EXECUTIVE SUMMARY

CUSTOMER NAME: Sigper

INDUSTRY: Structural Steel Service Center

LOCATION: Caieiras, Brazil

CHALLENGE: Automate and grow production to pursue new business or reduce size of Sigper

SOLUTION: Installed two PCD-1100/3B drill lines, one DG-1100 band saw, one AFPS-643 Anglemaster and one HSFDB-2500 plate processor

RESULTS: Capable of processing from 400-800 tons per month of steel while working 45 hours each week.

In 1990, Lourisvaldo Peracini founded Sigper in Caieiras, Brazil to serve the light, and miscellaneous metalworking industries. Due to his firm’s reputation for consistent quality and reliability, customers began to inquire about services outside of their traditional offering. As Sigper’s services evolved, structural steel fabrication became a key portion of the business, and it quickly became obvious to Lourisvaldo that there was a gap in the local Brazilian steel market that had gone unanswered. “Sigper has always responded to customer needs with punctuality, quality, and ethics- that is how our business has evolved. I found myself facing a processing market that was simply untapped. That is when Sigper had to make a choice - automate and grow production capacity in order to pursue new business, or reduce the size of Sigper. We made the obvious choice and partnered with Peddinghaus,” stated Lourisvaldo.

Filling the Void - A Service Center for Customers of All Sizes

Lourisvaldo chose to automate production in order to serve fabricators both large and small, “The biggest fabricators need a service center like Sigper because sometimes they require additional capacity. The mid-sized and smaller fabricators need us because they cannot afford the automation that we have, and cannot process parts as cost effectively as we can. Sigper decided that processing steel is our future, and we are dedicated to serving this market,” stated Lourisvaldo.
Sigper’s production can be divided into three distinct categories:

1. Supplying processed components to fabricators within the steel construction industry - this makes up 60% of Sigper’s production and is the primary focus of the firm
2. Structural fabrication for civil projects - this component of Sigper’s business is based upon customers retained from before Sigper became a service center and makes up 30% of Sigper’s production
3. Industrial work for local industry - this makes up 10% of Sigper’s production

**Peddinghaus Provides the Tools to Succeed**

When Sigper decided to become a service center, they invested in Peddinghaus technology in order to reduce costs, and increase productivity. Sigper’s arsenal of Peddinghaus equipment includes two Peddinghaus PCD-1100/3B drill lines, one DG-1000 band saw, one AFPS-643 Anglemaster, and one HSFDB-2500 plate processor.

“Before we were just a regular, small to medium fabricator. Thanks to the Peddinghaus equipment we are now a fully automated service center,” stated Lourisvaldo, “due to our machines, we are capable of processing anything from 400 tons to 800 tons per month of steel while working 45 hours each week. This range is large because we will sometimes do very light work with lots of intricate hole patterns or special processes, and in other scenarios we will process lots of heavy sections with more basic hole patterns. It all depends on what our customers need, but Peddinghaus gives us the ability to process whatever comes our way.”

Of all of their equipment, Sigper pointed out that the AFPS-643 Anglemaster had provided the fastest payback at just over 1 year. “The Peddinghaus Anglemaster is amazing because it does not operate all the time, but still makes money. The efficiency gain is incredible compared to using ironworkers, or other manual methods of processing angle. The payback was so fast it was impressive,” affirmed Lourisvaldo.

**Service is Key to Success**

Sigper had acquired their structural machinery over several years (starting in November, 2009), and invested gradually in their business through automation. Each machine was purchased after much deliberation, and Peddinghaus continues to be the provider of choice.
“Peddinghaus machines have fantastic after sales support. There are three technicians within Brazil, all with current Peddinghaus training, and all being local to the country. Peddinghaus is the number one provider with this reputation. The equipment is very robust, strong, and reliable. If there ever was to be a problem with the machine, the company provides fantastic service to get equipment up and running as quickly as possible.” stated Lourisvaldo.

Sigper also commented on the fact that Peddinghaus service visits are important moments to use for additional learning, “When Peddinghaus technicians are on site they are very helpful in teaching our team more about the machine, and providing us with lessons that will help us in the future,” stated Lourisvaldo.

**At Sigper - The Customer is Number One**

Sigper is first and foremost a Service Center. This means that the relationship between them and their customer relies upon trust. “At Sigper ethics are a big part of our philosophy. Our customers know that we will not attempt to compete with them for business. We respect our role in the structural fabrication process, and make sure that most of all, our customers receive a quality product in the timeframe they need it,” affirms Lourisvaldo.
FOR MORE INFORMATION

To learn more about Peddinghaus Corporation visit: www.peddinghaus.com

PRODUCT LIST:
- Beam Drill Lines
- Angle Masters
- Plate Processing
- Coping Machines
- Thermal Cutting
- Automated Layout Marking
- Structural Band Saws
- Ironworkers
- Material Handling