
**80**  
YEARS

**SACMA**  
GROUP

## Shaping Your Brand into Premium Quality

by Gang Hao Chang, Vice Editor-in-Chief of Fastener World

*Continuously writing its successful story with the adherence to high quality, the Italy headquartered industry leading fastener machine designer, developer and manufacturer is now celebrating its 80th year of milestone with a new corporate identity and considering setting forth to further broaden its business reach into the ever-growing Asian market.*

### Made-in-Italy and Localized Service Throughout the World

Having consolidated its foothold in the European market for decades, The SACMA Group, consisting of Sacma, Ingramatic, OBM and Tecno Lift, not only offers its machines in Europe, but also has established several local service operations and technical centers across Europe, as well as in USA, Brazil, Russia, Turkey and China in order to support its customers worldwide.

In Taiwan, one of the fastener manufacturing heartlands in Asia, SACMA also has a long-term partner – Trisail International Co., Ltd., with full knowledge of fastener processing and a well-experienced team to represent the Group and provide technical support along with an aftersales service compliant with the SACMA standards. This year Sacma has also established a new branch in Wuxi (China) with a new team of dedicated sales and aftersales staff. The new location will serve as a spare parts warehouse and show-room for new technologies.

### Compact Design, Integrated Machine

The premium quality of SACMA is reflected on its unbeatable integrated design and smart utilization of space, SACMA's combined headers are capable of producing one finished part through 3 processes - cold forming, pointing, threading- on the same machine.

"Manufacturing costs are ever increasing year by year, so companies need to invest wisely in high-efficiency equipment", says Valeriano Rampezzotti, President of SACMA GROUP.

"I mean that business have to be forward-looking, if you have one SACMA machine it means you don't have to buy 10 or even 20 machines from other brands, which inevitably results in higher operational and ownership costs".

On the other hand, with our machine you can complete all processes, as, for example, you don't have to buy one machine for heading, one machine for thread rolling and one machine for pointing. I believe this is why our clients around the world continue to take Sacma into their only one consideration when it comes to long-term cost saving."

### Unrivaled Quality Leaving Competitors Behind

SACMA machines are used for critical cold-formed parts, ranging from bolts to net-shape components of the highest tolerance that is possible to achieve out of a multi-station heading process.

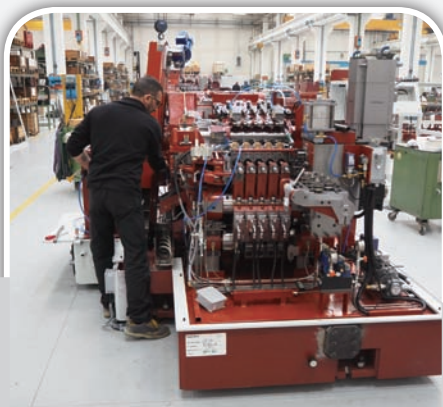
"Our customers serve the world's topnotch automotive brands, reliability for them is top-priority, hence SACMA is their best choice".

As Mr. Rampezzotti states "In our plant we use cutting-edge CNC equipment from Switzerland, Japan and Italy to feed our fully-integrated production, we're the only manufacturer in our industry that produces 100% of its mechanical components in-house. On top of this, we use best quality materials with outstanding mechanical properties, not to mention that we carry out heat and superficial treatments - nitriding, hardening - in order to enhance their long-term performance. As a President, our mission in delivering the best multi-station cold-forming machines is ensured by our strong and continuous commitment.

### A Full Range of Solutions for the Cold-Forming Industry

Today, SACMA Group is the only player on the market that can supply a complete range of forming equipment for the fastener industry, such as combined headers for screws and bolts, five and six die multi-station part formers, stand-alone flat-dies thread-rollers - Ingramatic - as well as vertical feeding systems - Tecno Lift -.

