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FAGOR AUTOMATION



Hall 3.
Booth G11.

“At this EMO, we intend to show the customers our latest advances in our CNC and feedback systems”



Fagor Automation is an exhibitor at the EMO show, European reference in machine-tool exhibitions. Mr. Pedro Ruiz de Aguirre, current general manager, describes to us its challenges in a difficult domestic and international scenario.

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

Our goals come from the common and unequivocal reflection and the will of our partners and cooperators. In spite of the crisis, we promote even more strongly, if possible, what we consider the key elements of our

business: offering our customers new products with higher efficiency and features and greater global support by expanding our direct presence both in terms of sales and service.

In either case, we can show significant advances at this exhibition: The new 8065 CNC, new axis and spindle motors,

the longest absolute linear encoder on the market and the new digital readouts. The expansion of our direct network in countries as relevant as India and Russia. So, our top-priority goal is to offer solutions, cooperation, support, security and business opportunities to our customers anywhere in the world.

Fagor Automation is present worldwide and its product export share is high. How do you foresee the evolution of the company in the short/medium run?

The machine tool sector has been global for years. We, as part of it, are following this dynamics from the very beginning. The visible result has been reaching more than 80% of the business turnover outside of our “country of origin”. We are a multi-cultural company, established directly in 18 countries, with a wide network of distributors spread out in the five continents. Maintaining this diversity as an asset is the opportunity to cooperate with the customers through multiple channels: suggestions, common projects, etc. It is the creative drive that, in an exciting work, let us act locally while thinking globally.

It is a hard-to-manage moment of international change. Which factors do you think influence your customers to choose you as their trustworthy supplier?

The principles and relationships remain the same. They do not depend on today's rather tough situation: proximity and attention, listening and responding to their needs. Ability to innovate and adapt; sharing the present, we are working on the future. We can come out stronger from the crisis. It is a cliché, but it is true. Our success will be to get it.

Its presence at the EMO exhibition, one of the most important international events in

the machine tool sector, is important to Fagor Automation. Why?

It is the ideal event that grants us the opportunity to show our new products and establish direct contact with our customers. There are no direct sales in these encounters; instead, we approach them as another important opportunity to open our doors and see our advances first hand. At this edition, we show the new 8065 CNC that we consider to be the perfect combination of power and friendly operation. We show a significant expansion of our offer on motors: sizes and power, for axis motors and spindle motors, our improved catalog of absolute digital linear feedback up to 30 meters, with digital protocols that ensure connectivity with most systems and further strengthens our leadership in feedback systems for large machines.

What we see here is a new ample, complete and powerful range of systems for the machine tool as our response to the needs and proposals of our customers.

What are the main changes in the design of your exhibition booth compared to that of previous years?

The booth has a more modern look according to the personality of our company and to our innovative spirit. The booth layout and the communication elements used are fresher and better represent our character. We have emphasized our novelties, more than our product diversity and, especially, the new 8065 CNC with an interactive presentation that shows all its features. Fagor Automation never before had exhibited a product with this kind of presentation that describes in detail all the utilities of the CNC and lets the user interact with it as if it were real. ■



Standing from left to right

Marcelino Novo

CNC R&D Manager

Carlos Urrea

Feedback & DRO Technical Manager

Iñaki Bañuelos

Feedback & DRO Sales Manager

José Miguel Arregi

Vice President of the industrial automation division (Mondragon)

