



but also at the level of sales consulting with staff always ready to recommend the best machinery for every need. To date, our machinery fleet includes almost the entire line offered by BLM GROUP, with Lasertube equipment, tube bending, etc. BLM GROUP helps us stay on the cutting edge, supports our growth and allows us to be more efficient in production. In addition, thanks to their equipment today we can offer new product lines.”

Automation and human capital

“For many people increased automation means job losses, but not for us. Automation for us means employing our people more effectively and productively; in fact, thanks to automation, we can increase production in other shifts. The introduction of advanced technology does not replace people, but supports us in the entire production process, simplifying the work of our operators. Human capital is crucial for us; our goal is to pursue the welfare of our workers and the local community even outside the production environment,” says Antonio Romo. For this reason, the founder of J.M. Romo decided to build an amusement park for the exclusive use of employees, in the city of Aguascalientes. Over the years, the park has been renovated and now also houses gyms, classes, and sports fields where various sports can be practiced. Employees are guaranteed exclusive and free access every first Sunday of the month.

Challenges for the future

“The sectors we cater to are constantly growing, and we have seen the demand for our products increase in recent years, thanks to all the partnerships we have been able to establish in the company’s nearly 90-year history. For the future, we want to aim to achieve 100 percent

environmental sustainability for our plants and make sure that our production processes are as clean as possible in terms of emissions. We want to further establish our presence in South America by opening new locations, and we are considering other foreign markets to expand internationally,” concludes Romo.

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FROM COMPONENTS TO DESIGN SOLUTIONS

Metalmecanica Alba - IT



Metalmecanica Alba, headquartered in San Zenone degli Ezzelini in Italy's famous and dynamic northeast, is a company that successfully serves its global partners and customers in the world of "Made in Italy" furniture and design. Founded in 1981 by the current co-owners Franco Ceccato and Daniele Gasparotto, the company began by processing metalwork for different sectors, then specialized in furniture, eventually producing complete product assembly kits. Today it is full service provider capable of meeting the needs of companies in the interior design and furniture sector through its vast array of supplied components, made-to-measure products and custom designs facilitated by their technical department.

Origins

“We were born in 1981 to produce metal components, mainly for the furniture sector, but not only. Our first experience with bent metal tubes was with gas stove supply pipes for two companies in the vicinity, Elba and SAMET, which produced cooktops and introduced us to the world of mild steel and aluminum tube bending,” owner Franco Ceccato begins to explain. From bending aluminum tubes to making the components of metal chairs, which became the focal point of the business, was a short step. “We are in an area of chairmakers,” Ceccato explains, “a company in Padua - Linea Ufficio - gave us the first machining on furniture tube and we started making chair frame components. Then, from machining individual tubes we moved on to making more complex assemblies. In 1986, for example, we had orders from customers asking for bed frames made from square tube, it was at that time that we purchased our first machine from Adige. A TT640 automatic tube and bar cutting machine, soon followed by a used tube bender. In the late 1990s we joined a group of companies under a company in Brescia that makes plastic seats, and by that time we were able to make the whole products. We produced the metal frame and were able to supply complete chairs with a plastic shell or ready to be upholstered later,” Ceccato explains.

With a view to differentiating its offerings and expanding the number of customers, Metalmeccanica Alba's activities range from furniture components to design. “We are able to make components as well as finished products on a project basis, but above all we can independently design products, thanks to our technical department.” Today the company employs about 60 people working in four warehouses totaling approximately 9,000 square meters of production



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The most interesting aspects of BLM GROUP products are flexibility and reliability
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area, plus an external warehouse for finished products. Turnover is also distributed geographically, from the early days when work was provided to local companies to today where about 70 percent is produced for export: 40 percent in Europe and about 30 percent outside the EU.

The evolution towards dedicated products

The need to offer increasingly customized products is definitely a distinctive feature of today's market in all sectors, but it certainly peaks in the world of furniture where customers, and consequently manufacturers, want to be able to choose from a wide range of products. Ceccato explains, “The market is moving in the direction of increasingly customized, dedicated products. This has important consequences for production.

There is a reduction in the size of production batches, which are instead increasing in number, with an ever-increasing variety of models and therefore processing.” These market characteristics require production aimed at maximum flexibility, quick production changes and certainty of the result. “The company's strength is in offering durable and innovative design solutions. Today we work on the complete kit, less than 10 percent of turnover comes from those who only want the frame,” explains Daniele Gasparotto, Production Manager at Metalmeccanica Alba.

The machines

“The choice of Adige was made from the beginning by choosing between two competitors, and so far we have been happy and satisfied with the



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The integration between machines is an important aspect in production organization
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