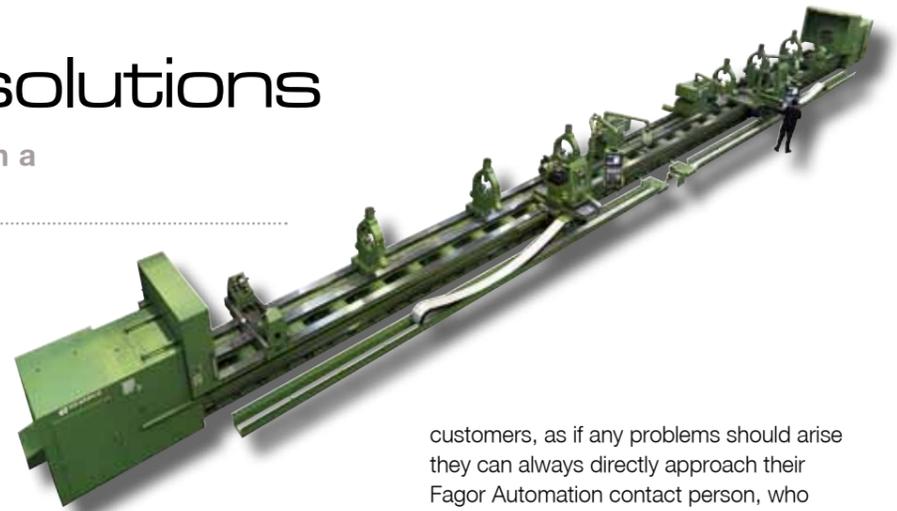


can also work simultaneously on two smaller parts.

The lathes were commissioned to Goratu by the company Baliño (Vigo, Spain), shipbuilding sector specialists since 1948 who has extended and diversified their business to other areas such as mining, the paper industry, cement plants and hydraulic power stations.

Goratu dealt exclusively with Fagor Automation throughout the entire lathe design and manufacture process, meaning they could focus all their efforts on manufacturing the machine.

True to its philosophy, Fagor Automation adapted its work to the project's



customers, as if any problems should arise they can always directly approach their Fagor Automation contact person, who will provide them with the most adequate solution.

requirements, working in close partnership and close to the customer to be aware of their needs and offer them the backing and support required to achieve excellent results.

Added values

One of Fagor Automation's most unique added values is that its technical and commercial departments work in close collaboration. This is a big advantage for

This flexibility means we can cater to their needs and solve any problems, ensure the product delivery date and carry out rush work and day-to-day after-sales service.

Also, Fagor Automation's extensive commercial and technical network, present in over 50 countries through its own offices and distributors, allows a direct, easily accessible service to be provided to customers, wherever they may be. ■

Solutions



FAGOR AUTOMATION

www.fagorautomation.com

Fagor Automation Koop. E.
San Andres Auzoa 19
20.500 Arrasate-Mondragon (Spain)
Tel.: +34 943 719 200
Fax.: +34 943 791 712
info@fagorautomation.es

<http://automationintheworld.com/>