Koldo Berasategi

Feedback & DRO Business Manager

José Pérez

Industrial Manager

Antón Sagasta

CNC Business Manager

Ignacio Aizpuru

Financial Manager

Sitting from left to right

Vicente Zugasti

R&D General Manager

Aitor Irure

President

Pedro Ruiz de Aguirre

General Manager

Salvador Azcoaga

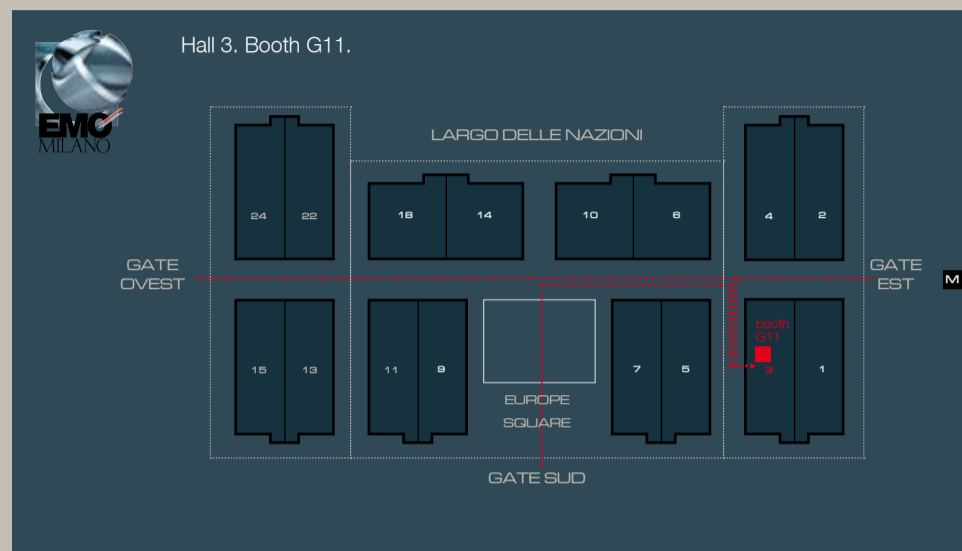
Human Resources Manager

Iñaki Sánchez

CNC Sales Manager

Fagor Automation spreads its image and know-how in Milan

This company, one of the main manufacturers of CNC and feedback systems in the world will attend the EMO'09 with a new booth design to present its star products.



Ten staff members of the Basque company, part of Mondragon Corporation, the largest cooperative group in the world, will attend to the visitors of the EMO exhibition from the 5th to the 10th of October in booth G11 of Hall 3.

The new-design booth has four exhibition areas, each one dedicated to their successful products: The 8065 CNC, new axis and spindle motors, the longest absolute linear encoder on the market and the digital readouts. The booth also has a common area for private meetings and open spaces from where to view the demos of the new 8065 CNC, system that will revolutionize the CNC market.

With this new rendezvous, Fagor Automation shows its capability and interest in maintaining its contribution of added value to the sector.

8065 CNC. Latest generation in design and functionality

Fagor's new 8065 CNC is adapted to the new market demands, with considerable improvement in the productivity and functionality of the machine and an avant-garde design that includes mold keyboards, rear mounting, USB port, mouse integrated into the keyboard and touch-screen monitor. 8055 CNC users as well as 8070 CNC users will operate the 8065 CNC easily because it offers both accessing methods. They need not learn a new way because they can keep using the one they are already used to. 8055 CNC users will keep using the "Main menu" key to access the main screen and 8070 CNC users will use the keys to access the automatic, jog and edit



modes. Its interface is easier and more pleasant than that of its predecessors, with Pop-up function for vertical sub-menus, new colors and simple screens to adapt it to the operator's working methods. Its programming format is compatible with the 8055 CNC and the 8070 CNC, it offers the conversational language, tool inspection and some more realistic 3D solid graphics during program execution and simulation.

The longest linear encoder on the market: up to 30 m of measuring length (travel).

Likewise, the EMO'09 visitors can enjoy the presentation of the absolute linear encoder of up to 30 m of measuring length, the longest on the market, designed and manufactured by Fagor Automation, leader in encoder manufacturing.

Fagor Automation's sealed linear encoders provide a robust and reliable solution for applications requiring high levels of positional

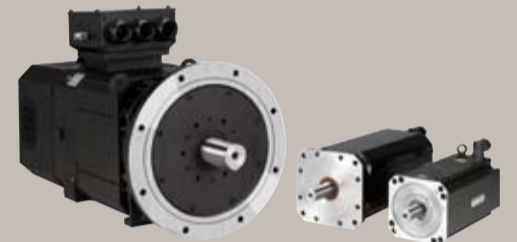
control in demanding operating conditions and environments. The mechanical, electronic and optical design of the linear encoders ensures consistency in technical specification and functional characteristics and minimizes the effect of errors that may be caused by various external sources (temperature, vibration, noise, etc.).



Among them, absolute linear encoders make direct and immediate measuring possible with digital communication and protocol compatible with the main CNC manufacturers like FANUC, SIEMENS, MITSUBISHI CNC or PANASONIC and, of course, FAGOR. Among their characteristics the following are worth mentioning: excellent performance up to 120 m/min, vibration up to 20g, measuring accuracy of $\pm 5 \mu\text{m/m}$ and $\pm 3 \mu\text{m/m}$ (depending on model) and TDMS mounting system that provide added value to the systems to which they are connected.

