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special report

Rep
Net-Win®



edito

The Rep Group enters the new millennium with great enthusiasm: the ISO 9001 certification obtained virtually as a matter of course by REP International, proves its commitment to quality; the very appreciable increase (+ 20%) in its R & D and production capability will mean an even faster response to its customer's requirements; the new G8 range confirms its success on the market; and product supply is continually growing, to ensure we are better able to meet the needs of our customers, whom we look forward to meeting at our trade fairs and conferences during the year so that we can give you more details regarding our activities and technology.

Failing that, we shall make quite sure you keep abreast of our products and services, by calling on you at the earliest opportunity or else by showing you around our production facilities.

Whatever the case, we are always entirely at your disposal for whatever information or assistance you may require.

(B. Tabar)

The Carrousel Rotary Press: High productive power for mass production

When production amounts to millions of parts a year, all either identical or of the same type, then purpose-oriented machines are a necessity. And the Carrousel rotary press is one of the non-standard machines used by those involved in mass production to avoid having to use a large part of their machine facilities for a single job.

The Efficient Use of Hidden Time

The rotary press works on the principle of using several closing units together; these are "aligned" by rotation under an injection unit. A major advantage is that one part is vulcanized while the other parts are being injected. This means that an appreciable amount of time is saved on long production runs. Through its subsidiary Sacomat, Rep is currently offering machines of this type with 6, 8 and even 12 workstations and a capacity of 70, 100 or 150 tons. (We have built 15 stations??)

Mass Production and High Precision

If the rotary press is to be used for mass production (the machines working throughout the year on one

or two molds), that doesn't mean it is limited to the production of simple parts: for example, for auto parts manufacturers, SACOMAT produces duplicate moldings on composite parts made of metal and glass, with the glass put into place prior to injection.

An All-in "Turnkey" Solution

While a rotary press is usually ordered for a highly specific application, SACOMAT can add all of the peripheral equipment required to turn it into a particularly flexible production unit. Thus robots, to take just one example, can be used to place metal inserts automatically into a mold. In this particular case, SACOMAT proves its ability to integrate, providing its customers with automated capability.



New Silicone Stuffer for Rapid Changeover to Silicone Injection

Recently, the price of silicone has fallen significantly, so much so that it is now used instead of rubber for a number of specific applications. The question is, how do you meet this new demand without a machine designed specifically for silicone? The answer lies in the silicone stuffer supplied by Rep: this allows you to adapt very rapidly to this type of production without having to change your machine base. What's more, this type of feed can very quickly be reversed.

Silicone – Difficult to Handle

Despite its many qualities as a material, silicone poses a major problem when it comes to injection. Unlike rubber, its lack of stability usually prevents it from being fed in strips. Thus the job of the stuffer is to guide the silicone, in the form of cakes, to the extruder.

