



RUBBER IN MOTION

Great success of REP International Open House

Corbas, June 24th 2014 - On the occasion of the preview of its new V510 machine and the anniversary of its partnership with the Taiwanese company Tung Yu, Rep international hosted on June 17 an Open House at its premises in Corbas, near Lyon, resulting in a large number of customers brought together.

The gamble pays off for REP who have successfully illustrated and demonstrated on this open day their ability to adapt to different markets and serve all the needs of their customers by bringing them together on the same



site to present the company's latest achievements and investments. Synthesizing the strategic choices made by REP in recent years, REP President Bruno TABAR observed: "Each market has its own needs, sometimes

even opposing. Our ambition is to adapt our offer to each situation by offering innovative solutions, neglecting none of these needs". This includes further developing the range of high-tech molding machines (G10) and modernizing production means in Corbas to cope with a substantial increase of activity in our core business, launching new product lines such as the micro-machine or the devulcanization and at least developing industrial partnerships to access emerging markets thanks to a complementary offer .

Visitors could see firsthand that the REP group continues modernizing their production means at a steady pace by making major investments. The overall investment in the modernization of their plant in Corbas and in the product developments initiated represents almost EUR 4 million. Indeed, they have invested in high-speed machining equipment: 2 flexible machining centers, compatible with each other in terms of tooling and programming, will complement the existing capabilities. As a result, gains in responsiveness, productivity and operating costs are expected. It is worth repeating that REP G9 and G10 presses which make up the overwhelming bulk of sales are

entirely "made in France" as pointed out wisely on the product sheet of each molding machine exhibited in the workshop.



Visitors could indeed discover a lot of molding machines of the G9/G10 high-tech range: REP are actively renewing their product range with the development of the V510/300T which is the second G10 model (the first one, the V710 /500T, was unveiled at K2013 in

Düsseldorf). New technologies are embedded on the G10 machines with a view to improve performance and yield, production data communication (predictive maintenance, 3G link and auto-tuning for optimization of settings) and human-machine ergonomics. This includes the low working height especially for the V710, the improved visibility of the molding area and a double screen on the operator interface. Energy efficiency has not been forgotten and as a matter of fact, it was the subject of a conference.

REP have improved each of the energy consumption sources of the machine: mold heating, injection unit heating and hydraulic power, without forgetting that cycle time is a major key directly linked to the energy required to produce one part.



Concerning the V510 which replaces the V59, it is important to emphasize the increase of the clamping tonnage from 255 to 300T. The distance between columns is increased too so that one can not only mount V59 molds, but may also fit larger square molds of 630x630. A large number of specific machines developed for customers were also shown: dual-compound machines, stripping kits saving time by allowing hidden time demolding, rotary CMS machines are just a few of them.

In addition to launching the V510, the day of June 17 gave to REP the opportunity to explain to its customers its partnership approach with Tung Yu and to celebrate their 10-years collaboration. This partnership is built on 2 main areas: on the one hand REP ensures sales and aftersales service for Tung Yu compression presses, on the other hand shared manufacturing (partly in France, partly in Taiwan) of RT9 budget molding machines. When in the early 2000s the industrial relocation to emerging countries accelerated sharply, REP chose the line of partnership. For a medium-sized capital-goods-producing firm in such a fluctuating business field, this was the best way to rapidly and safely set up a new offer, best-suited to local markets. This was achieved through the good offices of a few close customers with Tung Yu, who as a leading manufacturer of compression presses with a strong presence on the Asian market was highly complementary to REP. As pointed out by Tung Yu's President Chen Pin Yang in his speech in the evening of June 17th, "It was a real challenge [...]. Looking back through the pages of us working together, it was nice but not always going smoothly. A lot of dialogues and arguments occurred between us and also internally in our own companies. However, though the hard work, diligent and mutual understanding, we continue to move forward and achieve results beyond our expectations."

10 years later indeed, the partnership has sold more than 1,000 machines, among which over 400 RT9 injection molding machines, the overall result is



very positive and justifies the continuation of this type of development.

The evening went off in music in a festive and convivial

atmosphere. Undoubtedly, this interesting open day will have shed new light on REP!