

Embracing the very latest “laser tube cutting” technology guarantees unbeatable floor-to-floor times and the lowest possible component cost.

## Same day **delivery**



At RIMA SPA of Montichiari, nothing happens unexpectedly. Their strategy of controlled growth and the strictest attention to customer satisfaction, are the clear business drivers of the company run by Mr Giorgio Zonta.

RIMA s.p.a. founded in 1972, specialises in the manufacture of vehicles and equipment for construction, agricultural and industrial use. In particular, parking jacks, lifting gear and wheels, as well as hydraulic components including cylinder and bearings.

The 8000m2 factory in Montichiari, production units in England and Rumania, and other strategically positioned business offices enable us “to be near to our customers” adds Mr Zonta.

The company has around 170 employees and rapidly increasing exports account for 40% of turnover.

The development strategy revolves around two principal concepts: the differentiation of the products (hydraulic components) and opening up new market areas (industrial vehicles and construction equipment).

### The added-value technology is kept within the company

"Our production – Mr Zonta explains – is characterised by medium-small batches and increasing product-customisation/differentiation. So to manage the variability and variety of the demand in a flexible and efficient manner, it was decided to retain within the company, all manufacturing considered strategic and with a high added-value, for example, the complex tube machining involved in many of their products along with welding, assembly and finishing.

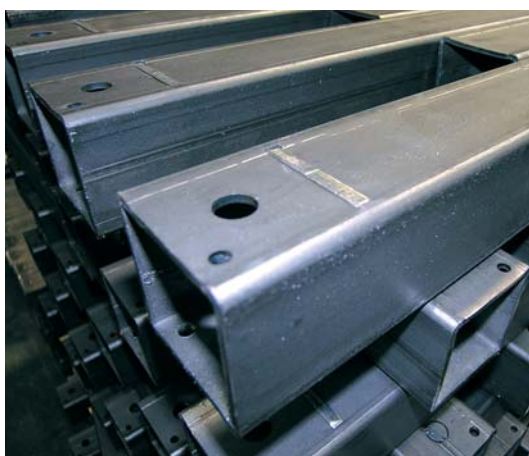
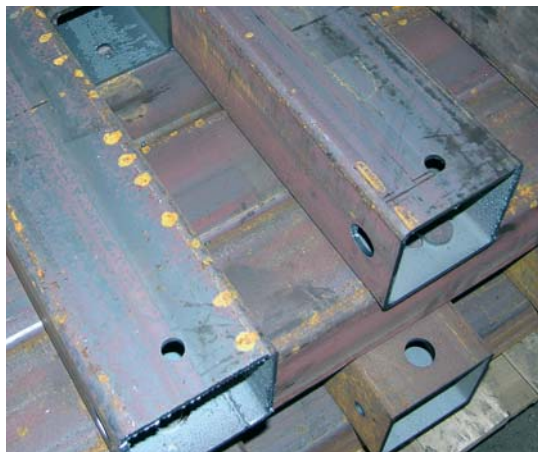
### 13 job changeovers per shift

The machining of RIMA's tubular products is now carried out on the Adige LT652 Laser Tube Cutting System, which enables them to finish-machine the product on one machine, in one operation, automatically. As RIMA use mostly thick-walled heavy tubes, the consequent elimination of handling between former traditional machining processes. By utilising the Adige LT652 Lasertube, has been greatly appreciated. The versatility and capability of the ADIGE LASERTUBE has given rise to amazing pro-

ductivity gains, 70% in some cases. Remarkably the whole machine can be changed from one job to the next in typically 3 to 4 minutes.

"With the very fast and multi-purpose manufacturing capability the ADIGE LASERTUBE provides – Mr Zonta explains again – it is realistic to manage efficiently and cost-effectively small batches (20 pieces or less) and quickly accommodate any product-customisation (or even design changes). Very often there are occasions when job changeovers on the ADIGE LASERTUBE, exceed 13 times per shift. With the total flexibility and production capability of the ADIGE LASERTUBE the advantages are self-evident and numerous.

Previously in the production cycle we would have used four or five traditional machines and transferred the semi-finished product between these machines, inspecting at each process to try and minimise the accumulative error associated with consecutive traditional machining processes. Now its all done on one machine, the LASERTUBE and RIMA can turn around customer orders in the very same day they are received!



#### RIMA S.p.a.

Via Sigalina a Mattina 32  
Località Ro  
25018 Montichiari (BS)  
tel. +39 030 962161  
fax. +39 030 9961397  
www.rimaspa.com  
e-mail: info@rimaspa.it