

Customer reference

Vinke Isotechniek Klazienaveen

MABI®



On the left the sheet metal workers Tonnie van der Kaap, Sydney Klingenberg en Jonnie Pol. On the right manager Thijs Wolbers, director Ralph Hubers and Tore Schumann (MABI).

BRAVO: VINKE ISOTECHNIEK KLAZIENAVEEN

GROWTH AND FLEXIBILITY WITH THE MABI BINGO 4E EVO

Ralph Hubers continues to expand his insulation company. After Technical Insulation Company Nijmegen in Mid-delaar and AX Isolatiewerken in Strijen to serve the industry and the ports of Rotterdam and Antwerp, he recently acquired Vinke Isotechniek in Klazienaveen. And here too he installed a new MABI Bingo 4E EVO as a stable engine for growth and quality in the sheet metal working field.



With the MABI Bingo 4E EVO, the Klazienaveen branch can produce 95% of the company's sheet metal delivery package.



“Three locations, three MABI sheet metal processing centers.”

Ralph Hubers has to laugh about it himself. “You have to buy the machine that fits best in terms of production, capabilities and execution. Even if this was not initially intended.” Vinke Isotechniek has many customers in the Hengelo, Achterhoek and Twente area and was already a loyal prefab customer of Hubers. When owner Freico Vinke put his company up for sale, contact was quickly made. Hubers was interested. “The new branch is a welcome regional addition to the East and North of the Netherlands.” A new office and workshop were moved into Klazienaveen. Vinke’s daily management is in the hands of Thijs Wolbers, who is familiar with the sector as the winner of the National Insulation Professional Competition in 2016. Three sheet metal workers who can now read and write with the MABI work in the workshop.

Security

Hubers: “Initially I thought I could supply the sheet metal from Middelaar with Strijen as a backup. We have a MABI 3000E EVO Laser in Middelaar and a MABI Bingo 4E EVO in Strijen. But right from the start the new location saw growth in number of clients and production. It put too much pressure on Middelaar.” The proverb says: Good experiences from the past are a guarantee for the future. Hubers decided to contact MABI again. Hubers: “In my opinion, MABI is the only good machine in this segment on the market. They are user-friendly, trouble-free and deliver high-quality work. In addition, the delivery reliability and the service of the manufacturer are unsurpassed. With a MABI you buy certainty.” The choice was quickly made to also expand and install a MABI Bingo 4E EVO in Klazienaveen. The compactness of the machine also played a role in the choice. “We are in a built-up fase phase. If necessary, we can reorganize the workshop fairly easily.”

Faster and better

The advantage of carrying out sheet metal processing within one company entirely under the MABI name, is that all CNC machines run on the same software. Tore Schumann (MABI) says: “That also serves the ease of use. If necessary, the three locations can support each other with all the production technical advantages that entails.” Hubers: “We can now also make 95% of our sheet metal delivery package in Klazienaveen. This saves a lot of transport between the branches, but we can also serve the customer faster and better. Internally we will divide the utility and industrial work by region. Only the insulation mattresses come from Strijen, where we have our own mattress workshop.”

Extend

The now three branches continue to serve customers under their own names. In addition to their own orders, Hubers’ three companies also produce prefab sheet metal for other insulation companies. This will receive a further boost with the new MABI at Vinke Isotechniek in Klazienaveen. “With three machining centers, there is room for growth again. So anyone who needs sheet metal work in the north, east or west of the country can come forward.” And a wish for the future? Hubers laughs. “First continue to build and expand with the current three production locations. And who knows, if the opportunity presents itself, perhaps a fourth location and another MABI.” Big results require big ambitions.



The compactness of the machine makes reorganization of the workshop fairly easy.

