

rep

NEWS

REP NEWS MAGAZINE N°1



— FEATURE —
**SPECIAL
MACHINES**

rep

Rubber injection

EDITO

Support and service

REP NEWS n° 1 goes straight to the heart of the matter - Customer Support is What It's All About.

Hard on the heels of countries such as France and Germany and thanks to the REP network, Spain is about to install rubber injection technology engineering & training centres.

In Scandinavia, the REP CLUB meets on a regular basis to tap into sources of information and share tips and tricks.

Throughout the world, REP is confident it can find at least one solution to each application submitted. REP NEWS reports on the work of the Industrial Application and Special Machine Engineering departments. And while most development work will normally use standard REP equipment, some engineering studies do spawn highly special machines. REP NEWS comments on three examples.

Extending its special applications engineering capability, REP has acquired a controlling interest in SACOMAT, an elastomer moulding press engineering company.

Over time, the deal will enable SACOMAT to significantly improve its competitiveness and enlarge its production volume, this REP will be in a position to offer its international network new, complementary products.

And lastly, the special engineering competitive edge the REP company has acquired fully reflects its commitment to customer support and service.

Bruno TABAR.

“

A machine for any application

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3 INTERNATIONAL

- REP CLUB: Combining business with pleasure
- The birth of a new training centre in Spain

4 FEATURE

- Highly special machines!

6 THE ECONOMY

- REP MACHINERY
Number One in the UK!

7 NEW PRODUCTS

- Rounding out the line with the H37 and the V27

8 SHOWS AND FAIRS

- IRE '96
- VENUES WORLD-WIDE!

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REP Club

combining business with pleasure

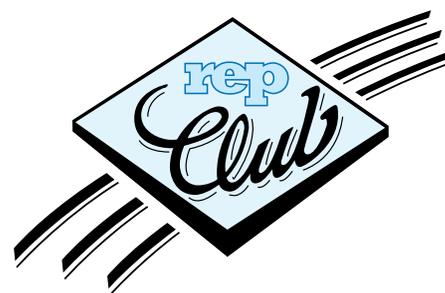
With 15 client companies for 23 rubber processors, the Scandinavian business was badly in need of a communications channel to carry high-tech information to a terminal that would become a watering place of those thirsting for knowledge.

After talks with various customer engineering management representatives, REP saw it had to come up with a way to satisfy at least two of their most pressing requirements, viz., obtain up-to-date engineering information from injection moulding, press engineering and process management specialists on the one hand and be able to tap into a peer-to-peer information source, on the other.

This, actually, was why and how the REP CLUB was born.

What clients were looking for, in fact, was some sort of a place that would, over time, become a club where everyone would meet twice a year to talk shop, swap essential information and come away much the wiser as to the state of the art and the industry. Today, the club has developed into a mature institution where members meet with great pleasure. Papers presented deal with an astonishing variety of subjects, such as heater plate control, optimising injection variables or how to install moulding department computer control.

Georges LECLERC



▲ *Much more than a company image, it reflects a genuine commitment to customer support, sharing know-how in a convivial atmosphere*

The birth of a new training centre in Spain



▲ *The LANDA & Cia training centre at Sant Llorenç d'Hortons: Gateway to state-of-the art service and engineering training for our Spanish customers.*

February '96: One year after the inauguration of its new offices (1,800 m²) at Sant Llorenç d'Hortons 20 minutes South of Barcelona, LANDA & Cia, the REP agent in Spain, has added an ultramodern technical training centre.

Guided tour of LANDA & Cia: A classroom featuring the latest in audio-visual and simultaneous translation equipment and a demonstration area with presses (so far: a V57 and a B56) for hands-on training.

The last course organised by the CONSORCIO NACIONAL DE INDUSTRIAS DEL CAUCHO on the subject of rubber injection moulding was taught by INFOCA's Christian PIGEYRE, who came away impressed by the centre's innovative, high technical standing. What better stamp of approval could anyone want?