The stuffer is connected to the injection unit in place of the mate-

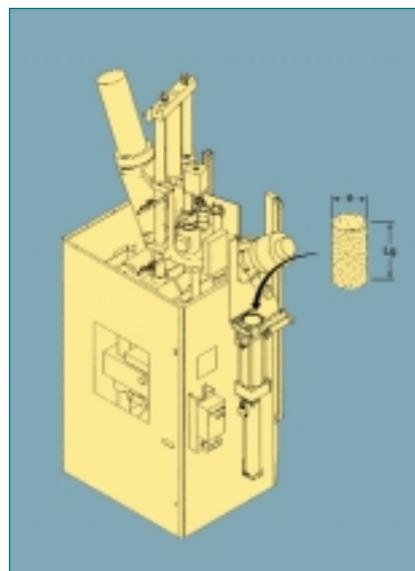
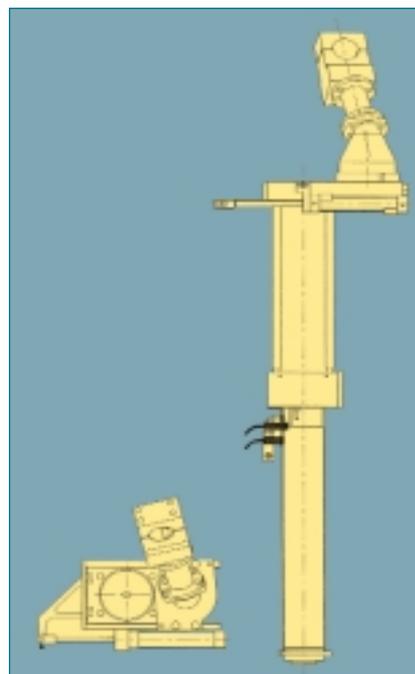
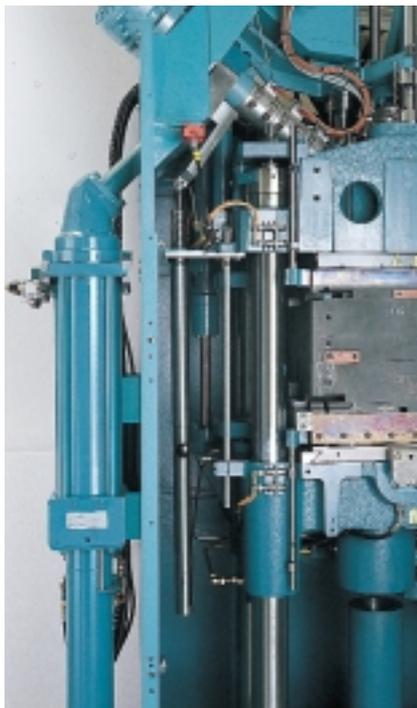
rial feed chute.

This system was originally designed for a special application using generation G7, but with its introduction as an option on this model, it has been specially modified in line with generation G8 to ensure its perfect integration into the machine.

Increased Capacity, Greater Flexibility

The silicone stuffer now available with generation G8 (but can be retrofitted to G7 presses) was initially designed for very rapid installation. Rubber production can be converted to silicone production in just a few hours. The stuffer is secured by a flange in place of the original feed chute, and the flange itself can be used for direct feed in rubber strips. Reversing the system to take rubber is also ultra-quick. The capacity of the silicone stuffer has been increased to 10 liters (from 6 liters with the old model), and its power has also been increased by the introduction of a new hydraulic cylinder.

In addition, the opening of the stuffer is designed for loading during cure time (to avoid extending the cycle) and also to reduce the risk of the stuffer opening being impaired by residual material.

