

# Customer reference

W&S Isolierungen GmbH

# MABI®



The W&S Team with Daniel Wallrafen (third from right) and Nils Steffan (fourth from right) alongside MABI's Tore Schumann (right) and Olaf Stopp.

## BRAVO: W&S TEAM

### W&S Isolierungen with the new MABI BINGO 2 EVO

Daniel Wallrafen and Nils Steffan experienced a stormy development of their company W&S Isolierungen GmbH in Mönchengladbach. Turnover doubled year by year and the workforce grew to around fifty employees. By optimising and expanding the workshop, they came into contact with MABI in 2023. "The volume of work is growing, and you reach your capacity limits in sheet metal production. So, we were ready for the top-of-the-line MABI Bingo 2 EVO combined with a complete cap line from MABI. When we invest, we invest right."



W&S can not only work faster, but also more efficiently and flexibly, and thanks to the software used, they have a much better insight into processes.



## “Growth through innovation”

The company W&S Isolierungen is a professional and future-oriented company from NRW. The company is active in the fields of thermal insulation, cold insulation, sound insulation, preventive fire protection, textile insulation systems and core drilling. The insulation workshop in Mönchengladbach is very efficient, spacious, bright and clearly arranged. Quality is produced here at full steam. At present, we are already processing several tonnes of sheet metal per week, says Managing Director Daniel Wallrafen proudly. Since the first quarter of 2023, the centrepiece of production has been the new MABI Bingo 2 EVO from the Swiss company MABI.

And that was not entirely obvious. «I'll be honest: I had a few prejudices. For example, I thought the CNC machines from MABI were too expensive. Why spend so much money when you can do it cheaper.» Therefore, Daniel Wallrafen and his business partner Nils Steffan initially opted for a CNC sheet metal working machine from another brand. Nils Steffan: «At first it was enough, but it quickly became clear that we could no longer cover our needs in terms of quality and quantity with this machine. So, we learned the hard way that in sheet metal production it is indispensable to have a high-performance machine. Another important criterion for us was service and after-sales. Here we received very professional advice and training from MABI.

### Support from MABI

MABI heard about the problems and found an amazing and uncomplicated solution. «As a quick solution, we initially lent W&S the somewhat smaller model, a MABI Bingo 16-Z EVO,» says technical consultant and salesman Olaf Stopp. His colleague Tore Schumann adds: «We will install the machine and train the staff within a very short time to be able to start immediately.» Wallrafen: «Not only were we able to get on immediately, but the opportunity arose to gain experience with the MABI Bingo. And when we saw a positive development in both the production figures and the job satisfaction of the employees, we knew: There has to be a MABI Bingo.»



The new MABI Bingo 2 EVO. An investment for the future.

Olaf Stopp: «For four decades, it has been MABI's tradition to provide the best possible service to existing and new customers.» Tore Schumann: «And it is our experience: if the employees have a positive attitude towards a machine, the decision to buy is quickly made.»

### Top model

Due to favourable financing options and a low interest rate, W&S immediately opted for the largest model: the MABI Bingo 2 EVO. It is MABI's top model for sheet metal working. Steffan praises the flexibility and quality of the sheet metal working, «Switching between aluminium, aluminium/zinc and stainless steel is quick and easy.» Daniel Wallrafen continues, «We can not only work faster, but also more efficiently and flexibly, and thanks to the software used, we have a much better insight into our processes. We really have taken a big step forward. It is also important to note: «The initial higher acquisition costs resulted in lower maintenance costs compared to the previous machine. I now understand that a MABI Bingo is needed for an effective, high-quality production process. A MABI Bingo 2 EVO is essential for a modern, progressive, and forward-looking company. «

### Growth

The new machine was purchased as part of our growth strategy. Daniel Wallrafen: «Thanks to our clear focus and motivated team, we have seen growth in both revenue and staff numbers. With a high-quality, reliable sheet metal working machine, we expect to be able to maintain and build on this trend. We have a machine that matches our growth ambitions. The MABI Bingo 2 EVO will allow us to continue to grow and manufacture without any problems for around fifteen years.» Nils Steffan: «Our first goal was to produce all of our own material. And we are succeeding in this. We don't need to purchase additional sheet metal parts from third parties for our larger orders. Thanks to the reinforcement of our workshop, we are even in a position to manufacture products for third parties ourselves. I see opportunities and great potential, especially in more difficult, challenging areas such as isometric work. Thanks to the quality and quantity we are producing, we have already attracted our first major international customer. More will follow.»

It is clear, the MABI Bingo 2 EVO supports the further growth ambitions of W&S, operating costs and material losses are lower, and work will be easier for the sheet metal specialists at W&S over the next few years. And when the time comes, they won't have to spend long looking for a replacement in Mönchengladbach. MABI, of course! Bingo!