Better and better, also in spindle and axis motors

For this EMO edition, Fagor Automation further expands its range of motors. It



launches a new series of spindle motors FM9, mainly oriented to large lathes with power outputs between 60kW and 130kW. The range of axis motors has also been expanded with the FKM9, with torque between 68Nm and 115Nm. Fagor Automation's new axis motors are mainly oriented to large milling machines that handle heavy parts.

New times, new challenges

Fagor Automation is preparing the serial manufacturing of the 8065 CNC by 2010 and it is currently researching, developing and manufacturing products for machine automation and control, 80% of which they export through their wide distribution and service network with 30 branch offices and 45 distributors worldwide.

This cooperative (employee-owned) company, located in the Basque city of Mondragón (northern Spain), excels by its capability to develop software and the versatility of its productive process to offer specific solutions according to the needs of their customers. ■

news briefs

The university of Stanford praises Fagor Automation



The institution, considered one of the most prestigious universities in the US and in the world, chose Fagor Automation to use high precision instruments for the success of their researches.

As Roger David Korberg stated, American scientist and structural biology professor of University of Stanford, awarded the Nobel prize in Chemistry in 2006 for his research on the process used to copy genetic information of the DNA to the RNA, "the precision we got from Fagor Automation's 8055 CNC meant a crucial step in our research. With

Fagor's SA absolute linear encoders, we have been able to maintain sub-micron precision throughout the whole research. The Fagor 8055 CNC series offers the PLC as a standard feature, a logic analyzer that allows the customer to control up to 8 PLC variables simultaneously and in real time. The Nobel prize winner could even freeze the signal on the base of any PLC variable for an efficient PLC solution.

Fagor Automation products, key in the development of the new energies sector in China

Wuxi Quioliang, Chinese company especially sensitive to the sectors aimed at new energies, has confirmed that Fagor Automation products have meant a considerable benefit to their company. As stated by the general manager of Wuxi Quioliang in a recent interview held with Fagor Automation.

The Chinese company expressed their satisfaction and benefit that the 8055 CNC and the 60-meter LOP 600 encoder have provided to the company and especially to their Gantry, a large machine dedicated to the Aeronautics and new energies industry.



The Chinese company is now working on the production of bushings or heads of the "windmills" or aerogenerators for internationally renowned companies.

Wuxi Quioliang have declared their intention to further improve their relationship with Fagor Automation and are currently talking about sales prices, delivery time and service.

For Fagor Automation, the success of the project means an opportunity to open up to sectors where the sizes of the machines are not standard.

Chamaleon project

The European project has been created to develop and build a new concept of machine-tool based on mechatronic devices that make it possible to adapt it to respond to the many and sometimes contradictory requirements of part manufacturing processes.

12 research centers and small to mid-size companies of five European countries take part in the project. Among them, the following R&DT centers: Ideko-IK4, Tekniker, RWTH-Aachen and Fagor-Aotek, that develop avant-garde technologies to be added to the adaptronic machine; manufacturers of machine-tool components like Cedrat, Micromega, Matzat and Goidalde dedicated to designing and building advanced technology devices and machine tools like Soraluze and DST that provide technological assistance to R&DT centers and to component manufacturers. Kale AERO and Seeb will validate the the adaptronic solution thanks to the cooperation in the project, a strong cooperation between partners will be created.

Fagor AOTEK

Research center created in the Basque Country in 2002 cooperates tightly with

“Fagor Automation’s highly reliable CNC’s optimize our production time considerably”



The company “Officine OFP Ltd “, part of the Gruppo G.I.V.A and located in Rho (Mi), was founded in 1974. Mr. Stefano Lambertini is the production manager and head of machine tools where Fagor is widely used. “The Officine OFP” is a leading company in Europe, not only in the field of drilling, deep, axial and off-axis, but also in the world of machining, heavy turning, in most diverse sectors from energy to cylinders for calendring and machines of various uses, even the naval industry for axial drilling of piston rods and camshafts. A company that has managed to gain market share in increasingly wider areas of the world. The company philosophy is therefore to associate the right flexibility with the quality to quickly meet the different challenges that the customers propose to the company. As Lambertini says “to achieve this goal, it is essential to equip the machines out in the field with a CNC that, besides being easy to use,

can ensure creating part-programs as quickly as possible for machining parts; programming assistance the CNC offers greatly facilitates this operation. The same can be said for the motors, servo drives and measuring systems that Fagor offers ensuring an excellent digital package”
Officine OFP Fagor chose as a CNC reference as early as 1994, because it was suddenly evident that the peculiarity number one of their CNC’s was the operating ease combined with a large number of features that greatly

simplifies the approach to various difficulties. “As of today, the company has 25 machines including lathes, milling and drilling, 90% of which are equipped with Fago CNC’s (CNC 8055 and CNC 8070).
“Other factors, although not less important, that make us appreciate Fagor’s offer concern the’ high product reliability, which translates into less downtime, and the excellent service that the Italian subsidiary of Fagor has delivered over time both in terms of training and support for solving complex problems. ■



