



FICEP
NEWS | 19/2021

www.ficepgroup.com

MANNI SIPRE chooses FICEP as Trustworthy Technology Partner



For over 50 years Manni Sipre has been providing to its clients the most advanced technologies that were available from steel service centers in their market.



Currently the firm provides annually over 350,000 tons of steel processing for their clients.

This is accomplished with five offices and seven plants located in Italy that employ over 400 employees.

The company was founded in 1945 focused on structural steel products.

During the 70's, however, the focus expanded to include some of the fabrication processes that their clients required in the structural steel sections they were providing.

We recently had the opportunity to meet Ing. Massimo Fabbri, CEO of Manni Sipre, while visiting their headquarters in Mozzecane (VR).

He explained that at that time their focus was to promote the sale of the structural steel members by providing the ability to carry out certain automated fabrication processes that their client could only accomplish with manual methods.

It is not uncommon for steel service centers today to provide these fabrication operations, however, when Manni Sipre introduced this capability to pre-process beams, plates, tube, and profiles it was revolutionary.



Ing. Massimo Fabbri, CEO of Manni Sipre

Ing. Fabbri states:

“The ability to furnish this processing capability enabled us to develop a strong connection with our clients. They recognized that our level of investment and processing know-how enabled us to furnish fabrication processing in the most economical manner.”

FICEP S.p.A., the leading manufacturer of automated systems for the fabrication of structural steel, has been Manni Sipre’s partner in furnishing them with labor-saving technologies for their different facilities.

The numerous automated systems that they have installed from FICEP S.p.A. have been for processing angle, drilling and sawing of structural steel shapes, thermal processing of structural steel and gantry-style systems for plate fabrication.



The plate processing systems incorporate drilling, milling and thermal cutting with plasma and oxy-fuel in the same work center.

Most recently they have invested in totally automated structural steel processing lines that incorporate full material handling systems and function without operator involvement.

The different of fabrication processes range from cutting-to-length, drilling, marking, thermal cutting with robots, plate welding with robots, basic shot blasting, painting, priming and hot galvanizing.

These processes support the requirements of different client sectors running from construction to those with a standard product offering.



From the raw material to ready-for-assembly finished structural steel elements

Manni Sipre service centers can offer pre-processed steel structural elements, such as special and standard European beams, pre-processed beams, assembled beams, angles, gussets and stiffeners, plates, structural tubes, commercial rolled profiles, and up to fully finished structural elements.

During the period after 2008 as a company, Manni Sipre focused on seeking new opportunities and implementing precise strategies to capitalize on this new focus. Ing. Fabbri states:

“We have expanded our processing capabilities to include more specialized and comprehensive fabrication tasks for our clients.

This progressive philosophy allowed us to improve the cooperation with our technology

suppliers, like FICEP, by trying to identify the types of systems which could expand our product offerings.

Our goal is to equip our facilities to supply steel elements that are ready for assembly to our customers. This strong cooperation with our clients was possible thanks to a competent technical office of 35 people.

They are assisting in making the most suitable choices in terms of materials and shapes to optimize the use of raw material, to reduce the weight of the structures as well as their cost.

This strategy enabled the company to set up business relationships in diverse fields other than construction.

We have, therefore, elevated our service centers capabilities by combining know-how and valuable technologies.

This has meant smaller but more complex production lots, and the capacity to considerably develop the local service for smaller clients.”

Efficiency, productivity and flexibility, from cutting to scribing operations

Manni Sipre's current operational and production flexibility enables them to satisfy their customer's needs on a global and local scale. Ing. Fabbri states:



“Our principal or key factor surrounding our growth over the past few years has been how to understand to best satisfy our customers needs. With this knowledge, we have added new processes to shorten the cycle times and cost to our clients.

Our cooperation with FICEP has enabled us to realize this goal to expand our business. In 2018 we installed an Endeavour drill/saw which was our first fully automatic system where the material handling, selection of the required CNC program and processing is accomplished without human intervention. Currently, we are installing two more fulling automatic Valiant drill/saw systems.”

Both the Endeavour and Valiant drill/saw systems feature independent sub-axis positioning of each drill spindle.

