

VALK WELDING LAUNCHES LEASE & WELD

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The welding robot remains a perfect alternative in an economic climate in which experienced manual welders are becoming increasingly hard to find and employers are setting out to save costs. But companies are often having difficulty with the financing. Valk Welding is responding to this by launching operational robot lease, a new variant of an existing concept in which the customer pays monthly, is not dependent on financing approval and may even be substantially better than having a manual welder on the payroll.

Under this robot lease Valk Welding is offering three successful standard systems based on a high-end **Panasonic** TA-WG welding robot with two workstations in an H or E frame concept. Depending on the size and type, Valk Welding will be offering these welding robot systems for prices from \in 1,990 a month.



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System H-2500 G3

Panasonic welding robot TA 1400 WG with 2 workstations in H-frame setup, 2 Pana-Dice 500 manipulators, Valk Welding welding equipment, torch cleaner and cooling unit. Monthly lease price \in 1,990.



OPERATIONAL ROBOT LEASE

A NEW CONCEPT ON THE MARKET



INDEPENDANT TO ANY FINANCING

CHEAPER THAN MANUAL WELDER

MONTHLY FIXED AMOUNT

continued from page 1

Remco H. Valk: "With a manual welder costing about \in 30 an hour in Western European countries, the monthly costs soon run up to \in 5,000. That price label is the reason for many companies to invest in a welding robot. But for many companies leasing is a more attractive option than buying when it comes to the car

fleet, machinery or a welding robot."

The welding robot systems are leased for a fixed 72-month period. Remco H. Valk: "Only the installation fees are charged on

a non-recurring basis upon delivery. Customers are also entitled to free service and guarantee over the entire period if the welding robot systems are maintained under a contract. Training and options can also be purchased outside of the contract, and most of the usual options can be included in the lease contract." Valk Welding has also had good experiences with temporarily leasing out standard welding robot systems, both to companies needing to absorb a temporary production

> peak and those wishing to gain experience in the bridging period for the ordered system. "This leasing system responds to the trend towards being more flexible. With robot lease we are adding an option to this, in which we can maximise our service to the market at

finance level."

Valk Welding has opted for the high-end **Panasonic** solution systems for the composition of these systems.



System 1: H-2500 G3

Panasonic welding robot TA 1400 WG with 2 workstations in H-frame setup, 2 Pana-Dice 500 manipulators, Valk Welding welding equipment, torch cleaner and cooling unit. Monthly lease price € 1,990. External shaft manipulator with synchronisation software for work pieces/welding jigs up to max. 1,000 kg and a length of 2,500 mm.



lease price € 1.990 / month

lease price € 2.290 / month



System 2: H-3100 G3

Panasonic welding robot TA 1800 WG with 2 workstations in H-frame setup, 2 Pana-Dice 500 manipulators, Valk Welding welding equipment, torch cleaner and cooling unit. Monthly lease price € 2,290. External shaft manipulator with synchronisation software for work pieces/welding jigs up to max. 1,000 kg and a length of 3,000 mm.



System 3: E-3100 G3

Panasonic welding robot TA 1800 WG with 2 workstations in E-frame setup, 2 Pana-Dice 500 manipulators, Valk Welding welding equipment, torch cleaner and cooling unit. Monthly lease price € 2,890. External shaft manipulator with synchronisation software for work pieces/ welding jigs up to max. 1,000 kg and a length of 3,000 mm.



lease price € 2.890 / month VALK WELDING IN THE RACE FOR DRECHTSTREEK ENTREPRE-NEUR'S AWARD

The Chamber of Commerce for the Drechtstreek region has put up an entrepreneur's award for the small and medium-sized enterprises that have proven their ability to succesfully extend their horizons. Valk Welding is one of the candidates for this Drechtstreek Entrepreneur's Award 2012.



