

The technological heart of SGM in Fermignano, Italy, is the laser tube cutting system for the production of complex quality frames.

## Increasingly more **tube** in **complex frames**

Jobshop

INSPIRED FOR TUBE

SGM located in Fermignano, Perugia is a company specialised in the production of frames with a strong vocation particularly for motorbike frames, metal furnishings and fitness or free time equipment.

"I started making frames back in 1969 at Moto Benelli - says Giacinti NOME, owner of SGM - and I haven't stopped since. I acquired skills and an enviable experience in the manufacture of motorbike frames to the point that in 1980 I decided to make a quality leap and set up my own business. So we started to manufacture frames and components for big names such as Bimota, Moto Guzzi and Cagiva, because that's the only market we were best acquainted with. As soon as we got the opportunity we successfully expanded

the activity towards related sectors from the demand point of view, such as the metal furnishing industry, bicycles and fitness equipment. For example Tecnogym, a company that is specialised in fitness equipment is our key account".

### Comparing three generations

To work closely with the problems of manufacturing motorbikes, with exacting technological and quality requirements has allowed SGM to gain skills in the laser tube cutting field, which still remain the company's "trademark".

"The applications requested and the need to make increasingly complex and articulated frames with sophisticated intersections and as-



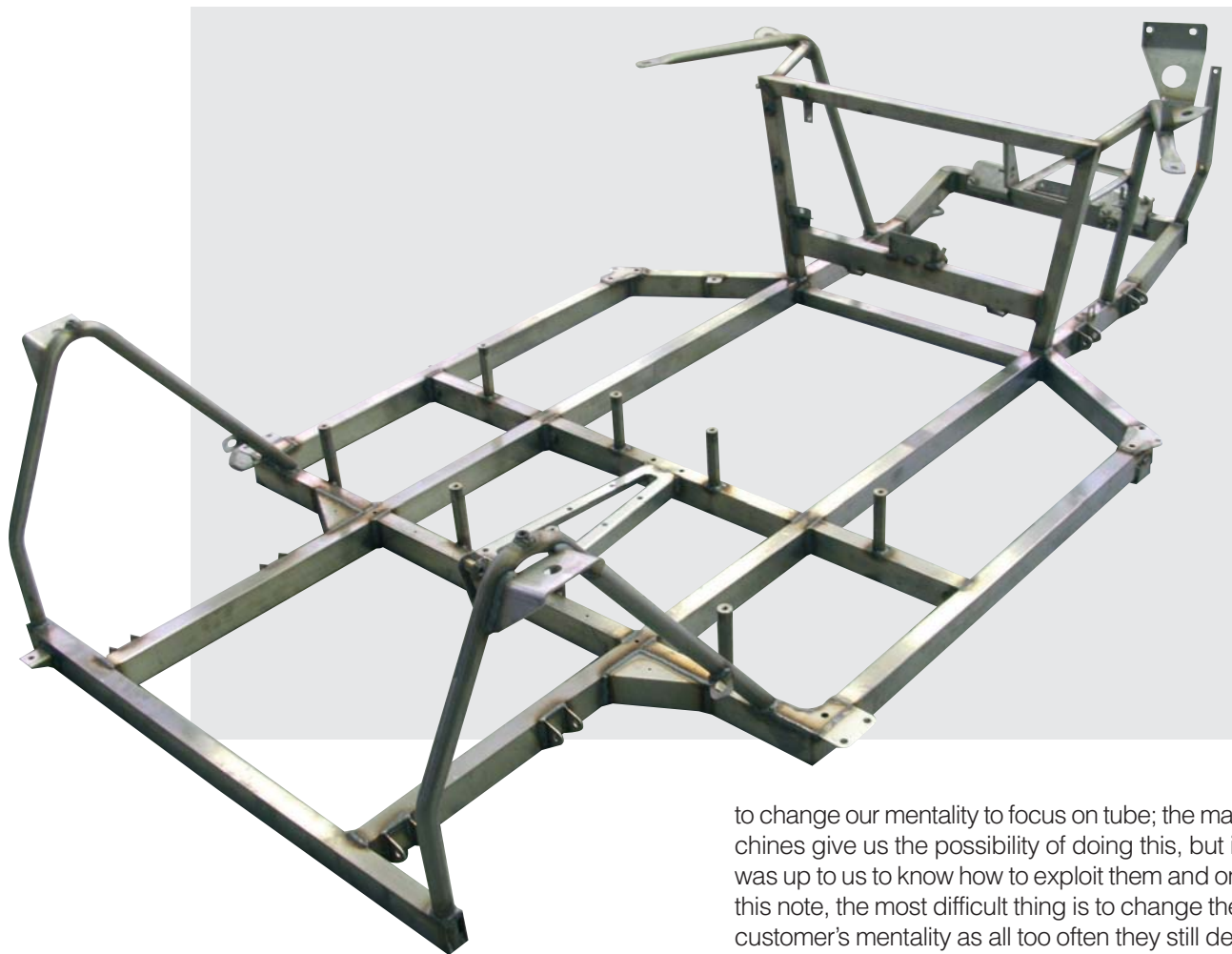


semblies – continues Giacinti – pushed us into the laser tube world. First of all we purchased an ADIGE LT651, which was shortly followed by a LT652 and an ADILAS 2 system where we combined flat steel sheet cutting. The most recent purchase was made last year, when we installed a new generation LT712D, which, compared to the previous models that are still absolutely valid and reliable, belong to a “completely different world”. As I have all three gen-

erations of ADIGE laser tube machines, I can quite openly say that the LT 712D is far superior to the previous models from a performance point of view; and the numbers achieved prove this fact: to cut one component we leaped from an output of 34 pieces/hour with the “LT 652” to 106 pieces/hour with the “LT 712D”, because there are practically no downtimes; the machine passes over from one process to another in only a few tenths of a second”.







