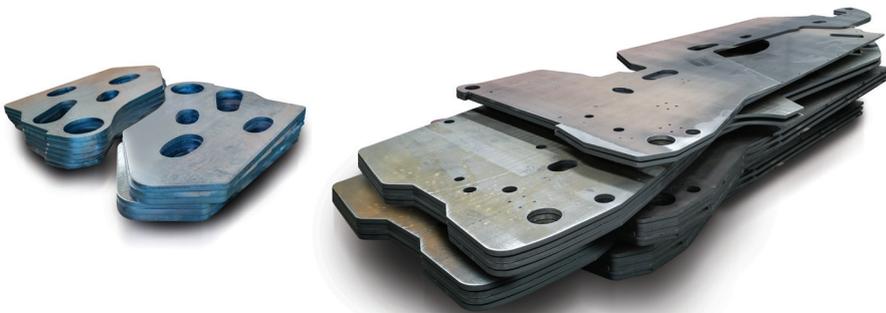
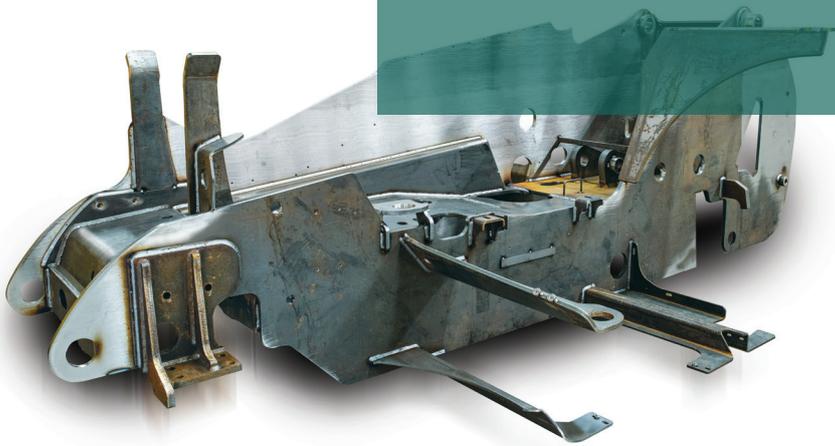




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DIECI SRL Installs One and Done Plate Fabrication Capability from FICEP





The firm of Fratelli Dieci was founded in 1962 by the Dieci family. During the initial years of the firm the three Dieci brothers grew the product line to include precast, multiple diverse mobile vehicles with telescopic arms and cement mixer trucks. The firm continued under the ownership of the Dieci family until September 1st 1997.

At this time the Dieci family sold 100% of the shares to the Manghi and Correggi families each controlling 50% of the shares.

After acquiring the firm, the new management decided to cease the production of the precast product line and to establish the core business around the mobile telescopic lift vehicles and cement mixers.

Currently, these two product groups encompass

140 different models.

Presently, the product line of the mobile vehicles with telescopic arms encompasses 90% of their production with the cement mixers filling in the balance. The mobile unit models are designed to address diverse material handling applications in the construction and agriculture industries.

Prior to the economic crisis of 2008/2009 their focus for these products had always been in the construction field. In view of the downsizing that was prevalent during this crisis period, Dieci Srl was faced with a substantial erosion of their main target market as the construction industry was severely impacted.

At that time, the management of the firm made a progressive decision to expand their product range of mobile units with telescopic booms into the area of agriculture, which historically is more stable.

Quickly, their sales into the agriculture industry occupied 65% of their volume. As the crisis subsided, the sales of the construction oriented products gradually increased to 50%, which is the current product mix.





*Mr. Enzo Correggi, Managing Director (on the right)
 Eng. Enrico Ognibene, Technical Department Manager (on the left)*

The 500 employees within the group currently generate the total sales of 160 million Euros. Recently, Dieci Srl invested in two FICEP Gemini G32HPE plate processors and when we asked Mr. Enrico Ognibene – Technical Dept Manager - why they made this acquisition, he responded as follows:

“Our goal has been to control internally all the plate fabrication operations so we can be assured that the processes are produced with the proper priority and quality. Prior to the purchase of the two FICEP Gemini G32HPE’s, the required plates were thermally cut to the proper geometry at one designated work center. From this location the cut plates were transported to different areas of our plant facility or, in some cases, sent outside to sub contractors for the additional operations of drilling, tapping and milling. The labor and time to transport, load and unload each part added substantially to the total cycle time and manufacturing cost.

Our goal was to secure a fabrication work center that could address multiple operations at the same internal location to eliminate the need to route parts to several different work centers.

The Gemini G32HPE addressed this goal as it has the unique capabilities to not only thermally generate the geometry of the required parts but to also perform all the required drilling, scribing, tapping and milling that is required.