Entrepreneur's Award Drechtstreek 2012

By opening its own establishments outside of the Benelux region since 2000 Valk Welding has succeeded in gaining a market position as a European Robot Integrator. This has led to strong and steady growth in turnover and the delivery of a number of welding robot installations. A long-term relationship with customers is of paramount importance in this regard. Valk Welding gains customer loyalty by providing an outstandingly good service, supplying welding robot systems that enable customers to greatly improve their production returns and additionally optimizing the customer service with a comprehensive range of consumable products.

Valk Welding has also based its strategy on the job security of its employees. It is against the background of this financial structure and healthy growth figures that Valk Welding offers its employees the opportunity to develop their strengths.

The winner of the Entrepreneur's Award Drechtstreek will be announced in january.

2,000 WELDING ROBOTS IN 32 YEARS



Valk Welding is looking forward to delivering its 2000th robot when it delivers a **Panasonic** welding robot at the end of this year. The counter started over thirty years ago with the delivery of the first Unimation hydraulic welding robot to Kemi in Riethoven. The sale of welding robots has gained momentum since Valk Welding's launch of the **Panasonic** welding robots on the Benelux market in 1988. Of the total installed base, at 1,500 units the Panasonic welding robots account for the lion's share of the deliveries. The other 500 robots are Fanuc, Nachi, Cloos and IGM robots.

Although by far the most have been delivered for welding applications, the knowledge that Valk Welding has built up in the field of robot technology throughout the years has also led to the supply of robot systems for handling, spraying, milling, grinding and cutting applications. The supply of handling systems has also been on the rise in recent years, partly in combination with welding robots. These days Valk Welding uses exclusively **Panasonic** (welding applications) and Fanuc (handling applications) robots in its projects.

VALK WELDING ONCE AGAIN ENTIRELY A FAMILY FIRM

One of the factors that have played an important role in the company's successful and healthy growth in recent years is the fact that Valk Welding has always been managed as a family firm. The company has never had to depend on external owners or supervisory directors, and has always been able to set its own strategy.

In 1996, the sudden withdrawal of the Cloos representation (1989) led to a quarter of the shares being sold. These were recently bought back again, which means that Valk Welding is now once again entirely privately owned. The Valk Welding organisation can now prepare itself for the succession of the 3rd generation (not necessarily a family member).

One of the guiding principles of Remco H. Valk is to focus sharply internally on the training and development of Valk Welding personnel. Remco H. Valk "By having our employees excel at what they're good at, we create the foundation for an efficient and decisive organisation. The personal commitment of the board members and management team forms an important basis for loyalty."



SPECIAL MACHINES ADK TECHNIEK, A SUCCESSFUL ADDITION

At the beginning of this year Valk Welding strengthened its organisation with the takeover of ADK Techniek. With its specialisation in the development, design and building of special machines for series welding and cutting processes, Valk Welding will now also be able to deliver special machines in addition to the robotisation products. ADK Techniek develops customer-specific solutions involving the use of

manipulators, roller trestles, welding columns, welding benches, welding lathes or a combination of them. These are systems in which welding applications are to be mechanised or automated in a linear direction. With over 27 years' experience in this area the contribution of ADK Techniek's specialists will form a valuable addition to what Valk Welding has to offer on the welding robot automation market.



ADK BUILDS MOBILE WELDING BENCH TAILORED TO CUSTOMER REQUIREMENTS

ADK Techniek has recently supplied a mobile welding bench to a Belgian strip steel service centre. This customer delivers made-tomeasure strip steel in various thicknesses from 0.4 to 1.5 mm, in any required length and width. Since this has to be cut and wrapped from the coil at high speed, there is a risk of the strip breaking. The Belgian service centre was looking for a system to quickly and flexibly repair strip breakages.

Break repaired with weld connection

ADK Techniek delivered a welding bench that welds the strip steel together on both sides without any significant thickening. The special welding bench has to be mobile and very compact owing to the limited amount of space close to the production line. Henry van Schenkhof of ADK Techniek: "Standard welding benches are also available on the market, but not in this type of model. ADK Techniek can deliver customised solutions for this."

