

MFT 750/12 CR deep drilling machine for cylindrical workpieces. Drilling diameters from 3 to 12 mm .



RESPONSES TAILORED TO CUSTOMER NEEDS



Luca Picciolo,
sales manager
for I.M.S.A.

A DYNAMIC REALITY WHERE EACH DESIGN IS A TAILORED RESPONSE TO CUSTOMERS WHO NEED PRECISION AND SPEED IN DEEP DRILLING. SALES MANAGER FOR I.M.S.A. SRL, LUCA PICCIOLO, TELLS US ABOUT THE CURRENT SITUATION IN OUR INTERVIEW WITH HIM

What's your business strategy for operating in today's market?

I.M.S.A.'s strategy is intrinsically linked to a desire and will to frequently upgrade our gun drilling machine designs, always driving performance forward. Each of our designs is a tailored response to our customers, who need precision and speed in deep drilling. To ensure to our machines the best services, we deal with all the design, manufacturing and assembly processes in-house. The metalwork and castings are made by Italian companies, while the components are selected from historically reliable international brands. Another fundamental factor in I.M.S.A.'s business strategy is offering customers a complete service. That's why we've always fostered well-established partnerships with local businesses across the Countries we operate in: sales and technical support facilities that are in regular contact with us and understand how to support our customers.

What goals does your company set for itself?

"Save valuable time with I.M.S.A. deep drilling machines": our mission statement expresses how our technical expertise and skills have been able to transform

process requirements into increasingly advanced deep drilling solutions. This slogan is the goal we set ourselves: to satisfy anyone who chooses an I.M.S.A. drilling machine for their production department. In the shorter term, our workshop is currently undergoing internal reorganisation. We've recently created a dedicated floor for storing large parts and installed two automated storage systems for small and medium sized parts. In 2019, this facility, which features a 186 kWp capacity solar panel system, was also fitted with a hybrid cooling and heating system for the entire production plant that's managed through a heat pump. It saves energy and offers greater comfort for our employees all year round. We've also recently acquired a second site nearby that we're dedicating to retrofitting our used gun drilling machines.

How about Research & Development?

As we said, design is carried out strictly in-house. Our technical department is a key resource for optimising each machine in terms of construction, operation and maintenance. Many of the innovations in gun drilling machines for moulds and blocks over the last decade were conceived of by I.M.S.A., and over the last five years it's mould

application that the development team's efforts concentrated on. In fact, we have progressively redesigned our entire range of deep drilling machines for moulds. A number of foresights gained from experience and the rigid base structures enables an I.M.S.A. deep drilling machine to drill between 20-30 m of traditional mould materials before having to replace or sharpen the gun drill. Design also played a central role for our range of drilling machines for cylindrical parts, as we designed them specifically around the needs of deep drilling. To get the best results, the gundrill tool or the BTA tool requires a certain oil flow rate at a certain temperature, with a certain level of filtration, and so on. Deep drilling requires a healthy combination of machine and tool, particularly in terms of vibration absence and cooling systems: our deep hole drilling machines for cylinders were developed with this in mind.

What is your current range of machines like?

Our range includes deep drilling and milling centres for moulds and blocks and machines for center-line deep drilling of cylindrical parts, all made on order and often customised with a range of bespoke options. For deep drilling of moulds and



The MFT Series, highly customisable machines for deep axial drilling of cylindrical workpieces.

INTERVIEW



DEEP DRILLING MACHINES

I.M.S.A. Srl (Barzago, LC) celebrated their 30th company anniversary in October 2018 and their 500th drilling machine in November 2019. There are currently 44 staff members, including the two owners, Franco Meroni and Francesco Colombo, and their sons who have been with the company for several years. The 510 drilling machines produced to date are in use in small and large companies across Italy and throughout the European Union, Canada, USA, Russia, Brazil and Mexico.

Around 400 of these are gun drilling machines for blocks used by plastic injection mould manufacturers or contractors for moulds and mould holders deep drilling and milling; around 90 are drilling machines for cylinders, designed for deep axial drilling of cylindrical parts in counter-rotation; the rest are deep drilling machines designed for special purposes.

