

Established in 1990 by Andrea Lazzarini in Porpetto, RALC ITALIA embarked on developing and manufacturing machines for processing pipes and tubes. Today, RALC produces a range of machines for processing pipes and tubes as well as tapering machines, pipe bending machines, cutting lines, punching machines, automatic brushing machines, hole flanging machines, complete manufacturing lines and machining centres. Since 2006, the CiMAN company, which is well-known for its CNC machining centres, has been part of the RALC Group.

Providing innovative solutions tailored to the customers' requirements has been RALC's guiding principle since its inception. As a result, it provides standard machines and lines as well as customised solutions. Working in close cooperation with customers, the creative engineers at RALC have developed a keen insight into the actual requirements of its industrial clients, a strength which becomes evident with solutions that excel in terms of both quality and performance.

It is hardly surprising therefore that RALC ITALIA is well established at home and abroad. "Last year, we achieved total sales of some 5 million

The Details make the Difference

International trade fairs are an ideal platform for presenting products to potential customers from all over the world. In its quest to increase brand awareness in foreign markets, RALC ITALIA SRL, based in San Giorgio di Nogaro, Italy, presented its sophisticated range of pipe and tube processing machines and lines at the IKK 2006 in Nuremberg.



The hole flanging machine is used for processing air duct sheets



Euros, 70% of this figure was in foreign markets", explains our interview partner Viviana Russian, Sales Manager. "Our major export markets include Austria, Germany, the Netherlands, Spain and France."

At its spacious headquarters at San Giorgio di Nogaro, near Udine, the company can boast state-of-the-art facilities dedicated to research and development, manufacturing and testing. "Employing highly qualified and ex-

perienced staff, we are in a position to supply one-stop-shop quality", underlines our interview partner. "Everything is manufactured in-house, from design through to finishing and assembly. Moreover, we pay special attention to testing products under realistic conditions."

The company not only believes in satisfying the strict EN ISO 9001 quality standards, but in achieving innovative solutions that greatly enhance the performance and flexibility of the machines and lines. For example, the automatic punching machine with two controlled axes for processing copper pipes provides a special function: it is capable of punching and stamping holes from the interior of the tube, a patented process which results in a greater productivity and an excellent quality of the product.

The hole flanging machine for air duct sheets made of iron, stainless steel or aluminium is another example of the company's innovations. The flanging machine can process a wide range of diameters from 180 mm to 800 mm and enables for a quick tools substitution, making it a highly flexible solution. As a result, customers benefit from increased productivity.

Further highlights include the one, two and



The automated punching machine greatly reduces material waste

three-lane cutting lines, which have been specifically designed for manufacturing bent and calibrated tubes from coils. They are capable of cutting, bending and edge forming simultaneously in a single

line. Here again, customers benefit from greatly enhanced productivity without compromising quality and precision.

"It is the details that make our machines unique",

says our interview partner. A fact that was reinforced through the positive feedback from the visitors to the 2006 IKK trade fair. "Finding new customers in foreign markets is our declared target for the future", says our interview partner. In addition to further pursuing this suc-

cessful policy of quality and innovation, RALC will actively support its cross border activities. "We will further extend our network of distributors and present our products at more international trade fairs, for example in Russia", concludes our interview partner.



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