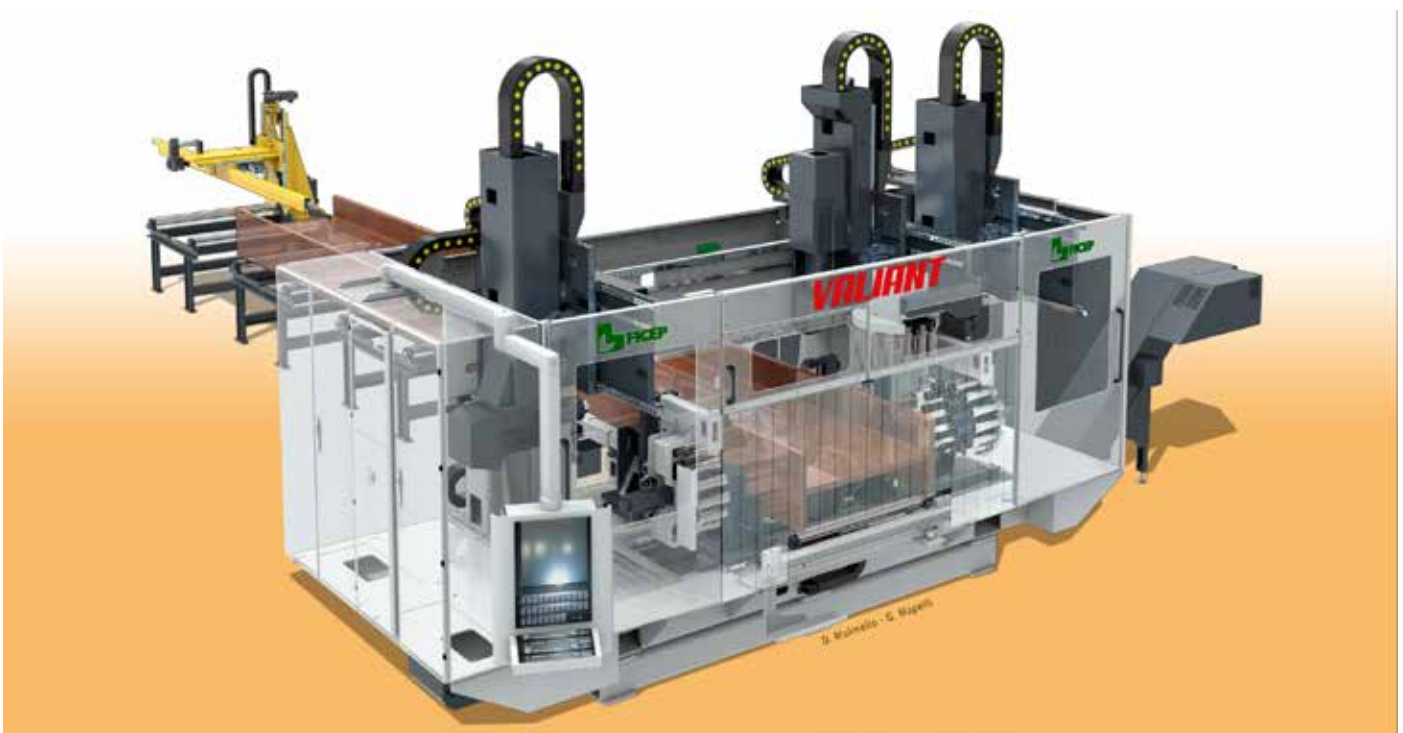
This revolutionary capability enables drilling, milling and scribing on all surfaces

simultaneously even if the operations do not share the same length coordinates.

This system offers, therefore, a great added value to the CNC drilling lines family of FICEP, thanks to its high productive capacities and versatility. This latest investment represents the consolidation of years of technological and engineering innovation, which has always distinguished FICEP as an industry leader.

The drill/saw model 1003 VLB is equipped with 3 drilling heads with independent “direct drive” spindles (6 tools per head), are able to work simultaneously on the flanges and web.

The band sawing station, positioned after the drill, is represented by Katana K100 which is able to carry out fast programmable mitered cuts up to 60°.



“The challenge for the future will be to realize more automatic processes that guarantees the maximum quality, in shorter time, at a lower cost, including all additional and diverse processes, including milling, countersinking, tapping and scribing.

And we believe that FICEP will be again our reference partner to reach this goal.”

Ing. Fabbri advises:

“These systems have really advanced our level of automation and allows us to carry out a series of processes directly coordinated by the technical department, with minimal human intervention. The required data and information is provided as a digital transfer as required by Industry 4.0.

These systems have been engineered and manufactured complete with all the relevant automatic handling (roller ways, loading and unloading cross transfer tables, etc.), in order to optimize the entire working cycle, starting from the feeding of the raw material.”

Ing. Fabbri concludes:

“The challenge for the future will be to realize more automatic processes that guarantees the maximum quality, in shorter time, at a lower cost, including all additional and diverse processes, including milling, countersinking, tapping and scribing.

And we believe that FICEP will be again our reference partner to reach this goal.”

Innovation and constant technological improvements can assure the highest competitiveness level both on local and global scale.