Noticing the emergence of new industries (e.g. electric vehicles) boosting the demand for more special parts in the Asian market, Sacma is convinced that the demand for machines which feature high precision, high performance and high flexibility in this region will definitely show an overwhelming increase. So, where can manufacturers find out machines with all these critical features being included? The answer is, as Valeriano said, "Who else? It's SACMA!"





Fastener World visits the HQ of SACMA, meeting President Valeriano Rampezzotti and the management.  
 滙達採訪團隊參訪SACMA總部與董事長Valeriano Rampezzotti等主管相見歡。

## SACMA GROUP

# 為您打造高品質品牌形象

文／惠達副總編輯 張剛豪

持續以高品質撰寫企業成功故事的義大利扣件機械設計、開發和製造領導大廠Sacma今年以全新的企業logo形象迎接成立80周年的喜悅，同時也積極拓展在持續成長中亞洲市場的業務。

### 義大利製造 全球在地化服務

已經在歐洲市場佔有穩固地位數十年的Sacma集團主要由Sacma、Ingramatic、OBM和Tecno Lift公司共同組成。旗下機械產品不僅供應歐洲，也已經在歐洲、美國、巴西、俄羅斯、土耳其和中國陸陸續續設立在地服務據點和技術中心來提供全球客戶相關支援。

在亞洲生產重鎮之一的台灣，SACMA同樣有長年合作的若雷國際有限公司配合，若雷不僅對扣件加工有充足知識，也有完整經驗的團隊能提供符合Sacma一貫高標準要求的技術支援和售後服務。今年Sacma也在中國無錫設立全新的分公司，配置有專業的銷售和售後服務人員。全新的據點提供零件倉庫和全新的技術展示間。

### 簡潔設計及整合化機台

Sacma機械的優異品質反映在其難以超越的整合式設計和聰明的空間利用，且Sacma的整合式成型機能夠在同一台機器上生產出經過冷成型、倒角和搓牙三道程序的成品。

Sacma集團董事長Valeriano Rampezzotti表示：「製造成本一年比一年高，因此企業需要聰明地投資在高效率機台上。我指的是企業必須有前瞻性，如果你擁有一台Sacma機械，這就意謂，你不必買10台甚或20台他牌機械，避免不必要的高額運作和持有成本。另一方面，使用我們的機台，你就可以一次完成所有加工流程。也就是說，你毋須再為成型、輻牙和倒角等流程分別採購機器。我相信這也是為什麼我們的全球客戶在談到如何節省長期成本時總是把Sacma列入唯一的考慮清單的主因。」

### 讓競爭者望之項背的品質

Sacma的機台使用於生產關鍵的冷成型部件，從螺栓到只有透過多工位成型流程才有可能產出的高公差淨形零組件都有。

Rampezzotti董事長表示：「我們的客戶服務全球頂尖汽車相關品牌，可靠度是他們的最優先考量，因此Sacma是他們最佳的選擇。在我們的工廠，我們使用瑞士、日本和義大利的CNC設備來搭配我們完美整合的製造流程，我們是業界唯一一家可以100%在廠內生產機械零組件的製造商。除此之外，我們使用具備最傑出機械性質且具最佳品質的料材，更別提我們為了強化產品的長期性能還進行熱處理和表面處理，包括滲氮、硬化。身為董事長，提供最佳多工位冷成型機台一直是我們持續的承諾和義務。」

### 為冷成型產業而生的完整產品方案

Sacma是目前市場上唯一可以提供完整扣件產業用成型設備(例如：整合式螺絲螺栓成型機、5模/6模多工位部件成型機、Ingramatic獨立式平板搓牙機以及Tecno Lift垂直進料系統)的供應商。

注意到加速亞洲市場對特殊零件製造需求的新興產業(例如：電動車)的崛起，Sacma相信這個區域對具備高精度、高效能和高度設計彈性機械的需求將會出現勢不可擋的成長趨勢。因此，製造商要去哪裡找到具備這些關鍵性特色的機械？答案如同董事長Valeriano所言：「除了SACMA之外，捨我其誰！」