



# The MONZESI GROUP Ninety years young!

**2008 SERVES AS THE 90 YEAR ANNIVERSARY FOR THE MONZESI GROUP. THIS 90TH YEAR CELEBRATION IS ALSO THE OCCASION FOR OFFICINE MONZESI TO LAUNCH A BRAND NEW MODEL LINE TO COMPLIMENT ITS ALREADY IMPRESSIVE WIDE RANGE OF CENTERLESS GRINDING MACHINES. THE COMPANY HAS ALWAYS BEEN ORIENTED, IN THE PAST AND PRESENT, TOWARDS TECHNOLOGICAL INNOVATION, MAINTAINING BOTH TRADITIONAL CRAFTSMANSHIP AND VALUES AS THE FOUNDATION OF ITS GROWTH. IN THE FOLLOWING ARTICLE WE LOOK BACK AT ALL THE VARIOUS STEPS UNDERTAKEN AND MILESTONES ACHIEVED IN ORDER TO CREATE THE MONZESI GROUP, WHICH IS NOW THE COMMON BRAND FOR ALL ITS VARIOUS DIVISIONS.**

With many important projects on the horizon and thanks to the very positive economic targets already reached, the Officine Monzesi is very excited to celebrate its 90 years of activity. Now is an opportune moment in the company's history in which they would like to remember all the steps and efforts made to reach this target. "Last year we celebrated the 80<sup>th</sup> anniversary for our primary product, our MONZA Centerless Grinding machines" says Mr. Riccardo Pessina, General Manager for Officine Monzesi, and president of Monza Corporation, the North American branch. "This year is the 90<sup>th</sup> anniversary, a moment to be remember for all those who contributed along the company's long road to success". And to celebrate this moment the Monzesi Group has chosen something that clearly represents their innovative tradition, launching into the market a brand new line of MONZA Centerless grinding machines, the MONZA CNC MS Line (Modular System), of which the MONZA 610x500 model is the first born. Almost two years ago the brand name became the Monzesi Group, which encompasses the OFFICINE MONZESI Centerless grinding division, the VIOTTO Double-disc grinding division, the MONVIBRO Automation division, the MONZA SERVICE division, the ROLTEC Thread-roll division, and finally the well established North American branch MONZA CORPORATION.



## A great story.

The company has been proudly held within the family for 70 year and counting, and thanks to the financial independence of a privately held company, the Monzesi Group has always been able to give its best to its customers. "Customers – says Riccardo Pessina – understand that our main goal has always been the pursuit of technological innovation ,while maintaining the traditions that allowed the company to grow over the years. This ideology is best summarized by looking at our customer relationships, product quality, and pre and post sales and service assistance. Typically both centerless and double-disc grinders are for high production applications and a potential break down can't be afforded. That's why it is important for us to respect these principles, trying at the same time to offer updated solutions, to reduce both cycle time and tool consumption, to respect the environment, and to continually try to decrease tolerances limits".

The company, known as "Società Accomandataria Cooperativa Officine Meccaniche Monzesi" was actually founded in 1918, just after the 1st World War, in the industrial area of the city of Monza (near Milan), as a

general machining contractor. The company and story begins here in typical Italian fashion, and begins to get stronger especially in the mechanic field.



Many steps have been undertaken to develop the company, the first one occurred when Mr. Marco Rossi joined the company some time after its original opening. He brought new ideas that helped to start the production of machine tools, drills, lathes, milling machines and particularly centerless grinders. In 1939 Mr. Giovanni Salvioni, a very smart and talented technician, entered the company. A very important figure for the company, over the years Mr. Salvioni assumed the leadership and visionary roles of the company. He had strong leadership qualities, that characterized the company as well. He created and performed both the engineering and production duties of building machine tools, and in the end was the deciding force to move the company toward the specialization of building only centerless grinders. After the first centerless machine was produced, the nr. 0, launched on the market in the 1950s under the "Officine Meccaniche Monzese" brand, in 1958 production and sales of the Monza series started, and continues today with brand new models. In 1962 Marco Rossi sold the company to Giovanni Salvioni and Stefano Sala; at which point they created the "Officine Monzese" S.n.c., then grew into S.a.s., until 1973 when Mr. Sala stepped down on behalf of Mr. Salvioni's sons. From technician to owner of the company, Mr. Salvioni had a brilliant career, and injected such a passion into the company that workers of even the new generations can still feel it.

## The company evolution.

In 1989 Giovanni Salvioni passed away and his sons took over the company's primary responsibilities. It was not an easy task for the sons to follow in such large footsteps as their fathers. Their fathers strong influence remains in the company even today, and so they had to prove their own individual skills and knowledge while simultaneously running the company. Time, patience, and continued commitment ultimately provided them with the right satisfaction. Many changes happened inside the company itself, since the early 90's when a solid industrial group was born. By that time Officine Monzese was manufacturing a standard model machine, fully appreciated by the customers, intended to lead into the current standard CNC machines. It was therefore necessary to update the production range; and a technological turning point quickly happened. And in 1994 a new production division, for both centerless grinding and industrial automation was born, recognized as O.M. Monvibro. This division is able to produce both standard and customized industrial automation, to satisfy different industries, such as pharmaceutical, food, assembly, packaging industries. At the same time, the company has grown larger, establishing in 1992 the Monza Corporation, the North American branch, to better satisfy the American market needs. Riccardo Pessina, president of Monza Corporation says "we are very satisfied with our USA branch position, which as of today has approx. 800 installed machines. It's a market where we aspire to be successfully and that's why the management decided to give me the opportunity to become the president to be more influential there". Our American branch staff is currently 10 people but our intention is to increase this and in the near future to establish a final assembly operation there too.



