

MABI Laser vs. MABI Bingo EVO

- Advantages and disadvantages of the laser technology
- Advantages of mobile data collection (measurement system)



Question: Where do you find your ideas for constant developments and innovations?

MB: The harmonious cooperation with the entire MABI team drives us to ever greater heights of performance.

Question: The latest development from MABI is the MABI 3000E EVO laser. Which advantages and disadvantages can you think of?

MB: Laser technology is nothing new to us. MABI presented the first laser system already in 1992 at the Euro-Blech in Hannover. The obvious advantages consist in the manifold cutting possibilities. We must mention some disadvantages, especially concerning the spare parts warranty and the significant maintenance effort.

Question: What exactly do you mean by that?

MB: All bearings and moving parts are severely affected by the resulting fine particulate matter. This means that the system needs to be cleaned from the inside practically on a daily basis. Of course, one can ignore this, but our experience has shown that the effect becomes noticeable after a certain utilization period, giving rise subsequently to expensive service works.

Question: Are you saying that the maintenance effort is lower for the mechanical cutting systems, such as MABI Bingo?

MB: The entire effort is much lower! The use of mechanical cutting systems patented by MABI offers many advantages.

Question: Can you mention some of them?

MB: Just think of the knife change. It can be done by the customer himself. This means the cutting process produces virtually no fine particulate matter. As a result, the entire cleaning effort is much lower. In many cases, technical defects can be remedied by the customer himself. Laser technology has higher safety requirements and demands specific training of the customer.

Question: You spoke earlier about spare parts procurement, didn't you?

MB: We use a third-party product for the laser source. As a consequence, we become dependent on a supplier and cannot guarantee our customers that the spare parts for the laser source will continue to be available in the future.

Question: Is this an issue for the customer?

MB: This is precisely where MABI has earned a good reputation in the past. Quick availability of MABI spare parts and the professional and well-known MABI service. This is what our customers appreciate - it gives confidence in the planning.

Question: This means you favor the mechanical cutting systems?

MB: Yes, of course. We can continue to offer our customers the accustomed MABI service - without being dependent on

a supplier. Our customers have much lower maintenance costs and less non-productive time caused by the coil change, filter change (suction system, which is necessary in the laser technology) as well as the constant change of nozzles and fine-tuning of laser optics. It is a very complex technology.

Question: In which cases is a laser system worth considering?

MB: We regard the laser as an additional machine. For cutting specific shapes. Importing DXF data has advantages as well. However, laser technology cannot compete with MABI Bingo EVO.

Question: How come you are so sure about it?

MB: Just look at the mobile measurement system. The entire data can be rounded on a Bingo 2 EVO. The pipe meters are produced fully automatically and the necessary sheet metal is changed fully automatically. Many of our customers use these advantages with visible success. It is not without reason that many of them have meanwhile commissioned a second system.

Question: I thank you very much for the conversation.

