



**MADE IN**  
GROUP

## BEST PRACTICE GUIDE 2020



# BAUROMAT

Robotic & Automation Systems Integrator

Bauromat UK Limited is a Telford-based robotic & automation systems integrator that provides automation solutions for a variety of manufacturing processes.

With over 20 years of experience in the industry, Bauromat can offer customers free advice and consultancy so that not only is the customer getting the most out of automation, but they are doing so correctly and safely.

### COMPANY PROFILE

Employees: **20**

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### INDUSTRY 4.0



#### THE PROBLEM

There are still a lot of question marks and unknowns about what exactly industry 4.0 is and when it truly comes into fruition. All we can do is make sure that we make use of the latest technologies and keep up with any and all developments.

#### THE SOLUTION

All of our products are designed for the implementation of industry 4.0 and Smart Factories.

With software designed in-house we ensure the customer can constantly monitor the equipment, including off-line programming which enables us to monitor systems and assist our customers in overcoming problems quickly and directly from our offices.

### AUTOMATION



#### THE PROBLEM

The problem is twofold – One is that businesses are somewhat fearful to make the leap into automation because it often gets a lot of negative press about loss of jobs or it's expense, when statistics show it's creates jobs when implemented correctly. And the other is that in some cases businesses are being drawn into solutions that are not always technically correct or safe. Very often these are solutions by manufacturers who do not have the background to provide the correct level of understanding the manufacturing problem.

#### THE SOLUTION

As an automation company, we ensure that when manufacturers introduce automation into their working processes, they do it in the correct and safe manner.

We have the knowledge and experience to guide customers through every step of the process, whilst making sure products are approved by the customer before they leave our premises.

### EMPLOYEES



#### THE PROBLEM

In businesses of all shapes and sizes it is sometimes difficult to get a voice heard and be provided with an opportunity to raise concerns with line managers and senior staff members. Prior to this though, management find it difficult to source individuals with the correct skills level.

#### THE SOLUTION

Our employee best practice focuses on senior management having an open desk policy where all employees are free to discuss any concerns directly with company owners at any point of the day.

Training for all staff is also provided, whether it be on apparatus, products or achieving quality results that match the customer's expectations.



## AUTOMATION CASE STUDY: **A 65% TIME SAVING**

When people ask us why we're so positive about automation, we're baffled. Not because it's a difficult question, but because it's an easy one.

Why wouldn't you want to invest in something that creates jobs, improves productivity and is more consistent?

There's a lot of negative press when it comes to automation. But when you look at evidence, not just at the doom and gloom headlines, you start to see that it not only has huge benefits to investors, but there is huge scope for growth in this country.

Take one of our more recent projects for example.

KME, a Northern Irish manufacturer of steel components used in a variety of industries, were finding it difficult to source skilled workers within their production line and opted to look to automation as a means to bridge the gap.

### **And this is where we come in...**

Experts in automation and with a flair for welding processes, like with all our customers we ensured that we worked closely with KME to not only provide them with a solution for their needs, but one that would benefit them, their staff and the industry as a whole. Trials are usually the first step on the ladder of automation, and with the capabilities that we possess, we could refine the welding process in one of our bays and agree with the customer, even before the order was placed.

### **The reason? Confidence.**

Confidence in the process, confidence in the robot and confidence in our ability to execute the outcome we know automation can produce.

The result of all of this is an automated system featuring a KUKA KR6 R1820 robot, Fronius TPS 400i weld set, Abicor Binzel cleaning station and a host of innovative 'bells & whistles' to make the welding process as quick and easy as possible. Featuring tooling, designed and manufactured by our experienced engineers specifically for KME's part, the system also features a touchscreen HMI which allows the human operator to connect with the system and monitor everything in real-time.

From a process that has always been completed by KME's staff with a cycle time of between 6-8 minutes, the introduction of automation has reduced that time by 65%, a reduction of almost 5 minutes, allowing KME to increase its output significantly.

Not only this but automation ensures consistency and has allowed KME to continue to manufacture to their high levels despite at times finding it difficult to recruit. On top of this, staff have not been replaced and instead are being offered the chance to learn new skills and venture into new avenues, opportunities to become robot programmers and technicians have become available entirely because of the investment in automation.

Automation is winning people over slowly, but there is still scaremongering out there. Technology is changing in all elements of life, and manufacturing is no different. In order to be at the cutting edge, you need to invest in the cutting edge and that's where a robotic system comes in. Not only does it give you that edge, but allows you to upskill your staff, improve your output and become an industry leader. Automation isn't taking jobs. It's nurturing them and driving the industry forward.

**All you have to do is check the facts.**

