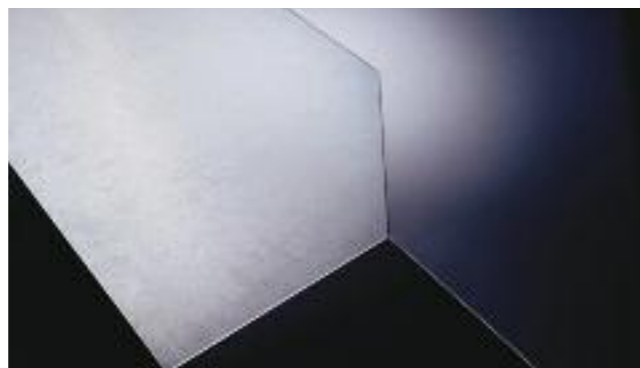
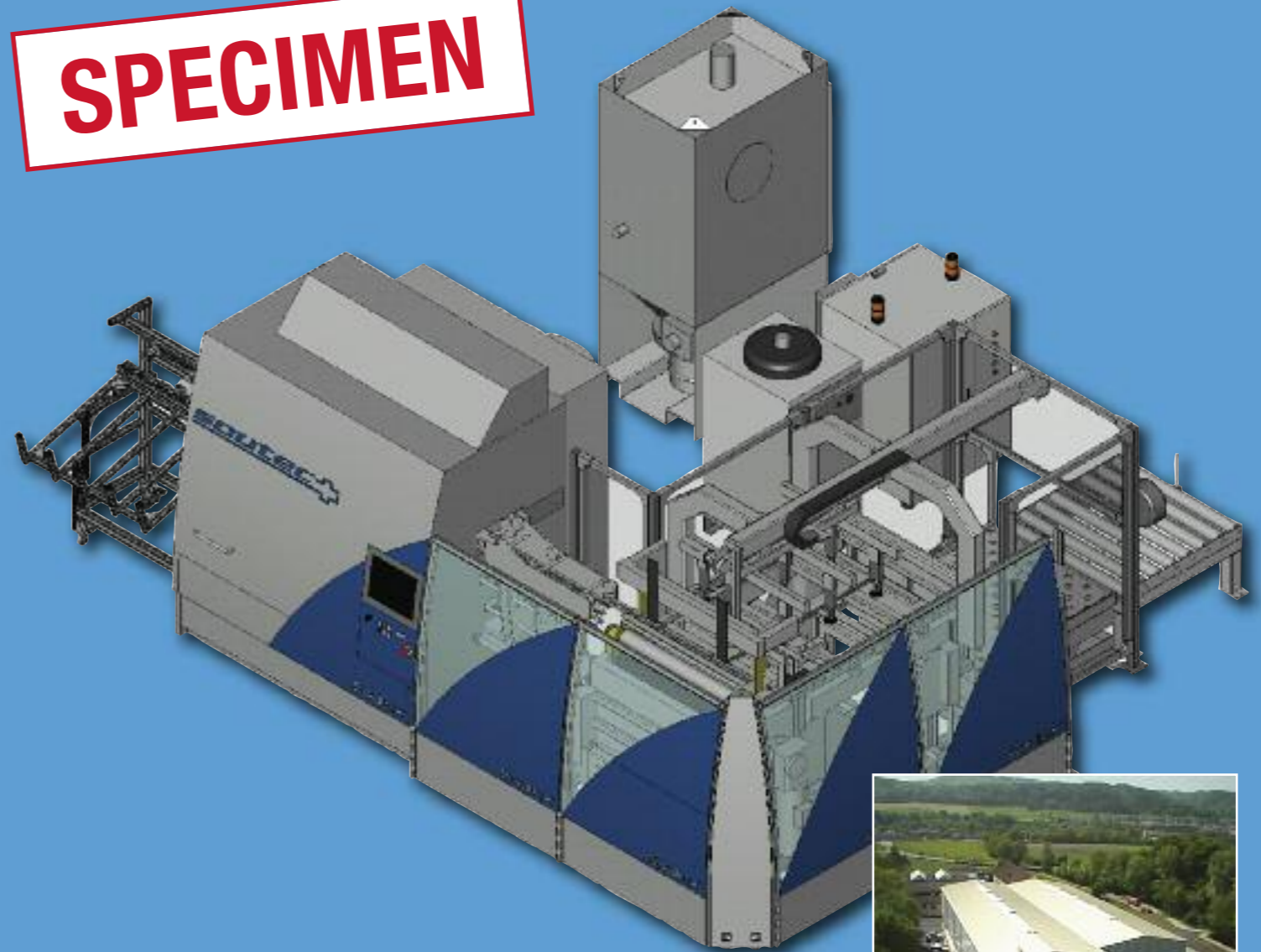


