



SORALUCE

Setting new standards

NEW
CHALLENGES
NEED SOLUTIONS
NEW

MACCHI

CUSTOMER EXPERIENCES



Optimisation of production through multifunction capabilities

Antoni Michael Caprioli, Managing Director at MACCHI SPA

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Although we only started working with SORALUCE a few months back, I can safely say that up to now they have met all our expectations with their excellent work. By requiring a lower handling time, we obtain a better product at a lower cost, greater productivity as a greater number of pieces can be machined, in half the normal time, and increasing the range of products for supply.

INTERVIEW

MACCHI, operational division of SOFINTER with over 55 years of history, is a leading and highly experienced company active, on worldwide basis, in the supply of industrial boilers for oil & gas business and heat recovery steam generators for cogeneration plants. They have recently bought their first SORALUCE machine for turning and milling operations in a single set-up.

Why did Macchi trust in SORALUCE?

These are the main reasons that led Macchi to buy a machine with high technological content such as the Soraluca machine. We were looking for a machine that could carry out both turning and milling operations in a single set-up. This allows basically for the following: with a great degree of reliability and in a single set-up, SORALUCE machines achieve all the processes that normally require action by more people and more machines. So, what is the positive side of all this? The process is performed in a single place, so accuracy is always the same. The shorter handling time allows for a better product at a lower cost, a higher productivity because more parts can be machined (in our case, heads, which are the highest expression of our technology), taking half the time as usual and increasing the range of products to be supplied. In fact, the production chain of Macchi went from 300 to a maximum of 1,800 and allows for gaining the market share that until now was in the hands of competitors.

What would you highlight about your first experience as SORALUCE customer?

The opportunity to test the process before formalising the purchase of this system. Soraluca kindly invited us to its headquarters and its Excellence Center in Germany where we made some parts, simulating what we would machine later at our premises. At the end of these tests, we found levels of operating accuracy second to none.

Do you feel Macchi's needs have been attended?

Yes, I think so. During the negotiations with Soraluca, we exposed our business needs: to create highly complex parts that require turning, milling and extremely deep drilling, obviously in a single set-up.

We did not want, under any circumstances, to go beyond the normal solutions provided by Soraluca, in order to stay within the concept of standardisation. What does this mean for us, as Soraluca customers? Basically, this guarantee for us means reliability.

Do you think your expectations have been met?

Of course. Although we have started working with Soraluca only for a few months, I can say that all the parts made so far meet all our expectations excellently.