Compact solution with plenty of technology

The welding bench is equipped with guillotine scissors, a two-sided clamp system, a linear

welding torch, a copper underlay strip and a control system with a touch screen operating terminal. The copper underlay strip is cooled and is fitted with a backing gas connector. This optimises the welding quality, with minimum product deformation. The entire system is placed complete with welding equipment and accessories on a trolley that runs on a fixed transport rail. The guillotine scissors are used first to cut both sides diagonally, after which the two halves can be positioned against each other under the clamping rods against the stop.

Controlled continuous welding

To prevent thickening no extra material is added: the strip material is melted and joined together by means of TIG welding. The method for obtaining an optimum connection without any significant surface thickening is continuous welding without pre-opening. But excessively heavy continuous welding would cause too much thickening, which is why the welding is carried out with high amperage and at high speed.

Ample knowledge of product manipulation ADK Techniek is one of the few welding specialists in the Benelux region that is able, with its know-how and 27 years' experience, to deliver both special welding technology and product manipulation solutions. Machines for longitudinal seal welding form a small part of the specialist field of ADK Techniek. There is often a need for automation solutions for specific product groups involving a lot of positioning and welding. ADK Techniek's machines are solidly built, are of high quality and are of course in keeping with all technical conditions and (CE) machinery directives. If you're looking for a (special) solution for product manipulation, longitudinal seam welding or other mechanised or automated processes, feel free to contact Henry van Schenkhof on telephone number +31 (0) 78 750 38 20.

www.adktechniek.nl





Robot bevels weldingedges on plates



BEVELLING WELDING EDGES WITH A ROBOT

Valk Welding is delivering two Panasonic plasma cutting robots to the Polish company Fazos that will be used to bevel welding edges from thick-walled plate sections cut into complex contours. The plate sections are simultaneously cut with plasma or autogenic systems with several cutting heads. But the plate sections are not dimensionally stable when they leave the cutting table. The differences in mutual size deviations can run up to 2 mm or more. To be able to weld all those different plate sections with the same welding seam preparation the plate sections are bevelled by the plasma cutting robot at angles between 30° and 60° with an accuracy level of ± 0.5-1 mm. A unique aspect is that in this case too Valk Welding uses the DTPS offline programming system and CMRS to quickly and simply generate the cutting and 3D measurement programs using 3D CAD data from Inventor. The idea is to first run the plasma cutting head along the edges to determine the right position. Valk Welding engineers will also be looking into the possibility of using the new Arc-Eye laser sensor to follow contours.

www.fazos.com.pl www.famur.com.pl

welding process.



Specifically for use on welding robots, Valk Welding has developed the VWP-R series with multiple MIG/MAG welding torches and a TIG welding torch with an integrated pneumatic breaking system, a quick-change swan neck, a patented wire clamping mechanism and an optimum protective hose set. The new robot welding torches have a high cooling capacity which makes them suitable for fully continuous operation. They can also be used in enclosed spaces without any risk of overheating.

The pneumatic breaking system shuts down the welding robot in the event of pressure

being lost in a collision. The high switching speed combined with an extended switching path makes corrections to the programming a thing of the past. This minimises downtime during the robotised

The TIG robot torch is produced by Translas exclusively for Valk Welding in a single model suitable for various wolfram diameters, and the MIG/MAG robot torch is available in three water-cooled versions (300, 400 and 500 Amp., all at 100%).

SEAMTRACKING

arc eye 📀

Led by laser sensor specialist Eric Leijten, Valk Welding's software engineers have spent the past year working hard on a total remake of the laser sensor weld seam tracking system. As well as the new software that has been rebuilt from scratch in 3D, provision has also been made for one-to-one communication with the **Panasonic** welding robot controls. The Arc-Eye laser sensor is now even more precise and comprehensive than ever before. Valk Welding is gearing up for worldwide sales to all **Panasonic** welding robot dealers and users.

