



设备

适合车间的模块化解决方案

编辑部



虎钳、角度头、驱动式刀具、Zero Point 系统: Gerardi 开发出一系列解决方案, 以充分挖掘新式机床的潜力, 并格外关注用户的需求。

依

托近50年的丰富经验以及对客户需求的密切关注, Gerardi Spa 实现了重要的技术、制造和销售改进, 并通过持续投资新解决方案的研发和制造(完全意大利打造), 安全度过了最近的经济危机。

公司销售和市场经理 Ivano Gerardi jr. 表示: “未来公司仍有很长的路要走, 但我们可以紧跟趋势。我们拥有打造优质产品的资本, 同时市场也为我们提供机会做到更好、更出色。例如, 以角度头产品为例, 目前, Classic 系列拥有 90 种不同型号, 而创新 Evolution 系列的型号数量达到 104 个, 所有型号都配有不断完善其应用潜力的选件。我们设计的 Classic 角度头系列作为传统方案, 是直接连接在机床主轴的动力输出头, 尺寸紧凑: 用于加工各种尺寸特别是尺寸更窄的零件内部加工。Evolution 系列确保在扭矩、切削能力和刀具转速方面实现更高性能。另外, 我们最近开发出铝质刀体的全新系列角度头, 具备最小重量, 以适合日益普及的高速高性能机床应用。”

模块化创新虎钳

今天, 以自定心方式夹紧单个工件, 实现



5面加工的需求与日俱增。随着性能卓越的新型 5 轴加工中心的推出,以及机床自动化机器人设备的普及, Gerardi 进一步拓展模块化夹具范围,推出两个全新系列虎钳: Multitasking (自定心、偏心、实用而便捷) 和最近推出的 CompactGrip, 后者也具自定心功能,但利用齿型夹紧技术和各种模块化配件,更紧凑、更实用,夹紧力更高、更有效,可根据不同零件材料,选择不同装夹方式。

Compact Grip 系列虎钳有三种钳口尺寸,共十二种规格。每个规格都可选配高度为 50、75 和 100mm 固定式支架,可直接与机

床工作台连接,而配有 零点定位系统 拉钉的移动式支架也可按需安装。此类装备现已拓展至所有机加工领域,可为技术操作人员提供最具性价比的解决方案。

Gerardi 解释道:“我们对目前的业绩和市场成功非常满意。未来几个月,我们将致力于改进生产,以更好地满足市场不断增长的需求,继续开发不断丰富此类虎钳的相关附件。”

应对新的制造要求,尤其是对自动化生产过程的要求,能够实现快速、高精、安全,相对自动地更换夹具的零点定位系统,将会是最佳解决方案。

MODULAR SOLUTIONS FOR THE WORKSHOP

Almost 50 years of experience and attention to customers' requirements have allowed Gerardi Spa to make important technical, manufacturing and sales improvements, essential to overcome the recent economic crisis together with the constant investments for the development and production of new solutions, all made in Italy. «There is still a long road to travel but the course is traced. – confirms Ivano Gerardi jr., sales and marketing manager of the company – We have the papers in order to create high-quality products and the market gives us the right boosts to do even more and even better. Concerning angle heads, for instance, the Classic line today can boast 90 different models whereas the innovative Evolution range has already reached number 104, all equipped with a set of options that complete its applicative potentialities. We have designed the Line of Classic angle heads as a conventional solution providing for the main input shaft integral with the drive taper and very compact sizes: dealing with overall dimensions issues or very narrow passages, they often prove to be the ideal choice. The Evolution Line assures instead higher performances in terms of torque, cutting capacity and tool rotation speed. Moreover, we have recently implemented a new series of angle heads with aluminium body to grant minor moving masses, fundamental for applications on high-dynamics machines that are increasingly spreading».

