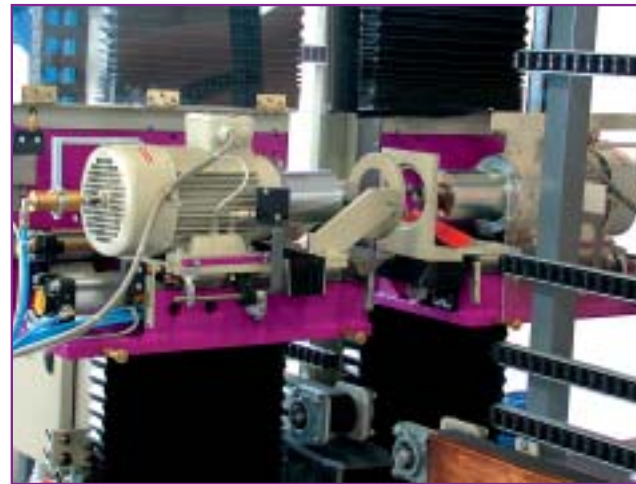


Meccanica Cambi: productivity, quality and reliability

A family-run company is, nowadays, almost an exception in the glass industry. Glass-Technology International went to visit one of these companies, Meccanica Cambi, based near Florence, central Italy, and spoke to Giovanni and Francesco Cambi to find out how the company is expanding its foreign sales network and what the decisions are for the near future.



The
Verticam
CI30
vertical
drill



Giovanni Cambi, Francesco Cambi***

MECCANICA CAMBI

The C/1100
being produced



Meccanica Cambi was set up in 1957, by the father of Giovanni Cambi, the actual owner, with the name Officina Meccanica Cambi, and worked in the sector regarding generic repairs and maintenance, and assembly of machinery. The market has since moved on to create automatic and numerical controlled machinery and Meccanica Cambi has also moved on, creating other kinds of machinery, such as drills and bevellers, and corner-grinding machines, which are now part of the company's product range. Cambi's present corner-grinders can also carry out two corners simultaneously.

Since 1969, Meccanica Cambi Srl, located at Fucecchio, near Florence, central Italy, has been specialized exclusively in the construction of machinery for glass processing.

The continuous efforts to improve its machines technologically, has enabled the company to obtain satisfaction from its numerous Italian and foreign clients.

Most of Cambi's workers have followed the example of the Cambi family, which is now in its third generation of company management, and have grown up with the company.

PRODUCTION

Cambi's machines are manufactured entirely in its production unit, keeping reliability, quality, and productivity in mind, and, despite the continuous increase in price of raw materials in the sector, the company has been able to maintain the prices of its machinery stable.

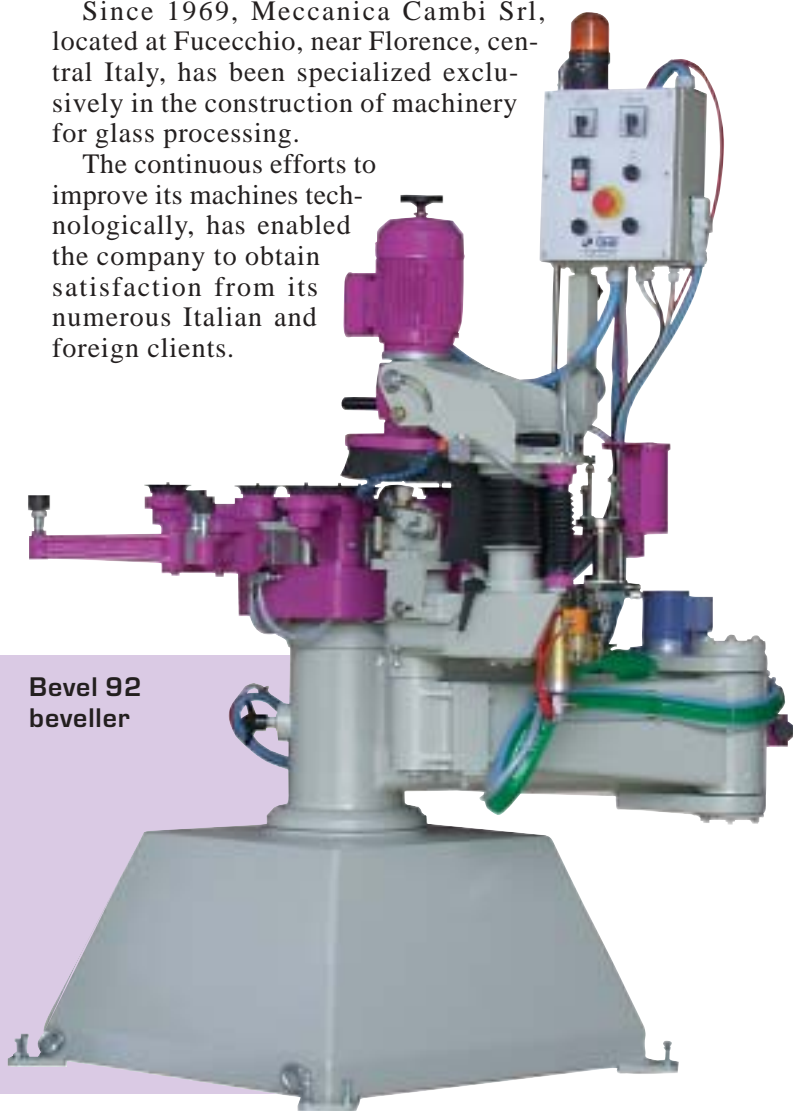
Primary objectives of the company are those of producing glass processing machinery of high quality and reliability, produced according to the most advanced technologies.