TRACKING WELDING SEAMS IN REAL TIME WITH THE ARC-EYE LASER SENSOR

What makes this stand out from other vision systems is that the Arc-Eye employs circular (rather than linear) measurement. The big advantage of this is that a 3D image can be created with a single scan and without any adverse effects caused by reflections. That information can be used to adjust the robot control system for the power, speed and oscillation of the weld. If a deformation occurs in the welds during the welding process, the sensor continues to track the seam and the robot controls are given several corrections a second. Panasonic has facilitated this by adapting the communication protocols in consultation with Valk Welding. The welding robot not only changes its position, but also its orientation, speed of movement and welding parameters. Compared to the previous generation, this results in a higher level of track precision. Eric Leijten: "In the previous generation the software calculated the average deviation based on the number of points measured over a track. This did not result in an exact correction for a deviation under an angular displacement. It is therefore important to prevent deviations from mounting up. Panasonic has succeeded in this with the new software generation."

> ONE-TO-ONE COMMUNICATION WITH THE PANASONIC WELDING ROBOT CONTROLS

Software rebuilt in 3D

The new software specifically developed for welding, cutting, cementing and gluing applications has been rebuilt from scratch in 3D. It now contains a library for all current welding seam forms with optimum configuration options to ensure that the deviations can be calculated as accurately as possible when inaccurate plating is processed. Eric Leijten: "Mathematical models are always based on straight surfaces, but the practice is virtually always different from the virtual model. This can be caused by tension during the welding process, differences in the plate rolling direction or inaccuracies in the curve." The interface for the new software is completely ready for touchscreen operation and features a number of new configuration options, such as: welding seam geometric monitoring and various seam tracking algorithms. Also, filters have been added to eliminate unevenness in the surface and welding spatters. For technical information: arc-eye@valkwelding.com

ARC-EYE SUCCESSFULLY LAUNCHED

The launch of Arc-Eye can now be described as having been a great success. Based on the success of the previously installed laser sensor systems, there are currently a large number of ongoing projects for the delivery of the Arc-Eye laser sensor weld tracking system that has been completely redeveloped and rebuilt by Valk Welding. This year (2012) alone Valk Welding has delivered more than 10 laser

sensor cameras in production settings and expects to see a sharp rise in this number next year owing to the options presented by Arc-Eye, which can be used to raise the welding quality.





An increasingly large proportion of the welding robot systems delivered by Valk Welding are supplied in several variants based on a self-bearing, fixed-torque frame construction. The advantage of this is that the entire robot system can be used directly by the customer as a complete system without any further assembly being required. This advantage also applies if the welding robot system needs to

The E-frame is a self-bearing, stable steel structure with two or more separate workstations situated next to each other that are served by the welding robot on an integrated guide rail.

Compared to the familiar "pre-rotation table", about 30% less floor space is used. The use of the guide rail optimises access to the workstations, which also makes it possible to reduce the turnaround time. An important aspect is that longitudinal movement makes it possible to always programme the welding robot in the best position in relation to the work piece, thus achieving optimum weld quality.

SPACE-SAVING E-FRAME CONCEPT

be moved at a later date. The E-frame is a popular concept accompanying the H-frame concept, which Valk Welding launched ten years and is now being successfully used for production by more than 300 customers throughout Europe. Both frame concepts can be delivered in several variants according to customer spec.

Advantages of the E-frame concept:

- 30% smaller footprint
- fewer programming and calibration activities
- short start-up time
- logistics savings
- · can be moved complete with welding robots and jigs
- can be put straight (back) into use without program adjustments being made
- · customisation within standard concepts
- remains in production while jigs are being changed on one of the stations



GROWING NUMBER OF HANDLING PROJECTS

Valk Welding's knowledge of robot technology led as far back as in the nineties to the delivery of robots for applications other than welding. As well as applications for cutting, milling and spraying, in recent years there has been a sharp rise in the number of product handling solutions. Valk Welding has already built and delivered 15 handling projects this year. A case in point is the delivery of a handling robot to the German/Hungarian company BAZ.

