

Zani's management shares its view on global stamping markets with *ISMR*



# INNOVATION, FLEXIBILITY AND PERFORMANCE



Zani SpA designs its press solutions to be a fusion of innovation, flexibility and performance, it told *ISMR*.

## **ISMR SAYS:**

*"Zani's management shares its view on global stamping markets with ISMR"*

Italian press specialist, Zani SpA, has spent over fifty years delivering over 5000 machines to five continents. It generally works on around fifteen planned projects over the course of the year, with three press types in its arsenal – the Power Master eccentric press, the Motion Master (double knuckle-joint press) and the Servo Master (eccentric or knuckle joint press).

"We have spent fifty years dedicated to continued technology growth based on production equipment, in research and investment in our people. For fifty years, our engineers have been building machines, equipment and systems for sheet metal forming with the goal of giving our customers a real competitive advantage," Ennio Zaffaroni,

managing director of Zani SpA (pictured above right), told *ISMR* at this year's Blechexpo in Stuttgart.

Zani is the contraction of the firm's family name, Zaffaroni. Formed in 1960, its activity moved from the production of machines for woodworking to the construction of machines for the manufacture of tools, and finally to the production of mechanical presses. It is based in Como, Italy and the third generation of the Zaffaroni family is now driving the business.

### **A global view**

Zani supplies press technology to a range of industry sectors such as automotive; electronics; appliances; furniture and renewable energy. It has often collaborated with leading

Italian universities on technology developments.

"Our goal has always been to provide solutions that are easy to implement, use and adapt, and that limit the consumption of resources and maximise levels of security and reliability," Ennio Zaffaroni told *ISMR* at this year's Blechexpo in Stuttgart.

"We have been successful in the automotive industry in Hungary and Poland (expansions are in the east), Slovakia and the Czech Republic. Some years ago, we also sold presses to China. China could be a very big potential market if the Chinese companies. The target, however, for the next few years will be Europe."

Dott. Alberto Zaffaroni (Customer Support - pictured next to Ennio Zaffaroni above) »

# FACE TO FACE

» discussed his views on stamping markets with *ISMR*. With 5000 presses manufactured since 1960, and over 700 working presses currently in operation, around 90% of its production is sent to customers outside Italy.

"The business climate is up and down but with a positive spin right now," he said. "Eastern European countries are generally active, depending upon EU funding. The majority of our business is in Western Europe but business is growing in Eastern Europe. The French market has been relatively quiet.

"The Italian market has been on an upswing over the last few months and we are receiving more enquiries now. For many years, there was no investment in Italy but now Italy has realised that it needs to invest. Scandinavia is still positive. North Africa (Morocco) could be a good potential future market for us as we see increased levels of automotive/OEM factory investments. South Africa is also an interesting market. We see Thailand as a good automotive market but it is almost totally covered by the Asian producers and it is hard to break into the market."

He also reported strong sales in the UK market, delivering a 300-800-tonne straightside link motion mechanical press in September to a UK customer (Sertec) with transfer technology and coil lines. Sertec supplies pressings to UK-based automotive OEM, Jaguar Land Rover (JLR).

"We are also setting up training for Sertom's operators on its new presses which will be producing aluminium pressings for JLR. This is a large, medium-term contract for us," he told *ISMR*.

Zani has also just delivered a press, for a customised roll forming line, to a UK construction company's plant in Dubai (UAE).

"Our focus will be on sales and after-sales. We are well organised in terms of production and have the capacity to grow. Our tendency, in the past, has been to use more sub-suppliers (for flexibility reasons) and to develop good partners/supplier relationships. We aim to improve our after-sales service packages and support our agents in different countries," added Ennio Zaffaroni.

## An eye on servo technology

The company introduced servo press technology ten years ago and sees a strong future for it. Its 2000-30,000kN Servo Master press (eccentric or knuckle joint) features fixed or adjustable strokes (up to 800mm) and a working speed of up to 200 SPM. The press consists of four connecting rods, set in motion by four Siemens servo motors which provide great flexibility and the ability to optimize and change the cycle of the press to adapt to each die.

"The Servo Master supplies the right stroke and speed for every tool and transfer movement," added Dott. Alberto Zaffaroni. "It adapts to existing tooling with no need to re-build and offers benefits such a reduced tool wear, increased throughput and higher productivity levels.

"Here, at Blechexpo, we are promoting our servo presses which are based on the knuckle joint design for the automotive industry. Most automotive manufacturers are changing products from steel to aluminium as well as to high tensile material which is harder to process. Presses have to be very stiff, very strong and very accurate. Our customers tell us that they want to keep the knuckle joint link press design but with servo motors, for increased flexibility. Nowadays, the market is increasing its range in terms of tonnage and size (600-1500 tonnes). We can produce presses of up to 3000 tonnes."

Hot forming, he continued, is a growing trend in stamping markets.

"Processing harder material requires higher tonnage presses. To avoid that, heating the material could be a benefit. It is something we are keeping an eye on for the future. However, I do not see an immediate change in the medium term. Requirements for automation are also growing," he added.

For further details, see [www.zani.net](http://www.zani.net) ■

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The Power Master press control



Zani's Servo Master press



Zani's Motion Master presses