# HIGH REQUIREMENTS WELDING SOLUTIONS

High precision and quality are crucial for welded parts in many industries. The Swiss company Soutec specialises in state-of-the-art solutions for welding machines. Marketing manager Domenico Iacovelli talks to Cornelia Muller about the company's approach to the current economic situation and its prospects for future growth.



**SPECIMEN**



The Swiss-based company Soutec has more than 50 years of experience in the development of welding technology for automotive body parts. Four years ago it separated from its parent company, but continues to provide state-of-the-art technological solutions for its worldwide clientele. Its name today is synonymous with forward-looking, trendsetting developments.

As a Swiss company, Soutec is renowned for its short response times, straightforward solutions and fair pricing policy. Its client portfolio includes some of the major global technology manufacturers because they know they can rely on the consistently high quality of Soutec's products.

## Automobile industry

Soutec strives to develop new and innovative welding solutions for the automotive market, including machinery for tubes, blanks, exhaust gas components, fuel tank components, brake shoes, airbags and filters. High precision and

high quality are paramount for these automotive parts. Soutec's machines are designed to operate faultlessly on a 24-hour basis. Every part that leaves the machine is tested with regards to its tensile and compressive strengths, as well as its resistance. Soutec pays special attention to the seam quality, which is essential for suppliers of the automotive industry, in order to fulfill the high requirements. –

Domenico Iacovelli explains: "Although the basis of any machine is a standard model, every machine is still different and unique, and adapted to the individual needs of the client. Every line needs to be automated in the right way. The automated robot loading and unloading is fairly standard, but we have added other extras upon the requests of our clients, because every customer has different needs in his production line. For example,

we were asked to include a special curb so that the parts stack better after they leave the machine. They are in different sizes so this small curb enables more compact stacking. In another machine, we were asked to implement a special function so that the parts can be turned around before they leave the system. ."

## Heating, ventilation and air-conditioning

Domenico Iacovelli continues: "The automotive industry has been strongly affected by the global crisis, and obviously its suppliers, too. We have taken a pro-active step forward by branching out into other industries. Our tube- and bend welding machines are well received because they offer a consistent welding quality from beginning to end, as well as a controlled welding current for continuous welding and adjustable pressure for specific requirements." ▷



### Future focus

Soutec has long been established in the production and supply of machines for the automotive industry. Although at present the market is not in its best shape, the company is continuing to develop its solutions further, albeit with a slightly different approach. "You could say," says Domenico Iacovelli, "that we fine-tune our machines. We do not try to re-invent the wheel but instead we want to increase the efficiency and reduce the cost of the equipment, while keeping up the high quality level of the welding seams."

All the company's machines are developed and manufactured in Switzerland. International service offices around the world are available to support and advise the global customer base. "We listen to the needs of the customers. Our new MD, Elmar Egli, does maintain and enhance the open company culture, whereby we work together with our customers and create partnerships.. We are very fair, and will keep our fingers on the pulse. We are currently in the process of entering other business fields, but it still early days. We are convinced that they will benefit from our comprehensive experience in welding solutions." □