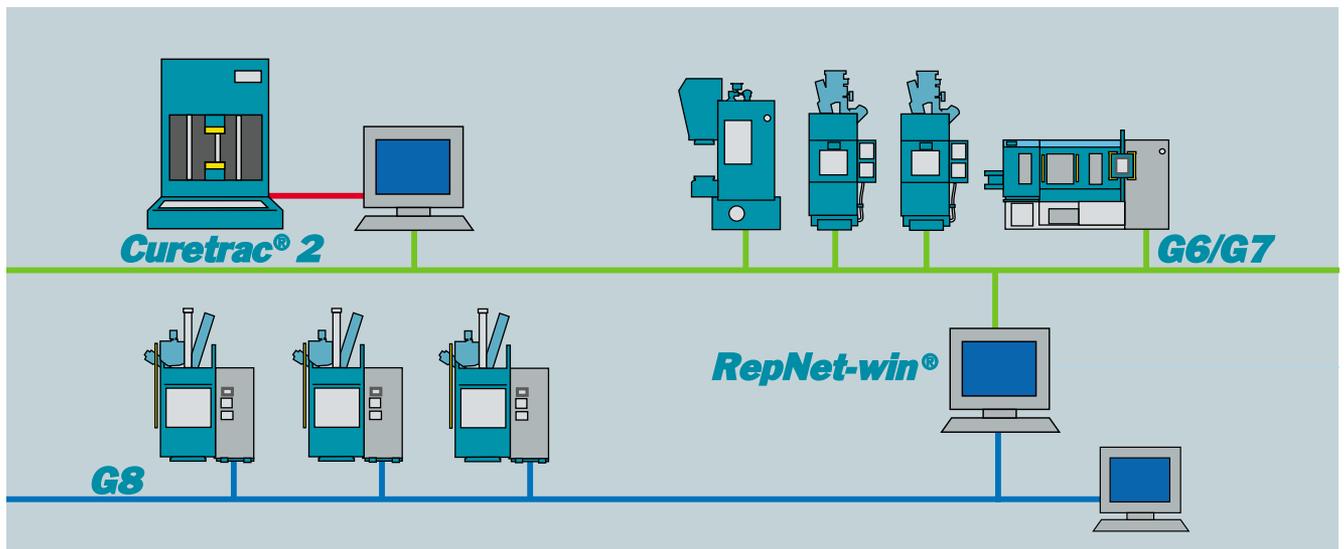


RepNet-Win®

At the Cutting Edge of Technology, but Mindful of Earlier Generations.

rep-net®, the Rep-Next®, and now RepNet-Win®: supervision and management by computer are an integral part of the story of the REP presses, so much so that today the name has come to be associated with solid experience in this highly specialized area. Here REP NEWS brings you up to date on the principle of supervision and on the features of RepNet-Win®, REP's very latest software.

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Monitoring and Supervision

Just as soon as he has a real machine base, the user obviously wants to be able to supervise production. But what does this supervision actually consist of? Recording the production status and so on of several machines with the data sent to a central terminal. This enables production to be monitored statistically. The data transmitted is real data, measured

during each cycle, and it can be compared with the data set on the machine. In the event of a defective part, the variable concerned can be indicated by examining several tens of cycles.

The other advantage of supervision is that a "mold" can be transferred from one machine to another and very quickly modeled on the same settings.

From rep-net® to RepNet-Win®, a Logical Process

rep-net®, first-generation supervision-dedicated software, networked the presses via a PC. While rep-net® amply demonstrated its reliability and effectiveness, some users were not altogether happy with its "closed" configuration. And indeed, the monitoring system, although working in DOS, did not allow any linking with the manage-

ment system of the user company. That is why Rep-Next® was created, designed to work with UNIX. At the time, this operating system was an

In practice, RepNet-Win® purely and simply replaces rep-net® or Rep-Next®; the wiring remains unchanged and, more important, the data are retained.

So much for compatibility with the existing system. But RepNet-Win® is also future-proof:

- Its interface provides for a network of 60 machines connected to a central terminal (compared to 30 machines with the old software).

- An extensive supervision capability: connection to a second Ethernet network enabling the same data to be read on one or more additional PCs.

- Several plants can be connected via their central terminals to a supervisor terminal.

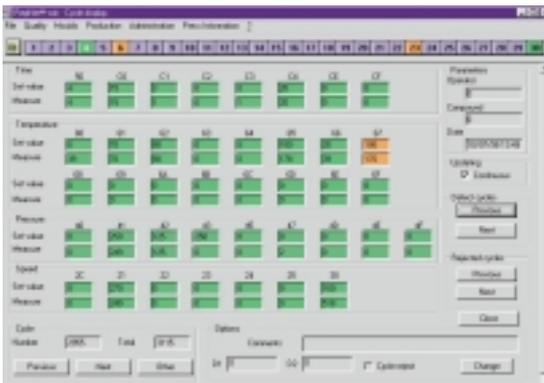
- Lastly, it is now possible to extract data from tools such as Excel by means of an SQL request from a PC connected to the network. So the system is open-ended, thus ensuring more comprehensive analyses without having to re-enter the data.