Together with its Hungarian production plant TORUS Stahlprodukte GmbH, BAZ GmbH specialises in the shaping of heads (Klöpperböden). For the Hungarian production plant Valk Welding has built and delivered a handling system based on a Fanuc handling robot, a special manipulator and a centring station for the automatic loading of a deep drawing press. along a unit delivered by Valk Welding that lubricates both sides of the plate edge with oil and inserts and removes the head sections. For this purpose Valk Welding has designed a special manipulator to pick up both the round discs and the shaped heads.

To optimise performance Valk Welding has built the auxiliary programs in such a way that the robot itself calculates the maximum speed on the basis of the disc weight. The programs are automatically generated with a barcode reader, depending on the product dimensions and weights. If problems with the press arise the robot moves itself to a neutral position, after which the cycle is fully automatically restarted.

Based on its experiences with the handling robot cell the company BAZ has since placed an order for a second system. www.baz-heads.de





The handling robot leads the round steel discs

SECTORAL COLLEGE WILL TRAIN WELDING ROBOT OPERATORS

Sectoral college Bedrijfstakschool Anton Tijdink in Terborg will be training welding robot operators in the northeast Gelderland region with Panasonic welding robot systems. The sectoral college has entered into a partnership Valk Welding for that purpose.

As well as supplying a complete **Panasonic** welding robot system, Valk Welding has trained four practical instructors. The idea is that employees of companies affiliated with Anton Tijdink will be able to follow a course close to home during the evenings. With 100 affiliated members, the metal sector is strongly represented in the Gelderland region and wants to invest in technical personnel with growth potential. Businesses are currently too dependent on a limited number of qualified employees, with the risk of production downtime in the event of sickness or holidays. That is why the sectoral college has been asked to take on the training.

According to managing director Mike Broekhuizen of Bedrijfstakschool Anton Tijdink, the choice for Valk Welding was based on its good reputation, its high level of knowledge and the robot integrator's large



number of welding robot systems. Under this partnership Valk Welding will not only contribute knowledge, but will keep it up-to-date so that the sectoral college is always able to train its students with the latest technology. Anton Tijdink trains 250 people a year, most of whom join regional metal processing companies.

www.atschool.nl

JAPANESE DELEGATION TO THE

Following the successful biannual Users Club meeting at the head office of Valk Welding in Alblasserdam, the Netherlands, Valk Welding has now also started a Users Club for its French clients. On 1 October of this year, Valk Welding France SA, which has already been operating on the French market for nine years, welcomed around 40 guests to the Ensta Paristech training centre in Palaiseau. Akira Saito (Sr Coordinator, Product Planning and Sales Engineering Team, Marketing and Planning Group), from **Panasonic** Welding Systems in Japan, flew over especially for this occasion. Kenichiro Dobashi, the European Sales Coordinator for **Panasonic** Welding Systems, also attended the meeting.

In addition to an in-depth presentation of ENSTA given by the host, the visitors to this first French Users Club were told about what Valk Welding and its partners in the area of welding technology are currently developing. One of these new developments is the welding of galvanised materials. During a presentation, Akira Saito from Panasonic Welding Systems Japan explained how **Panasonic** has developed a number of new applications in this area that can greatly simplify the welding of galvanised materials. Because Valk Welding attaches great value to health and safety in the working environment, Rob Janssen from Plymovent explained in perfect french to the Usersclub visitors the necessity of installing welding fume extraction for welding robot systems.

