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PRESS INFORMATION

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Sepro Group Expects Another Record Year; Plans Additional Expansion in 2017

The year 2016 has been another good one for robot manufacturer Sepro Group, La Roche sur Yon, France. After record turnover in each of the previous three years, the company is predicting the upward trend will continue.

“Turnover of €100 million is certain for 2016,” says Jean-Michel Renaudeau, CEO. “Almost every month,” he reports, “sales were up compared to the same month in 2015 and so we are quite confident that we will see an increase of possibly 13% when full-year sales are counted.” Sepro now employs over 500 worldwide, he says.

Renaudeau attributes his company’s success to three key factors:

- Global presence and global service for the key accounts.
- Product innovation.
- A clear brand strategy that includes technological alliances with injection-molding machine manufacturers and other automation companies.

Sepro exports 85% of its robots outside of France and a third outside Europe. The company has built a network of ten direct sales organizations around the world, adding offices in Canada and the Austria/Hungary region in 2016. The launch in Austria and Hungary, in particular, has been such a success that Sepro has already expanded the staff there to include a dedicated technician.

With daughter companies already in the USA, Mexico, Brazil, Germany, UK, Spain, Benelux and China, and 40 distributors or brand-representatives, Sepro’s reach extends to five continents. About 20% of staff works abroad and the company employs 18 different nationalities. That global footprint should grow further in 2017 with the establishment of Sepro Switzerland, and a 150m² expansion of the Sepro Germany facility in Dietzenbach.

(More)

In the United States, Sepro America will begin manufacturing beams and other components locally and begin assembling Made in USA robots.

After the K 2016 debut of new robots for molding machines up to 5000 tons, including the 7X-100XL 5-axis Cartesian robot and the 6X-400 6-axis articulated-arm robot, product innovations will continue in the second quarter 2017 with the official launch of new smaller units. These include Success 5, the smallest robot in the affordable, general-purpose Success range, which is sized for machines from 30 to 180 tons, and the new Multi Inject 40, which is the third and largest robot designed for multi-material molding applications where a secondary vertical injection unit would interfere with movement of a standard beam robot. They offer the flexibility of a 3-axis Cartesian configuration and are more economical than a side-entry robot.

2017 is also expected to see the first results of collaboration between Sepro and the Robotics Institute at Carnegie Mellon University in Pittsburgh, PA. the project is aimed at developing the next generation of robot and injection-molding machine controls including features like 'agile' ergonomics, similar to tablets, the ability to 'learn by doing,' 3D simulation to make programming easier, extensive customization, and 'apps' to facilitate routine functions like maintenance and troubleshooting.

The alliance with Carnegie Mellon is just one example of the partnerships Sepro Group has been developing with academic institutions, other automation companies and injection-molding machine suppliers. The payoff from one of those alliances is evident on the Sepro stand at K 2016, where an operating 50-ton Sumitomo-Demag injection-molding machine is equipped with a Sepro 6X-60 articulated-arm robot. The Sepro Visual 3 robot control and the IMM control are fully integrated in a real-world example of Industry 4.0. All application data, including robot programming and possibly other auxiliary equipment like mold temperature controls, are filed in one place in the IMM control memory. Shortcut icons and keyboard functionality for operation of the Sepro robot are built into the IMM control. Application parameters for the entire cell are filed and backed up in one single archive and the operator can start up the whole production cell on one touchscreen.

About Sepro

Sepro was one of the first companies in the world to develop Cartesian beam robots for injection-molding machines, introducing its first CNC controlled "manipulator" in 1981. Today, Sepro Group is one of the largest independent sellers of Cartesian robots and is on track toward its fourth straight year of record sales. With 3-, 5- and 6-axis servo robots, special-purpose units and complete automation systems, all supported by one universal control platform developed by Sepro especially for injection molders, Sepro offers a wider choice of robots than any other supplier in the plastics industry. Customers around the world are supported by wholly-owned daughter companies and sales and service offices in ten key markets, and numerous independent business partners, distributors and service hubs extend Sepro's global network to over 50 other countries. To date, Sepro has equipped more than 30,000 injection-molding machines worldwide.



In 2016, Sepro anticipates a fourth record sales year in a row.
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