User-friendliness a Number One Priority

While retaining all the logic of rep-net® and Rep-Next® with regard to data access, RepNet-Win® has been designed to enable the beginner to learn how to use it very quickly. In the eighteen months following the appearance on the market of this software, it has become

quite apparent that its intuitive and user-friendly qualities are greatly appreciated not only by new users but also by users who worked with its forerunners.

It should be noted that current owners of rep-net® or Rep-Next® can benefit from special conditions when they purchase RepNet-Win®. Additionally, a maintenance and update contract is available at low cost. This is the user's guarantee of software in line with his actual requirements. It is this pragmatic approach, listening to what the operators have to say, that lies at the very heart of the complete design of RepNet-Win®, a product which should convince even the most skeptical that advances in information technology do not necessarily mean completely doing away with existing products.

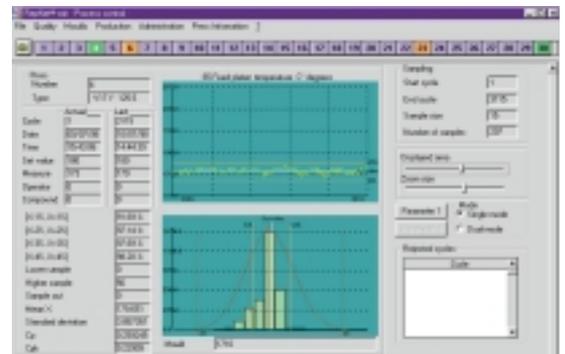


industry-wide standard, and new production data could be consulted on the basis of a management system requiring only that the operator knows how to use UNIX. As a general rule, this presupposed a dedicated computer service.

When REP's engineers developed specifications for the new G8, UNIX as an industry-wide standard had been replaced by Windows NT, which was more user-friendly, less complicated, and to understand. This was the basis for the design of RepNet-Win®, a new software package that is both more efficient and easier to use.

RepNet-Win®, Compatible with the Present, the Future ... and also the Past

The chief quality of RepNet-Win® is arguably its compliance with both the past and the future, for RepNet-Win® is fully compatible with a G7 or G6 set of machines.



Rep on **the Net**

www.rep.tm.fr

Today, no major industrial group can afford not to be on the Web. If REP isn't there yet, it's simply that our group decided to take its time so that its site would comply in every respect with the recently introduced graphics codes and also be able to supply a maximum of information in as dynamic a form as possible. Thus Spring 2000 will see the birth of a new medium of communication between REP, its customers and its partners.



The Quest for Unity and Consistency

The American subsidiary of our group had in fact already developed a site, with others on the drawing board. At the same time, some of our agents already include REP on their own sites. However, these were very disparate messages that didn't always reflect our group's basic policy lines, in their form at least. That is why it was decided that the parent company should be responsible for the new REP site, which will be in three languages. The job of designing the site has been given to Médiartis, a subsidiary of Publicis, according to the graphics charter established by our communications agency (Publicis Alpes). Our website was implemented in April 2000.

General Information and Customer Information: Two sites at the Same Address

It has been decided to separate general information from information intended exclusively for our customers. However, for the sake of simplicity, both will be available on the same site, with the customer (or partner) component requiring an access code. The site is currently being developed and will be accessible in the second half of 2000.

The general information provided will be available in French, English and German.

For the benefit of our customers, our web pages will also be available in Italian and Spanish.

The Objective: a Comprehensive, Dynamic, Interactive Site

Clearly, the primary function of this site will be to present the REP Group, its products, its activities and its know-how. But that will not be all; in addition to the various headings, "Group", "Technologies", "REP and SACOMAT Products", the user will also be able to find the following:

- The contents of REPNEWS issues, starting with Issue No. 1. The Internet can't replace printed catalogues, but from now you will be able to find the REPNEWS you've been reading since November 1995 on the Web.
 - Sales and other relevant documentation.
 - A regularly updated "What's New" column.
 - For customers and partners, information on the latest developments in presses and input forms.
- Lastly, and this is an essential aspect, the site is to act as a medium for exchanges and dialogue. Our customers will find links with our agents' sites and e-mail addresses and so on and so will be able to communicate with them directly by e-mail. Needless to say, we shall be asking our agents to create reciprocal links with the REP site.

