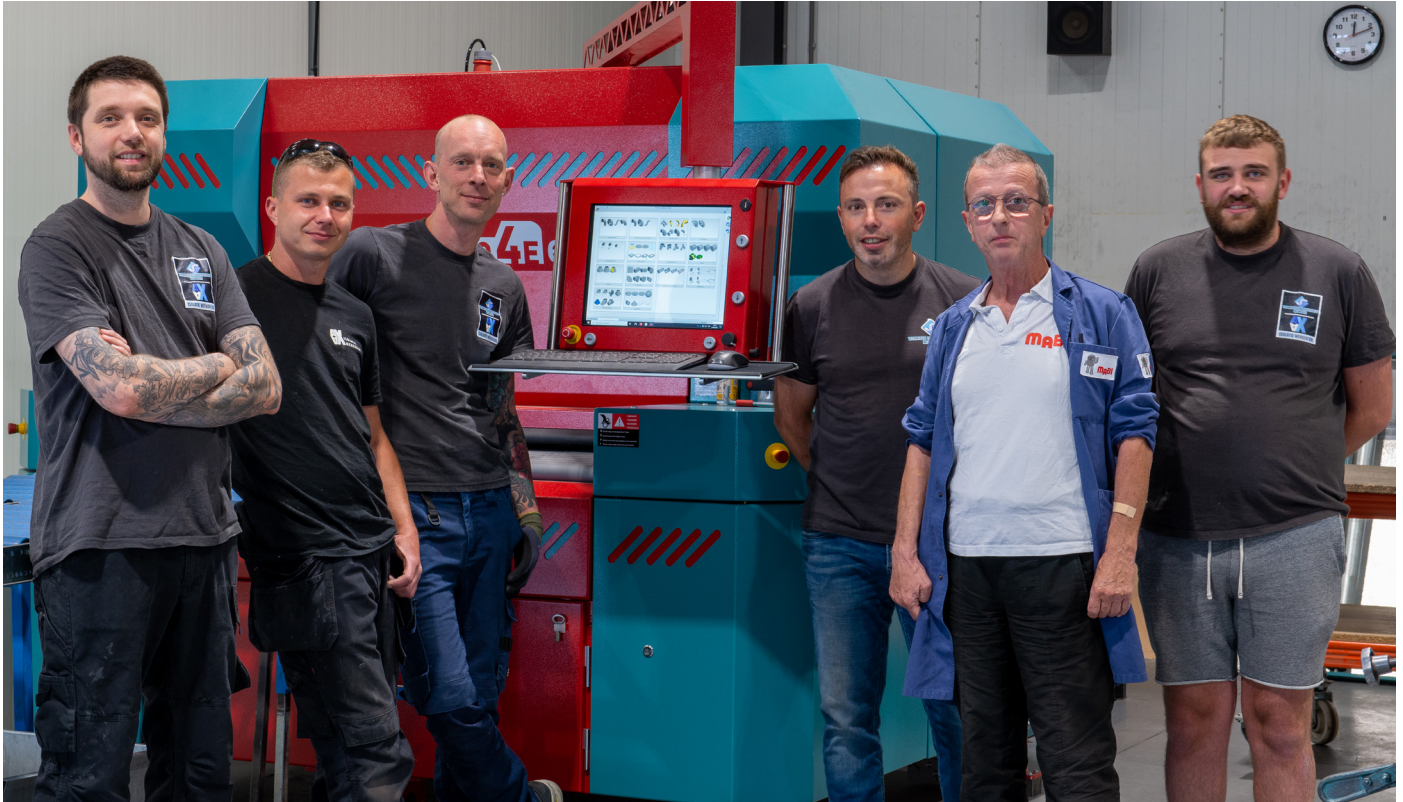


## Customer reference

AX Isolatiewerken, NL

# MABI®



The team with Ralph Hubers (third from the right).