Raphaël SANCHEZ

Very special

1996: REP installs its six thousandth rubber injection press

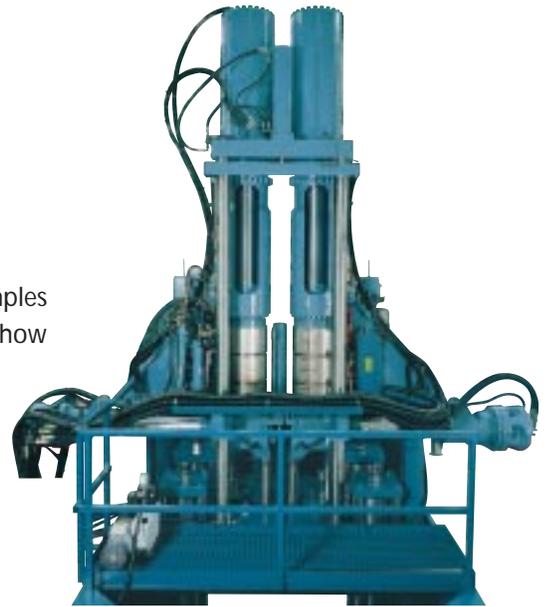
a score racked up in 5 continents in roughly 2 decades.

The success of the current G7 range, now in its **seventh generation**, matches that of its illustrious predecessors due to a policy of ongoing product development. The standard range, rounded out with low-tonnage vertical presses and horizontal machines, now covers presses from 25 to 630 tons.

To better meet customer requirements, REP set up a **Special Press Department** some ten years ago which, nowadays, is very successful. Special customer application projects frequently involve work well beyond simply adapting a standard machine, requiring the press to be designed around the part to be moulded and to special closing force, platen size and compound specifications.

The department works closely with the **Applications department** and its rubber mould engineers. The objective: **counselling the customer on the design and control of the mould for the new part**. Applications department engineers, through research and tests and working hand in hand with the customer, will determine ideal process conditions and setpoints for optimum part quality. The Applications department, drawing on thousands of projects developed since it came into being, plays a key role in developing special machine engineering specifications.

REP NEWS has selected three examples to illustrate REP's unique know-how in developing application-specific injection presses:



BLADDERS machines : With locking forces



Some thirty REP presses make bladders in all sizes and shapes the world over. Machine characteristics will often be nothing short of the spectacular. These are the vital statistics of the world's largest injection press sold to a customer in Asia, for instance: closing force 2,000 tons, 1,500 x 1,500 platens, 2 injection heads for two simultaneous shots of 30 litres of compound at each moulding cycle, a height of 11 meters and a weight of 75 tons. It calls itself big sister to the range of special bladder machines of 600, 800 and 1,200 tons.

▲ *Bladder machines, or the result of widely tested know-how. These tyre manufacturing parts meet very precise standards of uniformity and resistance, with engineering specifications determining their useful life. REP, replacing the conventional compression moulding process with state-of-the-art injection moulding technology, has significantly improved bladder quality and life.*

machines!

Dual-compound presses

ENGINE SUSPENSION: the comfort edge!

This, another special press example, is also taken from the automotive industry where "ride" or suspension quality is of major importance and the physical qualities of the rubber employed make a key contribution to comfort.

The part concerned requires an integral insert, the characteristics of which are becoming increasingly sophisticated as auto maker demands rise.

REP is developing strategic know-how in the field of special injection moulding techniques whether transfer or cold runner block moulding.

Some metal/rubber parts contain two rubbers which, depending on compounding, increases both strength and absorber quality. The same technique is used for all-rubber parts. It will often reinforce sealing characteristics owing to the use of a high-quality rubber for the first layer, while a standard rubber is used for the second layer for reasons of cost-efficiency.



▲ *Dual-compound injection technology or how to inject two compounds sequentially or simultaneously. In either case, one compound is injected at the top while the second is injected at the mould parting line.*

sof up to 2 000 tons!

Specifically designed for a truck and bus tire manufacturing plant, the machine, size notwithstanding, uses a **REP Intelinject**® range controller because of its closed loop features.

