

## Process Engineering

People at work

### Three autonomous teams working in perfect harmony

Their shared objective? Continual improvement of production processes and reduction of waste



Process engineering in Metal Work is organised into three workgroups, focused on lines of production technologies.

The chip-removal unit is responsible for everything having to do with added-value chip removal. A second unit is dedicated to assembly, and a third handles the production of technopolymer components.

The work teams are multi-functional: there are technological experts in each unit, as well as value analyses and criticality- and risk control.

Then, there are periods of intense collaboration with the product-design teams, with the clear objectives of continual improvement and containing costs.

The company's industrial activity does not only involve "means of production" but also plant maintenance and efficiency. Then, there is also everything related to reduction of company costs, although not strictly connected to the

concept of producing. This is the case with the flow of "technical" information attributed to the industrial phase. These competences are multiple. Alongside the mechanical and software designers, there are the experts in work cycles, production logistics and plant maintenance.

It is both significant and strategic that this variety of functions is developed transversely in order to allow the continual growth of the professionals involved.

Particular attention is paid to the quality factor, on which the entire production process is constantly focused. Each year, the company sets severe, ambitious objectives for the containing of costs relative to processes, products and procedures that do not meet the company's quality standards. These objectives are pursued with the full support of both the product-engineering and quality-control departments.



## The Group

### The group's acquisition campaign The new partners help achieve greater flexibility and synergies

In the last two years, Metal Work has not only grown commercially but also industrially. Two new production centres have become part of the Group, thus giving the Concesio company greater flexibility. In 2001, Alfa Meccanica, located in Treviolo, near Bergamo, was acquired, and, last year, the Brazilian company Dover. Alfa Meccanica, a small company with around 15 employees, is very dynamic and produces components for automation.

It brings particular experience in products for handling to the Group. Metal Work's ability to produce "special" products has thus been increased, making it more able than ever to satisfy customers' particular requirements. The acquisition of Dover is the first step in Metal Work's new

**“Alfa Meccanica increases the ability to manufacture special products. Dover is the trampolines launching the Group into the South American market,,**

the principal commercial markets. With Dover, Metal Work enters the South American market from a strong position. With more than 65 employees and a turnover of 12 million reales, the company is the third in the Brazilian



development strategy, the aim of which is to have a company production centre in each of the four geographical areas considered to be fundamental: Latin America, China, India and Eastern Europe. Naturally, this is a medium to long-term expansion plan that is not intended to limit the Group's commercial strength but rather to increase the product portfolio and move the Group closer to

market, of which it covers approximately 5%. It has a wide production range. The synergy with Metal Work should guarantee significant potential, both productively and commercially. The entrepreneurs in place in both of the companies acquired have remained shareholders, with minority holdings, and continue to hold top technical and managerial positions.