INNOVATIVE AND MODULAR VISES

It is rising the need of clamping a single piece in self-centering modality, with the possibility of machining it on the 5 sides. Due to the introduction of the latest and performing 5-axis machining centres and the diffusion of robotic plants for the machine automation, Gerardi

Vises, angle heads, driven tools, Zero Point systems: Gerardi has developed a range of solutions conceived to maximise up-to-date machine tools' potentialities, while paying the usual attention to users' requirements.

has widened the proposal of modular workholding fixtures with two new families of vises: Multitasking (self-centring, eccentric, very versatile and handy) and the recent CompactGrip, they too self-centring but even more compact and versatile, with higher clamping forces and even more effective gripping thanks to the Grip Teeth technology and to the various modular inserts that can optimize the workholding depending on the material to be processed.

The series of Compact Grip vises has been developed with three jaw sizes, for twelve sizes in all. Fixed risers are available for each of them, with 50, 75 and 100mm heights to be fixed on the machine table, and mobile spacers with Zero Point tie rods implemented on demand. This type of plants with related equipment is now spreading in all engineering sectors; moreover, operators rely on deeper technical knowledge to appreciate the proposed solutions, which feature an excellent price-quality ratio, too.

«We are very satisfied with the results achieved and the excellent market success. – explains Gerardi – Next months, the target will be the production enhancement, to satisfy always the market's growing demands at best and to continue the development of the accessories range that will join this innovative vise».

Concerning the new manufacturing requirements, in particular the process automation, the development of Zero Point systems for the fast, precise and safe change of fixtures and relative automations is proving a winning solution.

NOVELTIES FOR DRIVEN TOOLS

After the recent release on the market of important product novelties in the tooling field, Gerardi S.p.A. has decided to enlarge ➡



动力刀座新品

近期在刀具市场推出重要新品之后，Gerardi S.p.A. 决定拓展产品系列，重点是用于数控车削中心的动力刀座产品，无需多次装夹，即可在车床上实现铣削、钻孔及攻丝操作。

公司出口经理 Luca Cedro 解释道：“我们可为全球市场上主要的车床和动力刀塔的制造商提供各种非凡性价比的合适型号。最初，我们制造用于铣床的角度头，后来，由于客户对我们解决方案质量



➡ the range offer, especially oriented to the production of driven tool-holders for NC turning centres, which allow executing milling, drilling and tapping operations on the lathe itself without further setups.

«Also in this case, we propose a broad range of suitable models for equipping lathes and motorized turrets by the major manufacturers on a world scale, relying on unbeatable quality/price ratio. – explains Luca Cedro, company's Export Manager – We started as manufacturer of angle heads for the sector of milling machines but, since our customers trusted our solutions' quality, we decided to satisfy these demands approaching the turning market as well, with products that satisfy even very complex technical requirements».

They have extended the modular concept to driven tools, too: in Haas lathes, for instance, turrets need different couplings according to the model chosen. Actually, differences concern the more or less deep drive rather than the coupling. Gerardi has therefore implemented modules with different length to be mounted on the same driven tool, to install it on all typologies of Haas lathes.

Even the quick change adaptors developed by Gerardi is universal: other manufacturers have developed proprietary solutions whereas the use of two simple adapters allows Gerardi models to suit most of driven tools and angle heads on trade.

THE ADVANTAGES OF MODULARITY

The possibility of “composing” the equipment using different modules is a detail very appreciated by resellers, too, which can grant a fast delivery term without stocking up many components. – adds Ivano Gerardi jr. – Finally it allows we, manufacturers, to schedule manufacturing batches at best and then to decrease costs, with a positive impact on the purchase price. Our modular solutions, both vises and angle heads, can therefore be assembled according to customers' requirements and be reused, adapted and modified in a second time, thus decreasing the costs for the successive machine retooling».

A FLAWLESS SERVICE

«Today service is the main trump card with which we can “find our way” to those companies that for various reasons do not know a brand, naturally supported by a wide availability in stock to satisfy end users' needs and urgencies, even special, and to grant prompt deliveries to the sale network.