For now, just make a note of the address of this site, which will be operational as from the beginning of April 2000:

www.rep.tm.fr

We look forward to meeting you on the Web!

ISO 9001

The Quality Ethic

is now Official...



On 17 December 1999 the REP Group was awarded ISO 9001 certification – official recognition of REP's longstanding quality policy whereby quality has always been measured primarily by the satisfaction of our customers.

Our ISO 9001 certification, the fruit of several years' work, involved all of REP's departments and personnel, so it was particularly appreciated within the group. But what does it mean for our customers? First and foremost, it confers official status on an approach that has long been an integral part of our methodology: stringent checks at every stage of production, aiming at nothing less than a "zero defect" result. If REP International has

decided to obtain official ISO 9001 certification, it is both to meet the request of a number of customers and also to put our procedures on a formal footing. This in turn will ensure that our operations remain consistent and also stabilise our working methods as regards future developments.

The certification obtained by REP International embodies the rules laid down in 1994, and a new ISO 9001 standard is to be defined

shortly. Less rigid and of a generally wider nature, it will give top priority to customer satisfaction, which is in fact an essential criterion. Here at REP, we are of course well in line for the new certification, thanks to our overall corporate ethic and our long-established quality policy.

And we shall continue to demonstrate this on a daily basis to all those who have put their trust in us.

TRADE FAIRS

and Conferences 2000

FAIRS

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|------------------|------------------|--------------------|
| • PLAST 2000 | 8 to 13 May | Milan - ITALY |
| • IRC 2000 | 12 to 15 June | Helsinki - FINLAND |
| • CHINAPLAS 2000 | 4 to 8 July | Shanghai - CHINA |
| • DKT 2000 | 4 to 7 September | Nürnberg - GERMANY |

CONFERENCES

- | | | |
|-----------------------------|------------------|----------------------------|
| • G8/RepNet-win | February / March | Agent: Landa & Cia - SPAIN |
| • G8 | May | Buenos Aires - ARGENTINA |
| • Jornadas Latinoamericanas | 14 to 16 June | Guadalajara - MEXICO |

Extended Production Facilities REP extends its facilities in line with objectives.

The increased manpower required as a result of very strong activity and also of the 35 working hours a week has inevitably meant extending our production facilities. Thus with new floor space of over 1600m², the Corbas plant will enable REP to achieve its target: a 30% increase in its sales figure over the next 5 years.

In due course...

Started in early 99, the extension work was completed on schedule at the end of July, although the area initially envisaged was increased appreciably to over 16002. Transfer of the departments concerned took place from the beginning of August to the end of December, and the landscaping work will soon be completed, which will integrate the new building into the Corbas production plant. REP is now set to reap the benefit of these new developments.

Increased Productivity and Test Capabilities

Moving the shipping department, the applications laboratories and Research and Development to the new building means that REP has effectively increased its manpower, and it is the combination of these two factors that will enable REP to expand its production capacity appreciably, from 9 to 11 machines a week.

This will not be done at the expense of REP's test facilities which, following the relocation of the other departments, have increased considerably to enable up to 59 machines to be tested simultaneously. The test phase is vital to REP's quality policy (see box opposite).

When they visit the expanded facilities, our customers will be made very comfortable, particularly in the Applications Laboratory, which is now better soundproofed. At the same time, the paint shop facilities are to be expanded to enable large machines to be handled more effectively.

The expansion is in fact a reflection of the general principle of multi-site production. Thus with its four production units, REP is well equipped to meet requirements in less time but with absolutely no relaxation of its stringent quality control procedures.



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