The machine, which can be connected to both the **rep-net**® and **Rep-Next**® networks, is extremely easy and simple to operate.

The **REP Applications** department designed the moulding process, using steam for uniform temperature and optimum curing time. The proof of the pudding is in the eating, it is said. Injection-moulding bladders must have proven itself as a process, for there is currently a second machine of the same tonnage being built at Lyons. Same customer, of course.

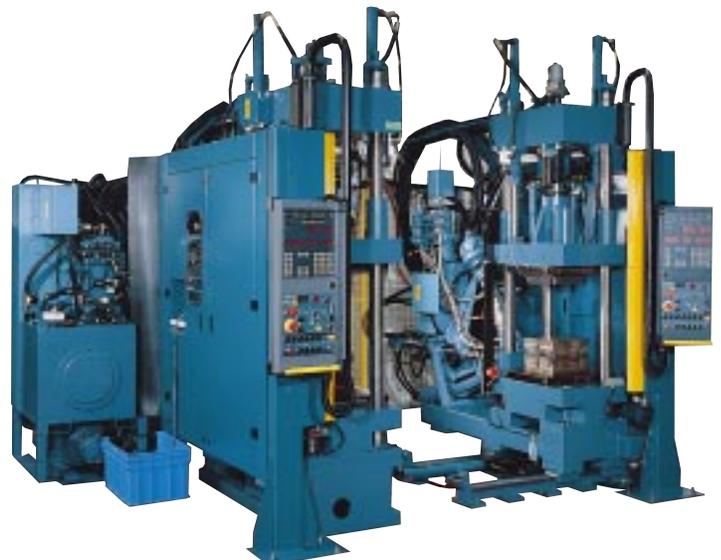
Bodywork sealing parts presses

Bodywork sealing parts presses can be both standard and special.

The machine shown was designed with a fixed inferior platen because of a strip length of 1 m and a side-mounted injection head for parting line injection.

▼ *Bodywork sealing parts: a standard machine modified for a special application.*

René COLOMBEL



REP MACHINERY: number one in the UK!

Slough support & service, a model operation

REP MACHINERY, bursting at the seams, is doubling its office space, adding a demonstration area, a meeting room and a classroom.

SALES	FIELD SERVICE
<p>Applications engineering: the department offers return-of-mail recommendations based on sample parts or drawings.</p> <p>Compound evaluation: the department offers spiral mould compound injection testing.</p> <p>Moulding tests: Both the Slough subsidiary and Corbas headquarters offer pre-production tests on demonstration machines.</p> <p>People to ask for at Slough: Andrew Jennings and Rod Ashton in the Sales department and Dave Godfrey and Olly Sanders in the Service department.</p>	<p>Trouble-shooting: A team of 6 all-round service engineers offers on-site service within 24 hours or instant trouble-shooting advice on the customer support line.</p> <p>Spare parts: Slough has a permanent stock of spares and offers same-day shipment services.</p> <p>Maintenance contracts: Maintenance contracts are based on trust. REP machinery maintenance contracts are a highly popular commodity witness 20 contracts for 119 presses!</p> <p>Training courses: Slough offers a wide range of operator, maintenance and trouble-shooting training courses.</p> <p>Retrofitting: Changing process requirements will affect press configurations. Customers can have any of the recent options retrofitted on-site.</p> <p>Reconditioning: Ageing machines require more maintenance. Extensive reconditioning will be performed at Slough, though smaller jobs are usually handled on-site.</p>

We are glad to inform:

On 30th April, 1996, Mrs Thérèse Austin was appointed Managing Director and Mr. Andrew Jennings was appointed Sales Director of REP Machinery (U.K.) Limited.



▲ Andrew Jennings, the man to talk to in Sales

REP MACHINERY (UK), a wholly-owned subsidiary of REP France at Lyons was formed in 1972 to sell and service REP rubber injection presses. The subsidiary, located at Slough nowadays employs 10 for a customer base of 80 and an installed base of 400 machines.

