



tecniche nuove V. Eritrea, 21 - 20157 Milano

Supplemento al N°9 - ottobre 2016 della rivista Lamiera - Poste Italiane SpA - Sped. in abbonamento Postale - D.L. 353/2003 (conv. in L 27/02/2004 n. 46) art. 1, comma 1, DCB Milano

SheetMetal *news*

Special issue for EuroBLECH 2016

Great Achievement for Camu



At the same time Camu gets 3 orders of Slitter for high thickness from 3 of the most important and avant-garde Steel Centres located in Italy, Mexico and Turkey. This represents certainly a competitive success out of the order for CAMU. For the steel market this is a real big success that the company from Vicenza has reached, consolidating its leadership in this technology around the world. «The vocation for high thickness – says Loris Basso – is not new for Camu, but it has gradually established thanks for the interest and appreciation that Steel Centres continue to show to our company. Today the Service Centres around the world demand productivity, flexibility and ease to use. The need for better technology is now spreading also in developing countries because the maximum efficiency in production is an essential requirement for every company. The recognition of surplus value that CAMU is able to give to Steel Centres is our greatest incentive to continue to innovate». Today focus on surplus value for the customer is the most important thing in order to have the best technology and surpass the traditional references of characteristics and performance. CAMU knows that the surplus value is what Steel Centres need, in order to turn the same value to their customer operating in globalization. Skills and strong know how in technological proposal are necessary to generate surplus value. Surplus value is represented from: automation of blades change system of shears – estimated time 4 minutes – with a special gripper system for locking / unlocking blades highly functional and reliable; hydraulic technology for blades block on the end part of shaft and closing blades pack; welding machine station for strip joiner; mobile tension bridle with felt and rubberized rolls.

Loris Basso, managing director of Camu Srl

EuroBlech is a world reference event and attracts manufacturing investors from all over the world. It is therefore a meeting that Camu cannot give up, boasting an international presence in all most important areas. Besides, the world recovery, even if not very dynamic, yet, is favouring patchy investments and our company is reaping the fruits. For over 30 years, Camu has been manufacturing complete machines and plants for the sheet metalworking and it is provided with a broad photographic catalogue of its most various implementations, completed by a timely, competent and especially reliable service. The availability of exhaustive movies, much better than a machine exhibition, conveys a precise idea of our skills in interpreting requirements, capability anyway very appreciated by Service Centres: we proudly accept the productivity, efficiency, sturdiness and user-friendliness challenges. Our goal at the exhibition is therefore to make our customers understand, through photos, movies and zooms on technologically relevant components, how much Camu can create value for user companies. We intend to be at disposal to discuss and to show what are the really qualifying factors for "value" choices, and we are confident in the possibility of establishing good contacts and acquiring new customers. EuroBlech will do all the rest, and we hope it will be a success!



Loris Basso, Geschäftsführer der Fa. Camu Srl

EuroBlech ist eine Weltreferenz und lockt Investoren im Verarbeitungsbereich von überall an. Für Camu, die in allen international wichtigsten Bereichen anwesend ist, stellt deshalb Euroblech eine unverzichtbare Verabredung dar. Der weltliche Aufstieg zudem, wenn auch noch nicht energisch, fördert ungleichmässig verbreitete Investitionen und unser Unternehmen ist dabei, die Ergebnisse zu ernten. Seit mehr als 30 Jahren produziert Camu Maschinen und komplette Anlagen für die Blechbearbeitung und sie verfügt über einen umfangreichen Photokatalog der verschiedensten Realisierungen. Hinzu kommt eine pünktliche, kompetente und vor allem referenzierbare Betreuung. Die Verfügbarkeit über umfangreiche Filmberichte gibt viel mehr als eine Maschinenausstellung eine genaue Vorstellung unserer Fähigkeit, die Kundenbedürfnisse zu interpretieren

und die Dienstleistungszentren schätzen diese Kapazität sehr. Hinsichtlich Produktivität, Effizienz, Robustheit und Bedienungsfreundlichkeit, engagieren wir uns mit Stolz in Herausforderungen. Unter Anwendung von Photos, Filmberichten und durch Zoomen der technologisch wichtigen Teile setzen wir uns auf der Messe das Ziel, unseren Kunden klar zu machen inwieweit Camu in der Lage ist, Wert für die Anwendungsunternehmen zu schaffen. Wir stellen uns für Besprechungen zur Verfügung und bei dieser Gelegenheit werden wir die wirklich relevanten Punkte für wertvolle Entscheidungen zeigen. Wir vertrauen darauf, daß erfolgreiche Kontakte angebahnt werden können, um neue Kunden zu erwerben. Das Übrige muß EuroBlech tun und wir hoffen, daß alles klappt!