

Turnover contributions from tube & sheet working operations are more or less equal for Dimensione Laser

From **Sheet** metal to Tube



When Alessandro Falconeri decided in 1996 to concentrate exclusively on the use of laser technology for his new subcontracting company, it appeared to be a operating decision limited by the technology, with little obvious potential and with the high costs of the machinery itself. Today, after ten years, the company is no longer alone in its use of lasers and has had real success. It represents a reference point for this sector, thanks to its skilled workers, the capacity to offer **an all round service and to also grasp the opportunities for effective partnership with its machine suppliers.**

“We quickly added tube working to our sheet metal process” began Massimo Verità, the man responsible for laser technology at the company and for its introduction. He was among the first to be involved with Falconeri in the company as he had considerable experience with lasers. “It was a logical development from the know how acquired from laser technology but also driven **by the need to increase business opportunities when facing clients.**

Today, the turnover levels between sheet and tube working are more or less the same and the synergy they create is a very important plus. We

have also increased our ability to satisfy customer requirements by **additionally performing operations concerned with the assembly and fabrication process** such as bending, drilling and welding of various types, painting, and in some cases, final treatments such as galvanising.”

Machines with the same trademark

Dimensione Laser's machine parc comprises three sheet metal working systems from ADIGE; two with 3000w power and work area of 3000mm x 1500mm , and one with 1700w power and a work area of 2000mm x 1000mm. The former machines are of the latest generation and are used for normal production, while the third, the first machine to be acquired, is used for specific working operations when required.

The company also focused on ADIGE machines for their tube working processes. They are using LT651, LT652 and LT712 Lasertube machines on bars up to 6m which combine high productivity with flexibility thanks to the automation of all operations and to the **programming and management software packages developed specifically for tube working.**

Customer and Supplier

The relationship between Dimensione Laser and ADIGE has grown considerably over time. "From the first contact with the company for the first machine," records Verità, "we have been able to talk the same language as the ADIGE representatives and we have the same incentive to always make the machines more efficient and increase their performance. To this aim we decided to combine our experience, our knowledge and our needs."

For the LT652, for example, we have been involved together in a pilot project to determine adjustments in the software package and for improvements in more recent models.

The sheet metal working and tube working systems we have adjusted in tandem and the constant communication between us has reinforced our bond of friendship and resulted in a natural progression towards further developments."

Satisfying 98% of all requests

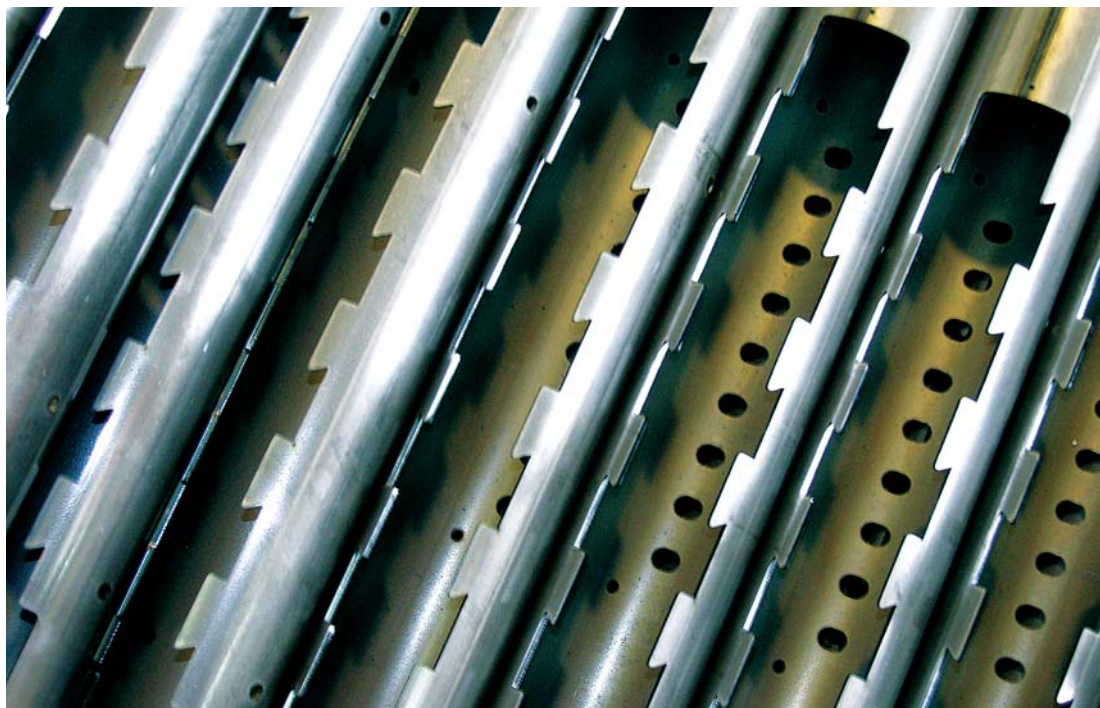
Verità supplies some facts to reflect on: "We have on our files some **17000 tube products and over 31,000 in sheet metal**. Mostly manufactured in mild steel and stainless steel, sometimes, although rarely, in aluminium and these are equivalent to around 98% of all requests received. The remainder are dependent on the limits of the machinery and the laser systems used and probably would achieve better results using more traditional methods."

Dimensione Laser work principally to customer specification, but don't step back from offering



the appropriate know how to find better solutions: "We don't ignore requests where the part to manufacture is a simple sketch," states Verità, "In these cases, **project advice from us is indispensable**."

Often, in fact, there is an incomplete understanding from designers of all the capabilities of laser machines and the advantages in terms of time, economics and aesthetics which is obtainable from the synergy between sheet metal and tube."



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