The comprehensive capabilities of the Gemini enables us to load a stock size plate and, ultimately, remove finished parts that have been totally processed as required.



All manufacturing is conducted at the production facility located in Montecchio Emilia (Reggio Emilia), which occupies 135,000 square meters. Since over 85% of their production is exported, they maintain sales offices in Germany, United Kingdom, France and Russia. In other global markets, Dieci Srl employs a diverse network of distributors with service capabilities in the Americas, Middle East, Turkey, South Africa and Australia.

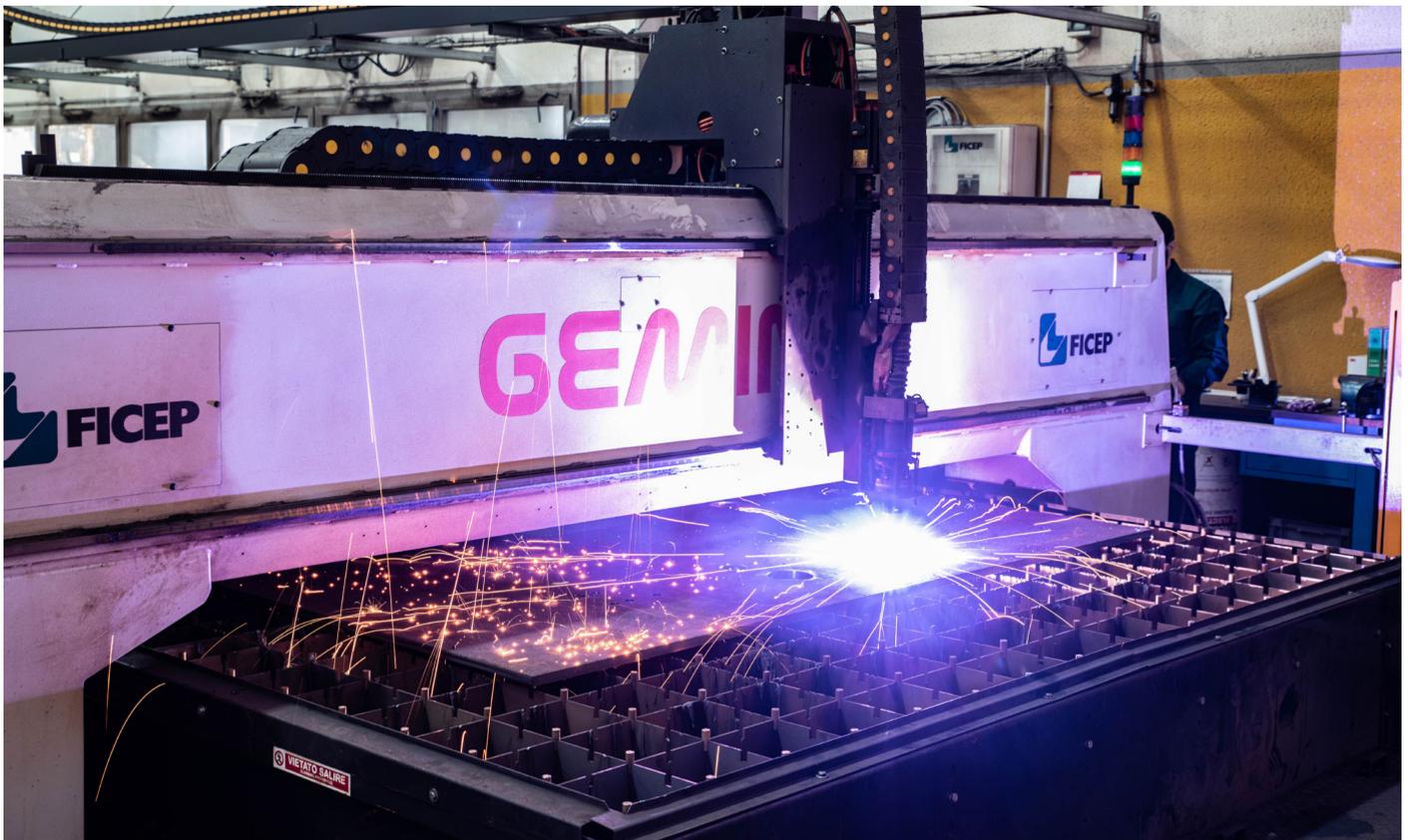
“The ability to go from a stock plate to a finished part and perform the required operations internally has enabled us to experience to-date a 40% reduction in cycle time with the purchase of our two FICEP GEMINI G32HPE’s!”

The fact that all these comprehensive operations occur in the same production cell enhances the accuracy.

