



HIGH PRODUCTION VOLUMES AT A REASONABLE PRICE

Kobex - PL

Some entrepreneurial skills are discovered by chance, like in the case of Kobex Sp. z.o.o. a company from Kamien, in the Subcarpathian Voivodeship of Poland, which has a prominent place in steel construction, mainly of industrial buildings, which it makes at the rate of one every three days.



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The company's CEO Rafał Wąsik revealed that the company started about 27 years ago and for the first half of its existence produced willow baskets and bags with such success that it required an expansion of the facility in which it operated. When the time came to build a new factory, the owner Stanisław Rembisz approached several suppliers and received several wildly different quotes. So, he decided that he could do it himself. With the help of an architect he drew the blueprints and started the construction. Before the building was finished an acquaintance asked him if he would sell it instead of using it, and he did. When Mr. Rembisz designed and started working on a second factory building for his business the same thing happened again. This occurrence continued until the design and construction of industrial and steel buildings became the core business of Kobex, whose name, by the way, is inspired by the German word for baskets which were the company's original product.

Today, Kobex is one of Poland's largest steel construction companies. The Kamien plant currently employs approximately 160 people, 100 of whom work on the production floor. Construction is outsourced to external companies employing a total of 200 additional people. "We are one of the biggest companies and certainly one of the fastest producers in Poland," said Wąsik. "During the past eleven years, we have completed more than 2,500 buildings and today we are running at the rate of 150-180 buildings per year, which means that one new building is produced every three days."

The market is mainly domestic, but about 30-35% of construction is done abroad, including in the USA.

High technology to guarantee service

Kobex can follow all stages of the construction of an industrial building from design to final installation, Wasik explains. "Some larger customers, for whom we make the prefabs modules, come with a project already done, but most customers choose our blueprints. The buildings are large, like the over 10,000-square-metre one we are currently building in the UK."

Kobex's customers want high-quality results and the company needs to satisfy this demand on time. "Customers recognize our high level of technology in production. When they visit us they see one of the best machines in Poland and this is also thanks to BLM GROUP's contribution." Investing in state-of-the-art machinery is not only a way for Kobex to work under the best conditions of efficiency while respecting time, cost and quality. It is also a marketing action toward customers who gain confidence in the company by seeing how they work.

While talking about the importance of investing in modern machinery, Wasik is keen to emphasize one aspect that is by no means insignificant. "Investing in machinery does not mean not investing in people. Behind a machine, there is always a person who operates it. Actually, more than one person because the systems work on several shifts. It's necessary to train them on how to use the machines correctly and operate them. That is why, when we buy a machine, it is very important to find the product that allows us to make the best quality as quickly as possible."

High volumes at reasonable prices

Our philosophy has always been to produce large volumes at a reasonable price. That is why we are moving in the direction of automation with these state-of-the-art machines.

Our principles stem from the origin of the company that made retail products and the same philosophy has also been applied to the production of industrial buildings by focusing on a high number of creations maintained at a competitive price.

The choice of machinery

“To choose machinery, together with the company owner we visit trade fairs to keep abreast of the latest news and understand which the best brand on the market is, then, if the budget allows, we buy from them.” This is how Kobex found BLM GROUP and decided to purchase three systems at once: an LT24 for cutting large structural tubes, LT7 for light tubes and LS5 for cutting sheets.

“For the cutting and processing of tubes and beams of supporting structures we chose the LT24, a laser cutting system that has allowed us to be at least twice as fast, but above all allows us to be able to do many more processes that were not possible before, and all automatically in a single cycle.”

The right machine for every job

Kobex’s customers use round tubes, square tubes, and bundles of various shapes and sizes, combined with proposed features that previously had to be analyzed one by one with great care and skill to separate those that could be done from those that couldn’t be done or would cost too much to do.

“Now, most of those machining operations are feasible from the start with the LT24. We have no restrictions and given a project we can confidently say that we can make it exactly as it appears on the drawing.”

The same reasoning applies to the LT7, the Lasertube system for medium-sized tubes that provides performance unmatched in the market



ONE NEW BUILDING
IS PRODUCED

every **3** days

and, as the latest addition to the Lasertube family, brings together all the best features of the BLM GROUP systems.

Finally, the LS5 for cutting sheet metal was a must. We used to have a plasma cutting system, but the precision was not comparable and it did not make sense to have the laser for tubes and continue working with plasma for sheet metal. “It is normal for most companies to work in construction without the need for great precision, but our customers are often large companies that still demand precision in machining. We are talking about prefabs after all and if we are talking about thin gauges, plasma is much slower than laser,” Wasik concluded.

The designers at Kobex immediately realized the potential of the new systems by adapting the designs to make their constructions lighter and to generate joints between sheets and tubes that were previously unthinkable with traditional manual methods due to technology constraints or cost.

Revolutionizing the production system in a single investment is certainly financially demanding, but the flexibility and efficiency gained from design to final implementation certainly made the effort worthwhile.

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*With BLM GROUP solutions
we have no more restrictions
and in front of a project we
can confidently say that if the
design is foreseen in a certain
way we will realize it exactly
in that way*
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