The Users Club ended with a visit to MTS in Chateauneuf-en-Thymerais, on the second day, where a tour was given by director V. Arnauld



Valk Welding will be organising the French Users Club meeting every two years. Usersclubs CZ and DK are in 2013 on the planning, other European countries will follow in 2014.

and production manager N.Y. Galiu. Valk Welding supplied MTS with two **Panasonic** welding robot systems with clamping tools. MTS showed the visitors how they were able to realise a high welding duty cycle on the welding robots by programming both cells offline using the **Panasonic** DTPS offline programming system. For an impression of this welding robot installation, see video roof racks on: www.youtube.com/user/valkwelding

25% MARKET SHARE IN DENMARK

Valk Welding's market share in Denmark has now grown to more than 25% thanks to strong growth in the order portfolio for supplying welding robot systems. The client base of Valk Welding DK A/S features a number of new large companies, including Dinex, Sjørring, Kverneland and Cimbria. In the majority of cases, the work involves replacing existing welding robot systems with **Panasonic** welding robot systems featuring offline programming.

Additional staff have been recruited for sales, programming, service, assembly and the back office to ensure that Valk Welding can operate in Denmark as a fully-fledged, inde-

pendent establishment. Moreover, in the Technical Centre, a **Panasonic** TA 1800 welding robot has been installed on an E-frame complete with one turntable, one drop centre and G3 control system. Trainee operators are now being trained in this centre on the latest technology. The space in the hall has been extended to achieve this. This means that Valk Welding DK in Nørre Aaby (Middelfart region) has now doubled the floor area it has available.





ROYAL VISIT TO DINEX A/S

H.R.H. Prince Henrik visited the Dinex A/S production line and test centre during an official visit to the company in Middelfart. It was the welding robot cell supplied by Valk Welding that attracted the interested and curious prince during the tour of the production line, in which the CEO and owner of the company, Torben Dinesen, explained the products and production processes.

In the last 12 months, Dinex A/S has invested heavily in new high-tech welding and handling robot systems, both to raise output from the production line and to improve efficiency, and thus retain employment in the region.



VALK WELDING CZ DOUBLED

TURN-OVER

Valk Welding CZ s.r.o. serves from their facility near Ostrava, the whole metal industry in Czech Republic, Poland, as well as Slovakia and Hungary. Since the start in 2004, the amount of sold welding robot systems has grown every year. This year Valk Welding CZ is expecting to sell over thirty welding robots and more than ? tons of welding wire. Thus Valk Welding CZ has managed to double its turnover in the past two years. This succes is the result of the combination of the high quality weldingrobot technology with offline programming, built on many years of experience and know how in the field of robotwelding. Valk Welding is also by far the only company who can make robotautomization profitable for small batch production.



The Valk Welding crew at the MSV event in Brno.

Open house at Valk Welding CZ s.r.o. in Mosnov



New technical advisor for Slovakia

This summer the Valk Welding CZ crew is extended with a new sales executive for Slowakia, Jozef Mercel. To support the increase in activity in this region, the service team will be expanded in the 4th quarter with an additional service technician.

24 hours delivery

Since their marketshare is growing, Valk Welding CZ is often invited for tenders and is more and more taken serious by bigger companies in the region. In the beginning of this year in Czech Republic has extended their facility to double the storage of welding wire. Valk Welding CZ s.r.o. can now deliver the most common welding wire in the Eastern European region within 24 hours.

GRIMME CHOOSES WELDING ROBOT

FROM VALK WELDING

Grimme, based in Damme, Germany and world market leader in agricultural machinery for potato production, has selected welding robot specialist Valk Welding's robot welding unit concept. Valk Welding has supplied two units, each with a **Panasonic** robot and DTPS offline programming. This enables Grimme not only to be considerably more flexible but also to offer shorter changeover times. Grimme produces more than 90 different types of machinery, offering several versions. Welding specialist Erich Schenkel has this to say: "The DTPS offline programming system enables us to program our products outside of production phase and then weld directly on the Valk Welding robot plant without additional programming."