Following up the market expansion and growth abroad, they discovered that in many companies where the centerless grinding machines were working, there were also double-disc grinding machines. " This is not an occasional event – says Riccardo Pessina – as the two machines are both bought to meet high production levels". All these conditions lead to the final decision in 1999 to acquire the Officine Meccaniche Viotto, becoming a leading manufacturing group of complete automatic production line. Today all the mechanical parts are realized in the Monza plant, the centerless grinding machines are made in Muggiò plant, the Viotto double-disc machines are manufactured in Canzo, while in the brand new plant in Nova Milanese there is the O.M. Monvibro headquarters. All the companies work today as separate entities, manufacturing their own branded products, with their own technical and sales department, supervised by a main central office. "Since two years the common brand



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for all the divisions is Monzesi Group, and this year is our intention to legally change the name of our organization – continues Pessina – even if this change has already occurred and we are already a group with different divisions: centerless grinding division, double-disc grinding division, industrial automation division, service division, roltec division and the American division, Monza Corporation”.

## The new CNC MS line.



2008 is important because it is the 90th anniversary. And to celebrate it the company chooses a way that represents its innovative tradition by launching into the market its brand new model: the MONZA 610x500 CNC MS. Below we analyze several of its technical features.

The machine base is made of one piece cast iron with multiple box section design, is extremely rigid and vibration-free, thermodynamically stable, heavily ribbed, able to maintain consistently high stability under all conditions to the highest level of accuracy over the longest time. The machine is equipped with wide upper and lower precision slides, hydraulically preloaded anti-backlash system provides maximum accuracy for positioning, compensation, repeatability and rigidity. Low friction design, slides protected by a contamination prevention system. The grinding wheel head has a superior stiff and vibration-free design with steel construction ensuring the highest level of spindle alignment, accuracy and integrity for the spindle under all the working conditions. This is the seat of the nitride steel spindle, supported at both ends by hydro-bearings with forced-circulation of the oil. The regulating wheel spindle structure is made in cast iron and it is fixed on a crank support. Positioned in the center of the slides and not on the side, it allows big amount of stock removals during rough grinding and very tight tolerances during finish grinding.



The grinding and regulating wheels dressers consist of two slides with high precision linear guides using needle rollers. In the non-CNC dressing version machine the dressers are powered by electric motors. This system replaces the former hydraulic dressers. The grinding machine is equipped with an intuitive user friendly Fanuc color touch screen interface and can be provided with a 1 to 8 axes. Different CNC dressers are available including: interpolated axes, rotary diamond, crush dressing. All the models are equipped with an appropriate software. The graphic interface man-machine allows to display customized pages to observe the production cycle. The software is moreover able to memorize the working parameters for various type of workpieces, as well as to check the grinding wheel speed and its oscillating movement. All these machines are made to work different pieces, and are suitable for different type of loading/unloading systems and post-process gauging systems. The machine is equipped with CE standard protection guards, providing for both operator and environment protection but keeping an easy access to the grinding area.

## Series Production.



“One great differentiator for us is the fact that we produce machines in series – says Pessina – this allows us to optimize costs, creating less problems compared to normal machines prototypes. Moreover, our machines are modular too, this means that they are created with one axis but by adding modules we can create multi-axis versions in as little as a few weeks, having low cost and fast delivery dates. The market today demands this”. “We’re following the same series production principles in the Viotto division as well, again to reduce costs and lead times for our customers. As for our

Monvibro division, specialized in automation, even if it's impossible to have a complete serial production – continues Pessina, we've been able to manufacture at least the 50% of loaders, both for centerless and for double-disc grinders as standards. This kind of serial production allows us have a very low margin of error during the last run-off of the machine itself."

## Future plans.....



Last May, in the Nova Milanese division there was an open house to celebrate the 90th anniversary of the company, to which Monzsei invited many customers. Nearly 180 visited during the week to see the new line of machines. " And for those who weren't there – says Marco Bottaro, marketing manager within Officine Monzsei – we're thinking to create a sort of on line newsletter, with all information about production and technical features, to keep the customers informed on both company and staff news". Another important theme for Officine Monzsei are expositions. "We're participating to BIMU since its inception – continues Bottaro – and during the last one we've received a prize from UCIMU, association for machine tools builders of which we are part; we will be at BIMU this year too. But we're also interested in some foreign expositions. This year we were in Germany (GRINDTECH) and soon we will be in Slovakia, Poland, Czech Republic and India. (International engineering fair – MACH-TOOL - IMTEX). Countries in which we hope to increase our popularity and number of sales agents. The economic results has been positive both last year and in the beginning of this one. The Viotto division reached last years sales levels already in march, and sales are continuing to increase. The growth is incredible. "When we acquired Viotto originally, we faced a difficult period of investment and culture change. Now we are bearing the fruit from the hard work from before", says Bottaro. "Viotto has become a healthy and solid company, well known for its high standards of production and technical innovations. We have earned the privilege of working with customers that are industry leaders in the world".

And what about Officine Monzsei? "Officine Monzsei – says Pessina – marked a 10% increase on last year sales (on the same period . And the trends continue to be positive, especially when we analyze the previous few years: +30% in 2005, + 5% in 2006 and +5% last year".