Per this reason, Gerardi has organized a service and repair division able to intervene in 24 hours and a technical/sale office that supports final customers, but also agents themselves and the entire sale organization, in the choice of the most suitable product or solution.

It is fundamental to listen to customers attentively, to understand their needs, to assess whether catalogue products are suitable or if it is necessary to devise a customized solution: if on one hand special products are in the agenda, on the other hand Gerardi is committed to grant the best choice possibility starting from the standard line and from the relative options.

«The big quantity of solutions we propose calls for great attention in the drawing up of catalogues. – adds Gerardi – We try to make them real useful work tools for resellers and end-users, who can find easily technical data, different versions, prices etc. The same is true for our website www.gerardi.it: catalogues are available on-line, too, to allow all those searching for our products, in Countries where our direct distributor is not present, to evaluate our solutions and eventually to purchase them through the site. Alternatively, we provide the possibility of configuring one's own vise or head simply answering few questions, through an online module. Finally, it is possible to check at once the availability of the identified model and to order it, if you have the necessary requisites, directly through the site. The information offer is completed by the weekly forwarding of Newsletters to almost 20,000 contacts worldwide, for a constant updating of the entire sale network and of the market in general about the most interesting novelties and information».



的信任，我们决定满足客户对车削市场的需求，并提供满足更复杂技术要求的产品。”

模块化概念已被拓展至动力刀座：例如，在 Haas 车床，为配合刀塔，不同选定型号的刀座需要不同的联轴器。而实际上，主要差异并不在于联轴器。因此，Gerardi 产品经过改进，可将不同型号的动力刀座直接安装在所有规格的 Haas 车床上。

Gerardi 开发的快速换刀系统也为通用型：其他制造商开发的是专用解决方案，而使用两个简单的适配器即可使 Gerardi 型号适合多数在售动力刀座和角度头产品。

模块化的优势

Ivano Gerardi jr. 补充道：“对于经销商而言，能够利用不同模块‘搭建’装备的方式也大受欢迎，因为无需大量库存，即可实现快速交付。最终，我们、制造商都能更好地安排生产批量，从而降低

成本，使采购价格更据诱惑力。我们的模块化解决方案，不管是虎钳还是角度头，都可随时根据客户要求组装，重复利用，再调整，从而降低机床连续更换工具的成本。”

完美无瑕的服务

“在当今这个世界中，服务才是王道，借此，我们可为因各种原因无法获知品牌的那些公司‘寻找自己的方法’，依托丰富的备货，满足最终用户的需求，紧急订货甚至特殊订货也能得到及时满足，对销售网络的促销也能及时供货。

为此，Gerardi 成立了一个服务维修部门，能够在 24 小时内进行干预，并设立一个技术/销售办公室，为最终客户、代理商和整个销售组织提供支持，帮助他们选择最合适的产品或方案。

这对用心倾听客户、了解客户需求、评估目录产品是否合适，或是否有必要推荐定制解决方案至关重要：一方面特殊订

货是否在日程安排中，另一方面能否从 Gerardi 标准产品及相关选项入手提供最佳方案。

Gerardi 补充道：“大量解决方案我们特别建议参照我们的样本目录。我们力图使样本目录成为经销商和最终用户的实用工具，能够方便查找技术数据、不同选项、价格等。我们的网站 www.gerardi.it 也一样：样本目录在线提供，允许客户在没有我们直接分销商的国家搜索我们的产品，评估我们的方案，最终通过我们的网站进行采购。另外，我们可线上解答问题，使客户能够轻松配置所需的虎钳或角度头。客户还可即时查看所需产品的备货情况，如有必要，可直接通过网站订购。关于信息资料，每周我们都会将新闻资讯发送给全球的 20,000 位联系人，将最新信息及时传达到整个销售网络和市场”。