Grimme found that the number of versions was continuing to increase, while batch sizes were getting smaller; this limits the possibilities of manual programming (using a hand programming unit). Erich Schenkel: "Each new component and each technical change to a pre-programmed article then had to be manually programmed on the robot. The robot was not available for production during the manual programming. For this reason, the management of Grimme have been interested in offline programming for some considerable time now. The advantages are great: Increased productivity due to the uninterrupted production, cycle time calculations, import of 3D CAD files, 3D simulation with impact detection and recording of the welding data.

2012

Panasonic DTPS

DTPS (desktop programming and simulation software) was specially developed for arc welding using **Panasonic** welding robots. Project Engineer Steffen Kahle: "The benefit of offline programming compared with Teach-in is that it lets us prepare the programming externally, without interrupting welding production. That makes welding of small batch sizes on the robot profitable and increases the duty cycle of the robots."

Equalising tolerances

Components for the Grimme Rotary Hiller (GF) were initially programmed offline in

DTPS. This way, the components could be welded by the robots directly, without major corrections from DTPS. Erich Schenkel: "3D modelling is not automatically reflected in actual practice. Tolerances in the products can change during sheet preparation, for example. In order to compare the virtual program with actual practice, we measure the components first with Valk Welding's Quick Touch wire search system. Any deviation in the welding seam is then automatically corrected in the program, before the robot runs. So, with the robots, we get a high-precision, high-quality welding seam."

Basis for the future

With Panasonic and DTPS, Grimme has chosen the Valk Welding system as a long-term solution. Erich Schenkel: "But we had our reasons for choosing **Panasonic** too. **Panasonic** makes all the components, including the robots, controls, wire feed speed, manipulators and programming system originate from the Japanese manufacturer itself. So, all the components are designed to work together. Also, the welding machine and robot control unit are integrated into a main processor. Valk Welding specialises in robotic integration for welding automation and has a great deal of knowledge and experience in this field."

www.grimme.de





Complete design system

Erich Schenkel: "Based on our positive experiences and the unique benefits of the DTPS-System, we commissioned Valk Welding to supply a robot plant capable of welding the complete design of our Grimme cutters. Each year, we build approdesigns. We wanted to be able to use the plant to weld all versions longitudinally without any additional devices. Working with Grimme, Valk Welding developed a solongitudinal setting for the manipulator counterbearing. Even the various cutter support positions differ for the different versions. Valk Welding worked with Grimme to write a DTPS program that takes account of all the positions. All we need to do is select the desired position, and DTPS does the rest.

Whenever we adjust a welding seam in the program, DTPS applies this to all versions. This unique advantage of DTPS clinched the deal for us when it came to choosing the Valk Welding system."

Grimme

Grimme has decades of experience in building potato technology machinery: separating, planting, cultivating, harvesting and handling. 85% of output is destined for export. The company is represented in more than 100 countries and employs more than 1,600 people worldwide.



OPTIMUM PROTECTION FOR CONDUITS AND CABLES WITH NEW CONDUIT AND CABLE SLEEVES

Wire Wizard has developed a series of conduit and cable sleeves made of Kevlar to provide additional protection to conduit and cables used in demanding welding applications. These new sleeves offer higher levels of thermal and mechanical protection than the leather sleeves normally used now. The use of the new sleeves considerably increases the life of plastic conduits and cables.

The Kevlar sleeves are available with a spatter-resistant coating or in a liquid-tight silicon coated version. Sleeves are also available with a heat-resistant aluminium coating for additional protection immediately behind the torch. These sleeves feature Velcro at the ends, allowing them to be easily joined together to give longer lengths. All of the new sleeves can be simply fitted around the existing conduit and cables.

• Internal diameters: 50mm, 75mm and 100mm

• Lengths: 30cm, 60cm, 90cm and 120cm (special lengths on request)

HEAT-RESISTANT DRUM COVERS

Wire Wizard has developed a fire-resistant cover to prevent the cardboard of the drums of welding wire, which are stored inside welding robot cells, becoming overheated or even catching fire.