Field Service is the subsidiary's major activity, witness the crew of six service engineers. A single-minded dedication to satisfying customer needs in a constantly changing marketplace has propelled the subsidiary into the market leader slot in the UK.

Rounding out the range with the H37 and the V27

100 tons of locking force for a new horizontal press !

The H37 replaces the H31, a machine widely sold since 1986. The new press, designed along the same lines as the vertical H37 comes with a 500 cm³ shot capacity Y500 injection head and a two-stage, direct-acting locking ram. The new H37, fully automated, meets medium and small series production requirements.

*The H37:
Shaking up the
Business* ▶



Addition to small press family announced

The V27: A compact machine with astonishing capabilities!



The new vertical V27 comes in two models:

choice of 30 and 50 tons of locking force, choice of 125 and 400 cm³ shot capacities.

Featuring a webbed beam frame, a direct-acting locking ram and a rear-mounted electrical cabinet, this 1,350 x 900 mm compact design offers side-by-side installation facilities for both manually operated multiple standalone moulding stations or fully robotised or manipulator-assisted moulding lines.

These presses come with a reduced number of mould units for improved flexibility of small and medium runs of engineering parts with and without inserts.

Jean Claude DENTE



Main features:

H37 and V27 standard equipment includes:

Microprocessor-based Intelinject[®] closed-loop control,
Thermotrac[®] automatic mould heating control,
Mastertrac[®] learning software,
Monodigit or Monotext control unit.



▲ IRE '96. Revealing the hot new V27, a world première!

Manchester preview!

REP, the UK market leader, has always attended the International Rubber Exhibition, a rubber processing industry international venue.

This year, REP will present the H57/260 horizontal press and reveal the 30-ton model of its new V27 vertical press, a UK and a world première, respectively.

State-of-the art technology!

Models shown will be equipped with various versions of the Intelinject® control system. The V27 will be shown in its MONODIGIT-version, the V37 will be presented in the MONOTEXT version, while the H57/260 will feature the DIGIT-option. All machines will be connected to the Rep-Next® industrial network.

The V37 press a highly versatile, vertical press practically indispensable for complex parts or moulds with inserts.



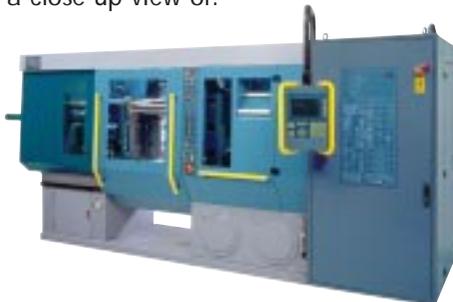
SHOWS AND FAIRS

IRE' 96 MANCHESTER

June 17-20, 1996

Three presses on show at IRE '96

The REP exhibition area will offer customers a close-up view of:



▲ The H57 press a horizontal work-horse type simple engineering parts production press offering fast feed-out of moulded parts.



▲ The V27 press designed for short runs of small engineering parts.

World-wide venues in 1996:

EXHIBITIONS

- **Chinaplas 96**
Beijing / China - March 19-23
- **Rubber Exhibition'96**
Manchester / UK - June 17-20
- **Thaiplas**
Bangkok / Thailand - August 22-25
- **Expoferia del caucho**
Medellin / Colombia - September 4-6
- **Ausplas'96**
Melbourne / Australia - October 8-11
- **Expobor**
Sao Paulo / Brazil - October 15-18
- **Equiplast**
Barcelona / Spain - October 22-26



▲ REP at K'95: "K" the major international exhibition!

CONFERENCES

- **Automotive Rubber Injection**
Bursa / Turkey - April
- **Rubber Group Meeting / Rep-Next® and Curetrac®**
Montreal / Canada - May 5-8
- **Nordic Rubber Conference**
Helsinki / Finland - May 23
- **Bladder Injection**
Shanghai / China - July
- **Automotive injection-moulded parts quality**
Madras - Bombay - Delhi / India
October

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