Meccanica Cambi's production concentrates on semi-automatic bevellers for round and shaped glass, drills with opposite heads, corner machines (without template), grinders (polished edge) for round and shaped glass, flattners for diamond grinding wheels, and other machinery that enables to solve various problems connected to the glass industry.

Recently, the product range of the company has been amplified to include two important new machines that will be presented for the first time at the November edition of *glasstec*, in Düsseldorf, Germany:

- The *RM3* grinder for the grinding of round glass and marble, equipped with numerical control for automatic processing; and
- The *VERTICAM C/130* drill for the vertical drilling of glass sheets, equipped with numerical control that enables the elaboration and memorizing of drilling programmes.

Cambi's bevellers, aimed at those glass-makers who do not want to waste time and energy setting up a larger machine to carry out the processing of a single or small numbers of pieces of glass or marble, can handle up to 2.5 metres (circular) and are traditional, semi-



Bevel 92
beveller

A detail of the
RM3 grinder

automatic machines. Production for specific machines is generally on request. On the other hand, the series of drills, bevellers, drills for washbasins, etc are produced in numbers of five or six at a time.

Time needed for the production of a machine is usually about 30 days - from the agreement to the shipping of the finished machine. Cambi assembles and tests all its machinery in house, while metalwork is carried out by an external company. Maintenance is generally carried out by clients, but, if necessary, Cambi also has technical support from its sales people abroad.

The company produces two different types of machines: the ones that are straightforward to use, and other with more technological aspects such as PLC, for more complex processing.

One of the advantages of Cambi's machinery is that they are all user-friendly and, therefore, do not need high levels of specialization for operations. This, combined with its enlarged product range, has enabled the company to have more alternatives in the market.

Production levels can reach from 70-75 up to 80 machines a year - not bad for a small company! A machine can be ready in 20 to 30 days, sometimes even 15, if the order is urgent. This is another benefit of a small company. This is possible because Cambi has a well-sized group of workers - there are 12 people in the company - and a well-stocked warehouse



for the parts of its machines. Cambi's employees undergo continuous updating and attend specialized courses, especially regarding the informatics part of the machinery.

SALES AND MARKETING

Side by side with its continuously improved production, Meccanica Cambi is presently concentrated on the expansion of its sales network, already widespread in the United Kingdom, Germany, Spain, Greece, Japan, North and South America, as well as Italy, of course. The company is also presently looking for agents.

The next step, already being worked on, regards China and Russia. Contacts with the Russian market were made during the recent *Mir Stekla* fair in Moscow.

Expansion, therefore, is one of Cambi's primary goals for the near future, making its products known on the international market. ■

The RM3
grinder



***President**
****Sales Director**
MECCANICA CAMBI - ITALY

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See Contents for Info Service page