I.M.S.A. boasts a first-class 5,600 m² facility of production and assembly areas for new machines located alongside the offices and spare parts warehouse. A second, 3,200 m² space was recently acquired, situated just 1 km away, and will be dedicated to retrofitting used I.M.S.A. gun drilling machines.

blocks, we have solutions that offer up to 50 t table capacities and up to 2,000 mm drilling depths. Depending on the field they're used for, I.M.S.A. offers centres for machining on 3 to 5 axes, both with single-spindle and with separate spindle drilling/milling units. For the drilling of cylindrical workpieces, we offer a range of drilling machines, mostly operating in counter-rotation, single-spindle or twin-spindle, with either gundrill or BTA/STS methods. These are our MFT and MFTB Series, where customisation is the standard and the "catalogue" is just an overview of the combinations produced up to now, leaving space for versions that can be further adapted on request. The range of application starts from Ø 1.5 mm up to 200 mm with a maximum drilling depth of 6,000 mm.

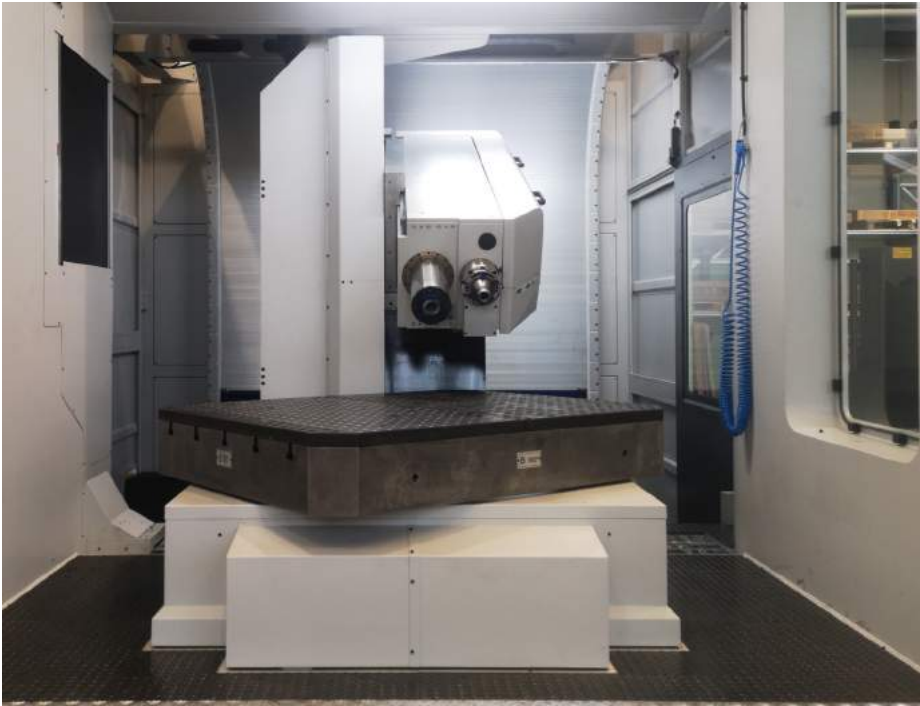
What are your most recent innovations or flagship machines?

In line with the need to link machines in 4.0 workshops, I.M.S.A. offers a remote support

MF1000C gun drilling and milling machine has met the demands of many 2 to 4 t mould makers.



INTERVISTA



MF1350EVO gun drilling and milling centre for moulds and mould holders up to 12 t



The 500th I.M.S.A. drilling machine in operation at Exacta Stampi in Brianza, Italy (model MF1350EVO).

package for company's own electronic technicians, allowing them to access the PLC remotely, view error messages and even update the PLC. As for our state-of-the-art models, our 500th drilling machine, an incredible achievement in itself, was also our first MF1350EVO model. It's a deep drilling and milling centre for moulds and mould bases weighing up to 12t, featuring all the elements that contribute to the premium performance of an I.M.S.A. gun drilling machine: vertical gantry column, angling machining unit with independent liquid-cooled spindles, machining

on 4 sides with easy table-centre access, a rigid single-block structure with no need for foundations. Our smaller MF1000C gun drilling machine has, in recent years, met the demands of many 2-4 t mould manufacturers thanks to its rigid structure and favourable shape, with an angling table that enables optimum use of the axes strokes while still keeping the machine compact. Our MF800C model has also met the needs of our international customers. Although we would consider it an "entry level" gun drilling machine, it offers unquestionable

advantages over deep drilling on non-specialist machines. It is a model that's best used for drilling plates, small metal parts, tools and off-axis drilling of cylindrical workpieces.

What are your projects for the near future?

We're also upgrading the MFT/MFTB series of drilling machines with EVO style solutions, installing liquid-cooled spindles with improved transmissions.



The production department for assembling small and medium-sized machines.