### Focused on tube

Today SGM manufactures top quality stainless steel, iron, aluminium and high-resistance steel frames with diameters ranging from 10 to 225 mm. "Besides the output increase - explains Giacinti - the other fundamental advantage that we have found with the laser tube system is the high cutting quality and repeatability, which facilitates the next assembly phase".

All this makes SGM the ideal partner for those who have to manufacture frames and perceive the potentials and advantages in designing articles, whatever they may be with frames made directly from tube; this is how we reason. We had

to change our mentality to focus on tube; the machines give us the possibility of doing this, but it was up to us to know how to exploit them and on this note, the most difficult thing is to change the customer's mentality as all too often they still design in the conventional way, without thinking of the enormous advantages they would have if they were to design their products right from the beginning with the use of tube".

"Tecnogym was the first to follow us" says Giacinti. "We have a consolidated relationship with them up to the point that designing new articles is positively influenced by the laser tube system. In fact, the possibility of laser cutting any type of section allows their designers to study and implement articles with complex structures and frames, fully exploiting the potentials of the laser tube systems. We then receive the final projects, which we simply examine from a feasibility viewpoint and, if necessary, optimise it". SGM is ISO 9002 certified and therefore design is not in-house.



## A unique reference

By tradition, Tecnogym turns to those who are able to provide a complete product without the need for other sub-suppliers. SGM, therefore, avails itself of the collaboration of a satellite company that takes care of frame assembly and welding and supplies a practically finished top quality product.

"With Tecnogym - explains Giacinti - work main-

ly consists of cutting and bending tubes with peculiar profiles; the most popular tube used for their frames is the 120 x 60 mm elliptical section, which I can assure you is not easy to work with, especially when it has to be bent. We manage to do this work with two old BLM tube bending machines, which as far as reliability is concerned, still work as if they were new; the quality of the bend is good and that's what counts for us".

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