

The Swedish company Johpomek has improved its ability to offer complete solutions.

# Give the **Customer** what he wants



"We control the whole of the production cycle; **from semi-finished tube to a finished piece of furniture** and then on to the customer. In this process are all the bending operations, intermediate finishing and then painting after assembly, all done in house" confirms Jonas Persson, the Managing Director of Johpomek, a company situated in the north of Sweden.

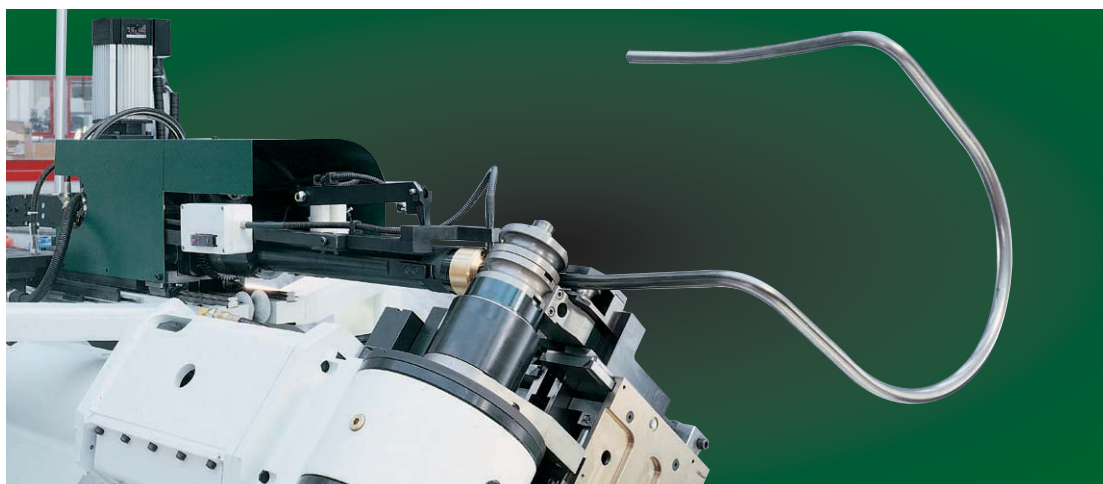
From its beginnings in 1977, the company has continually developed until today when it is the leading subcontractor in Sweden with 35 employees and

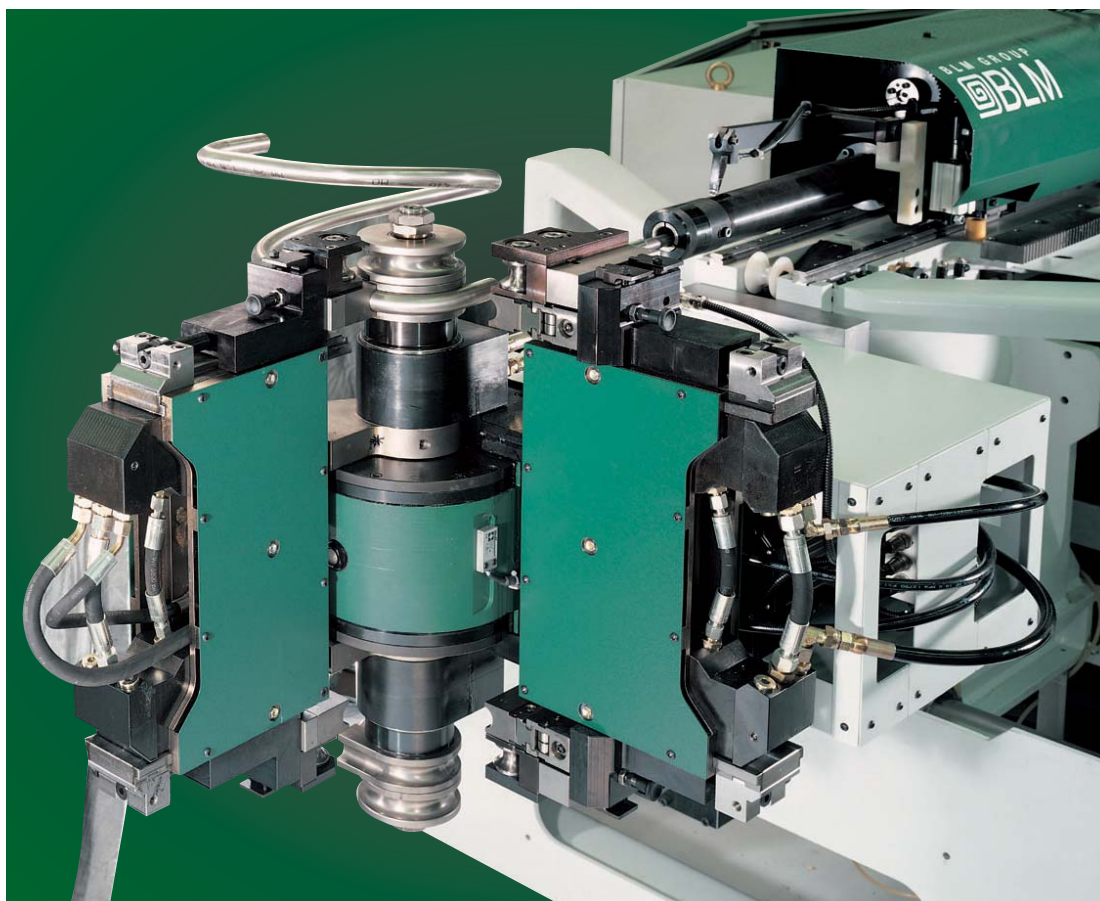
a turnover of around 40 million Swedish Kroner. It is particularly well known as a **supplier of furniture for schools and public utilities**; chairs, tables, bed frames and sofas are the main products produced.

The expansion of the business has meant continual reorganisation focused on their strategic objective of **being a "single source supplier" and giving the customer what he wants**. "Our clients don't want to deal with a vast number of subcontractors and ask for proper collaboration in all phases of product development and this helps us," continued Jonas Persson. "Today we are able to proceed directly from product design to manufacture in the most efficient and rapid manner".

## Investment in Automation

The production area has been paid specific attention with investment in a BLM GROUP tube bending machine. **"Tube bending is absolutely central to the even flow of the production programme** and we looked for a solution that enabled us to automate as much as possible without sacrificing the high quality and efficiency required," affirms Persson. "The choice of a SWING machine from BLM GROUP complete with automatic loading of the tube and left and right bending in cycle was a significant help in both **improving quality and changeover times.**"





“ Today, for example, we bent **a batch of 1000 pieces with time savings of over three hours** over the scheduled production programme time, “ adds Leif Bernhardsson who is responsible for the new production cell. “ As of now, we are developing new equipment that will let us fully use the potential of the SWING machine. And this gives us great enthusiasm for our work”.

#### Providing a Complete Solution

“ The bending machine cell with its completely automated loading, bending and unloading capabilities has significantly reduced labour elements and allows the operators to be employed

on other tasks without constant supervision of the machine, “states Bernhardsson. “ We are now **able to produce complex forms of tube**, which before could only be manufactured using a lot of different machines and several operations. We have found another **large benefit in the ease of programming which the software and 3D simulation** provided as standard with the machine helps. It even tells us when we put in wrong data.” “ We have become much more efficient in our production skills – “ concludes Jonas Persson – “ and we are able to provide complete solutions to our customers. This objective will enable us to continue to grow and to meet future needs.”

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