

ESCAR, Italy create living spaces for operators
to give maximum comfort and protection

Not just a “cabin”

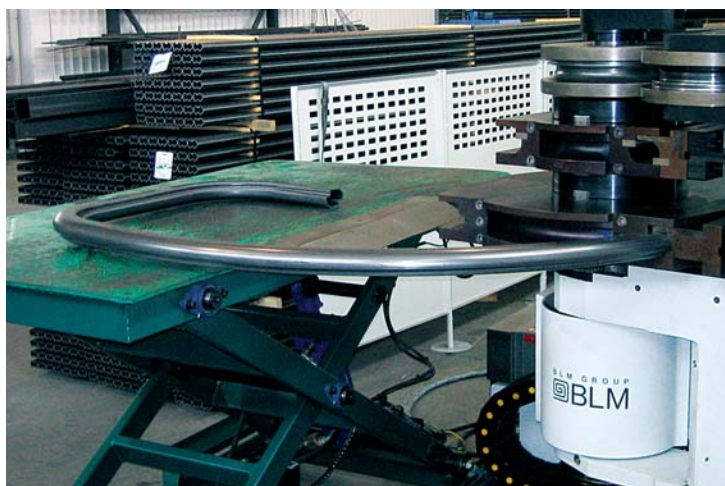


What do Dieci, Dulevo, Locatelli, Boschung, Schmidt, Montini and Mora have in common? Officially nothing. However, these major companies and industrial groups have been giving ESCAR Design Engineering all their cabin production requirements to manufacture in Cortemaggiore (PC). ESCAR are design specialists who develop and manufacture “living spaces” for the operators of industrial machines, agricultural machinery and earthmoving equipment. “Cabin is an improper term” claims Sig. Franchi, the Managing Director of the company, “now, it is more appropriate to

call them living spaces which provide ergonomic areas for the operators giving them the maximum level of comfort and security possible.”

ESCAR has, from 1979, been producing “cabins” for trains, snow ploughs, off road cranes, motorised street sweepers, tele-handlers and forklift trucks. Their capacity for design and flexibility doesn't just limit them to these products and this is a major selling point for the company. Their design ability enables them to offer each and every customer a unique solution to





their problems and gives them a competitive advantage providing the basis for commercial success. “When we talk about design, we really mean style – the same that characterises the most prestigious cars”, Giuseppe Franchi continues, “and this gives added value to the constructors of this equipment as their clients are particularly receptive to comfort, safety and operating conditions.”

All strategic and critical phases of the manufacturing process are managed internally: design and planning, component production, structural welding and assembly. “This is another strength of our company as **it enables us to make design improvements in the production process** and maintain realistic cost control and, at the same time, provide the customer with the product he wants.”

“The bending of tubes and body profiles” - Franchi adds – “**is an essential part of the strategic planning we have developed.** We purchased a DYNAMIC8 with VGP3D visualisation for programming from BLM as it fitted perfectly with our vision of developing products with a high degree of aesthetic appeal.”

“We have been able to produce both sides of the cabin and the support rings together as a single component with style and design without losing any functionality or attractiveness.” The difference that the machine has made is marked: we have been able to make bends that simply were not possible before. We can obtain both programmable variable radii together with fixed radii in a single cycle. That means we can produce components in one tube on one machine **instead of having multiple parts with two separate welding points.** We use a single machine instead of two (bender and ring roller). We have saved on working process time, welding and assembly. The new machine has enabled us to emphasise the originality of ESCAR products and given the original design structures more comfort, lower noise levels and a greater degree of safety.” ESCAR’S plans for the near future are ambitious and are marked by a strong belief that **they can double current revenue and turnover in the next three years.** The last few years have been difficult for many companies in Italy but ESCAR have registered revenue increasing between 20% and 40% annually which proves their development strategy is the right one. ESCAR is today a market leader in Italy and is well on its way to major success internationally.

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