Pierluigi Barbieri
Ciro Annichiarico
Marco Sordi
Diego Perego
Guido Pigozzo
Massimiliano Belluschi
Christian Kusterle
Stefano Mantovan
Pietro Monopoli
Rosario Oldani

The tooling in the aerospace sector is unique and they need reliable CNC’s. Excellent service is a must.



Ease, productivity and service are the qualities that Burdinberri S.L, company founded in 1990, specialized in designing and machining high-quality tooling, praises about Fagor Automation’s CNC’s.
Their production manager, Mr. Juan Luis Leanizbarrutia, talks about the benefits that the CNC’s have provided to the company: “80% of our machines carry a Fagor CNC. We’ve been using them for 20 years, since the beginning of our company. Even when the 8070 was launched in the year 2000, we worked together on its implementation”
Burdinberri, supported by their customers’ satisfaction, quickly expanded, in less than 5 years diversifying their activities and

successfully getting into important sectors like aeronautics as well as the aerospace and shipping (naval) industries. They are now one of the main suppliers of aeronautics tooling. To reach this leader position, they tripled they capacity, they got a new machine oriented to machining for this emerging sector and stay committed to the permanent training of their 50 employees.
“The market is now very demanding and requires specialization. Our manufacturing demands are very high to strengthen the entry barriers in this globalized world we live in”.
Fagor CNC’s have helped Burdinberri reach this position and strengthen their competitive advantages: short delivery time and high

quality. “Without any doubt, all the features offered by Fagor CNC’s are excellent, but the main reason is the closeness they treat us with. Service is excellent. When we have a problem, they show up right away and solve it. In a casual way, he praises the quality, warmth and quick response of their after-sales technical service. As a company committed to quality, they are also aware of what can be improved: “For long machining operations, like that in the aeronautics sector, Fagor CNC’s help successfully meet the demands of molding and routing tools”. ■



Fagor Automation in the development of new platforms and the integration of new state-of-the-art algorithms in their products: CNC, drives, motors and encoders.

Since 2005, Fagor AOTEK is a member of CIC Margune, The Basque Center of Cooperative research in manufacturing technologies. ■

Pierluigi Barbieri, manager of the Italian Branch

Fagor Automation reached a strong position on the international market in 2000 thanks, among other things, to the efforts of its subsidiary in Italy, a country that hosts the EMO exhibition this year in Milan, in which Fagor Automation, member of Mondragon Corporation, the largest cooperative group in the world, presents two new innovative products: the new 8065 CNC and the longest absolute optical scale on the market.

The importance of the Italian branch.

What helped you take the initiative to open a branch of Fagor Automation in Italy? What are the peculiarities of the Italian market? Has the representing branch helped to create and maintain the top position that Fagor Automation holds worldwide?

The decision to create a subsidiary in Italy dates to the early 90s when the Italian machine tool builders were at the top of the world market, a position that, incidentally, has been consolidated over time.

The all-Italian characteristic to have the ability to develop a wide range of applications and the spirit of its builders, in addition to the ease of communication that unites Italian and Spanish, makes our country the perfect partner for Fagor Automation.

The activity of the branch all this time has mainly been to promote the commercialization of their products by ensuring all additional services and responding to the innovation demands of the Italian market, direct Headquarters in the product development options.

Based on this, Fagor Automation has come up with the flagship product that has caught the attention of the world market and more specifically the "CNC" or, better said, the Conversational Numerical Control.

Despite the economic crisis, customers remain "loyal" to Fagor Automation? What are the values that this company brings to its target market?

The loyalty of a customer is an extremely long and intricate process that requires years of constant effort.

The current market has led to a quantitative decrease in orders but our customers have maintained firm ties with our company, even, in some cases, we observed a clear improvement in the same common objective

an innovative perspective developing and presenting at the EMO'09 exhibition a CNC specifically dedicated to the "back to the future" in a world where the economy gives back to the manufacturing industry the strategic and determining role that it had in the past.

Our hope is that, driven by the presentation of new products, we can further strengthen the current position and increase market penetration.

The 8065 CNC and the longest optical scale on the market are Fagor Automation's new flagship products. Do you believe that the goals assigned to them will be achieved?