## BRAVO: AX ISOLATIEWERKEN

### AX ISOLATIEWERKEN AND THE MABI 4E EVO

Ralph Hubers runs a flourishing business with Technisch Isolatiebedrijf Nijmegen in Middelaar in the east of the Netherlands, which also includes a MABI laser cutting system. His business is so successful that with the takeover of AX Isolatiewerken in Strijen, a subsidiary was recently set up to serve the industry and port in Rotterdam and Antwerp. All this with a new MABI Bingo 4E EVO as the centerpiece for sheet metal processing.



AX Isolatiewerken in Strijen also manufactures prefabricated products for other insulation companies.



SWISS MADE

## “This machine gives us the capacity and flexibility we need”

«A more than welcome addition to our range of services and our production capacity.» This is how Ralph Hubers describes the purchase of the new MABI Bingo 4E EVO for the new branch in Strijen. After his father Harrie, Ralph is the third generation in the family business. Harrie is no longer actively involved in the business, although he does still things like programming, machine maintenance and delivering materials. In Middelaar, the company has approximately 1,000 m<sup>2</sup> of workshop and storage space. The production for a fixed network of clients, from breweries to feed companies, brings the company's products all over the world. All sheet metal work is produced in-house, for instance with a MABI 3000E EVO Laser. We also supply prefabricated products to other insulation companies. The Hubers family is a pioneer in laser cutting. “We are very happy with that,” says Ralph Hubers. “We can cut all types of sheet metal and easily switch between large and small series. In Middelaar, we produce annual 300 tons of sheet metal in year”.

### Compact

Ralph Hubers is currently busy expanding AX Isolatieterwerken, acquired in September 2021, near Rotterdam. Investments were made in an in-house workshop for insulation mattresses, but also in modernising the sheet metal workshop. Ralph Hubers: «I wanted to scale up the existing sheet metal production from one to three people, just like at our head office.

You should buy the machine that suits you best in terms of production, features and design. We chose not to use laser cutting for the new facility for a number of reasons. The expansion of the mattress workshop was partly at the expense of space in the sheet metal workshop. The space required by a laser cutter with periphery equipment is enormous. The layout of the workshop may have to be changed again. These were all reasons to choose the more compact plug-and-play Bingo 4E EVO. This machine gives us the capacity and flexibility we need”.



Since the MABIs in Middelaar and Strijen have the same software, we are actually operate with one workplace at two locations.

### Software

The new Bingo 4E EVO in Strijen has the same software as the MABI Laser in Middelaar. Hubers: “In our own company, we ultimately have our own sheet metal department at two locations. This gives us the opportunity to distribute the sheet metal processing well and optimally. Both locations complement each other. Here in Strijen we can produce 90% of the orders we need for our customers here in the West. The laser cutting line in Middelaar is only an alternative for stainless steel orders. And that's not a problem, because I drive from Middelaar to Strijen twice a week.” With the investment, AX Isolatieterwerken has a stable basis for further expansion and future success. “We have optimized production,” says Ralph Hubers. “In the coming period, we will focus on the synergy effects that can be achieved through optimal cooperation between the two industries.” The name AX Isolatieterwerken will be retained for the time being. “There is no reason to change it”.

### Greenline

MABI produced the first cutting machines more than fifty years ago. Mechanical cutting offers a number of environmental and investment advantages over laser cutting. There are no CO<sub>2</sub> or other emissions, no smoke, no ash, and no particulate matter to worry about. Mechanical cutting also requires less energy than laser cutting. And then there is another advantage: aluminum cutting waste can be offered to the metal trade as a new product, just like the knives and matrices at the end of their service life. These features fit seamlessly into the principles of green technology.

Environmentally friendly equipment and production are becoming increasingly important in light of the climate debate. More and more financial institutions, such as banks, are deciding to promote green technology with favorable interest rates. Governments are increasingly rewarding environmental investments with tax breaks. This is a trend that will become increasingly important in the climate debate. Through the use of MABI mechanical cutting systems, we achieve precisely these targets (green technology). In addition, savings measures have been developed in terms of energy consumption and reduction of cutting losses. Especially when several machine stations are used simultaneously in large companies, attractive savings can be achieved.