The covers are available for round (ø 53 and 60cm), square (54 and 62cm) and octagonal (53 and 60cm) drums.



WELDING WIRE FED SMOOTHLY FROM THE DRUM TO ANY WELDING ROBOT

The new Wire Guide Modules from Wire Wizard make it possible to feed welding wire from the drum to any welding robot, even around small radius bends. The system consists of a 45° Wire Guide Module, in which the wire is led, friction free, around rollers fitted with bearings.

By using rollers fitted with bearings in the Wire Guide Module, the same force can be used to transport the wire over greater distances from the drum to the welding robot or to other welding devices. This makes it possible to place the welding wire drum at a location that is easily accessible to a fork-lift truck.The 45° modules can be joined together to form bends of 90°, 135° and 180°. See the movies on:

www.youtube.com/user/valkwelding

Advantages

- Eliminates the wire being rubbed in bends and corners during wire transport
- Makes it possible to bridge distances longer than 30 metres
- Increases the life of the cable
- Improved/ cheaper alternative to existing systems on the market
- 3-year guarantee

Contact: Peter Haspels: info@wire-wizard.eu











VALK WELDING ONCE AGAIN SINGLED OUT AS BEST MANAGED COMPANY

Deloitte, international service provider and consultancy company in the world of finance has singled out Valk Welding as 'Best Managed Company' for the second consecutive time. According to Deloitte this places Valk Welding among a select company of the best managed medium-sized and large companies in the Netherlands.

According to the expert professional jury Valk Welding stood out for the strong market position that the company has built up with the development and installation of innovative welding robotisation solutions in various European countries. Valk Welding has achieved that by also exploiting its knowhow and market approach in the area of welding robots in countries outside of the Benelux region and also investing in its own establishments across Europe. That has made the company less dependent on Dutch and Belgian industry alone, and paves the way for substantial growth in Europe. Remco H. Valk: "We regard it as a challenge always to develop the best possible solution for our clients that enables them to improve their production returns. We are therefore especially proud to once again be included among the 'Best Managed Companies' in our own country.



When making its assessment the jury considered the company's profitably and financial structure, its internal organisation, social policy, service orientation and marketing strategy.

Valk Welding own channel on YouTube

Short videos of a large number of projects are available on the Valk Welding website. Now they can also be seen on YouTube. Visitors to Valk Welding's own channel can see more than fifty videos, including videos of

welding robots, handling robots, offline programming, welding wire and Wire Wizard wire transport. Every week new movies appear on this channel.





You Tube

www.youtube.com/user/valkwelding

YOUNGSTERS DESIGN AND BUILD ROBOT AT FIRST[®] LEGO[®] League

Valk Welding will be supporting the regional final of the FIRST® LEGO® League Rijnmond 2012. Teams of youngsters aged between 9 and 14 will be designing, building and programming an autonomous robot in this regional final. In a period of about 3 months the teams will be working on preparing for the regional final. The aim is to interest young people in embarking on a future in technology. The use of LEGO® places the project close to the hearts and minds of the youngsters. The regional final was sponsored with financial support from the regional business community, including a contribution from Valk Welding. Valk Welding will also be contributing by acting as a professional jury member in judging the teams. By involving itself in this project Valk Welding is highlighting the im-

portance of having young people experience at a young age that technology is fun and exciting.



TRADESHOWS AND EVENTS

SEPEM Douai, France 29 to 31 January 2013

METAAL EXPO 2013 Den Bosch, the Netherlands 5 to 7 March 2013

VISION&ROBOTICS 2013 Veldhoven, the Netherlands 22,23 Mai 2013

> OUEST INDUSTRIES Rennes, France 4 to 6 June 2013

SCHWEISSEN UND SCHNEIDEN

Essen, Germany 6 to 21 September 2013

> MSV BRNO 2013 Brno, Czech Republic 7 to 11 October 2013

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