I really think so. The 8065 CNC is born from the desire to create a new product that represents the ideal synthesis between the two existing CNC's: not an easy challenge because the starting levels of excellence are already in their areas of application and is therefore hard to transfer the best of each into a new product.

But the challenge was accepted and tackled intensely by our designers.

The same goes for the longest absolute optical scale on the market created to meet the demands of a more and more technologically advanced market; a goal only reached by Fagor and to the detriment of its competitors.

We suppose that, for information and for proximity, the Italian delegation plays an important role in organizing and hosting the stand to EMO'09 Fagor Automation. Is that so? What will the role of the delegation that manages it?

The main characteristic of EMO is its international projection that reaches its peak in the Italian edition; in fact the percentage of foreign visitors is about 10% higher than in the German edition.

So the feeling is that a team ready to play

who represented the root of the economic miracle of our country in the '50s and '60s, a reality of continuous and constant innovation that even today is still the driving force of our engineering companies mostly small to medium size.

Also keep in mind that an economic crisis like the present one is also an opportunity for comparison, renovation and stabilization of the market: a better organized company will

come out even stronger than before.

These considerations, always shared by Fagor Automation even in very difficult times, allowed them to plan a strategy for product development and applications such as conversational 8065 CNC, developed according to the industrial changes we are living.

A product that will allow us to further strengthen our current position as leaders. ■



of getting out of the crisis tunnel. Another value we particularly go by is the professionalism of our staff. All staff, both commercial and technical, has accumulated years of seniority and experience at various levels within the company.

All our sales people are technically knowledgeable covering all areas, from technical assistance, through applications to sales: people are thus able to help the manufacturer in their choices and offer solutions and not only products, qualities that we find distinctive at the present time.

Fagor Automation in EMO '09

What does Fagor Automation expect from the EMO'09? Do you think that it will be respected?

It's difficult to define the expectations in this particular economic time because you cannot predict how the recovery that we are all so eagerly waiting for will evolve.

The only sure thing is that even at this difficult stage Fagor Automation has worked with

its game this year knowing that we have the advantage of being able to play at home, taking advantage of its strength represented by a team of professionally valid people and with vast experience in the sector, ready to themselves at the visitors' service, listen to their requests and provide the best solution.

Expectations for the future.

The instability and uncertainty of the markets is strong. Fagor Automation has confidence that can maintain its position in the short / medium term? The company has prepared a strategy for maintaining its leadership?

The instability and uncertainty of the market is currently very high. For several decades, the industry had been the driving instrument for the reconstruction of a world coming out of the epic disaster, until, in recent years, finance has taken the reins of economic development setting the rules. Today we realize that the future still goes through the manufacturing industry and in the foreground the mechanics

Agenda

Weather in Milan

Monday October the 5 th	Tuesday October the 6 th	Wednesday October the 7 th	Thursday October the 8 th	Friday October the 9 th	Saturday October the 10 th
max: 23°	max: 22°	max: 21°	max: 22°	max: 23°	max: 22°
min: 14°	min: 14°	min: 14°	min: 11°	min: 11°	min: 12°

Timetable

	Milan	New York	Tokyo	San Francisco
open	09:30	03:30	16:30	00:30
close	18:00	12:00	01:00	09:00

How to arrive

M UNDERGROUND

Underground M1-Red Line ATM (Azienda Trasporti Milansi) terminus Rho-fieramilano, entrance "porta Est".

Tickets can be bought also at the underground stations, the receptions and at the tobacconist's on the fair ground fieramilano.

LINEE S - URBAN SUBWAY SERVICE

T TAXI

- Fieramilano TAXI

Stops: outside "porta Est", "porta Ovest" and "porta Sud".

- Radiotaxi

You can call a taxi using one of the following numbers:

028585 - 026969 - 024040 - 024000

BUS SHUTTLE SERVICE AROUND THE FAIR

The free bus service operates (from 8 am to 8 pm) continuously and connects the different gates of the fairground:

- morning: stop and boarding outside the gate of "porta Est" with direction "porta Ovest"

- evening: stop and boarding outside the gate of "porta Ovest" with direction "porta Est".

CNC8065

Easy as always

- Design and functionality
- Easy and pleasant interface
- Easier navigation
- Conversational language

More powerful than ever

- Two-way access
- More realistic solid graphics
- Conversational work mode
- 5-axis machining

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The newest.

Come on and get to know it.

Demos every day: 11:00 h - 16:00 h

FAGOR AUTOMATION