We no longer have to sequence the parts through several different work centers or to multiple outside vendors. The ability to go from a stock plate to a finished part and perform the required operations internally has enabled us to experience to-date a 40% reduction in cycle time with the purchase of our two FICEP Gemini

G32HPE’s. This capital investment is a typical example of our commitment to «Continuous Improvement».”

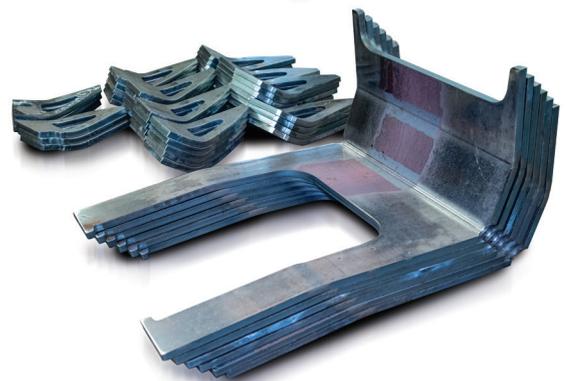
When Mr. Ognibene was asked what are the best unexpected benefits that he has achieved with his FICEP equipment, he responded as follows: “It starts with the flexibility that we are able to achieve in one work cell but that is really just the beginning. The precision of the holes, tapping and milling with the repetitive accuracy that we



are able to achieve from the edge of the part improves the quality of the final product. Currently, we use robotic welding in the production of our products, which requires repetitive accuracy of the production part for successful robotic welding.

The FICEP Gemini enables us to accomplish this task in the most efficient manner. The speed of production that we are able to achieve with the Gemini is outstanding as previously we had to route the parts to different work cells internally or externally which added substantially to the required production time.”

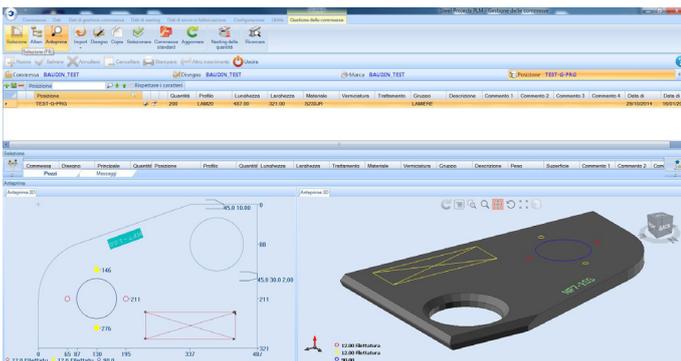
Examples of pieces processed on GEMINI systems



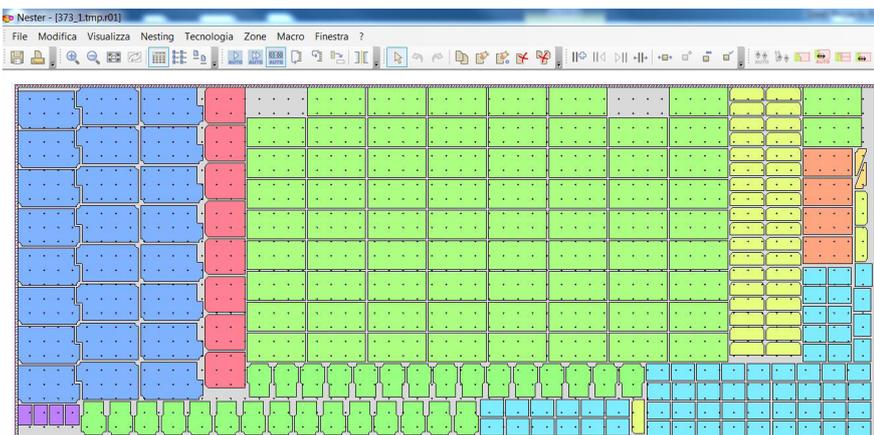
“The speed of production that we are able to achieve with the GEMINI is outstanding as previously we had to route the parts to different work cells internally or externally which added sustainability to the required production time.”

“As the parts are designed on CAD, we are able to directly download the files into the Steel Projects software to generate the CNC program for the specific parts.

As multiple parts are nested, we use the programmable scribing capability of the Gemini to mark the required part numbers and lot numbers for identification and traceability. This has eliminated mistakes and has a positive impact on the quality of the final parts.”



Once we release the parts for production the Steel Projects nesting software maximizes the material utilization by arranging all the parts in the most efficient manner.



Dieci Srl is an excellent example of a firm that has endorsed the progressive concept of «Continuous Improvement» to enhance their production efficiencies. This action, in addition to incorporating their telescoping arm technology into diverse applications, has enabled them to deliver to the market cost effective diverse solutions.

*Structures being part of the main frame of DIECI machines,
containing single pieces fully processed on GEMINI systems*

