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CUTTING SYSTEMS



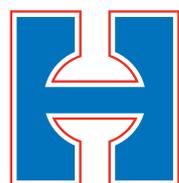
We take care

ANNIVERSARY MAGAZINE



**On behalf of Hoppenbrouwers
Techniek, we would like to
congratulate BeWo Cutting
Systems on their 85th
anniversary!**

We have had the pleasure for many years to be your partner. A partnership, in which collaboration and continuous improvement are main pillars. A valued partnership, which brings pride to us all here at Hoppenbrouwers!



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Dear customer,

Bewo is 85 years old, of which we are very proud. To celebrate that incredible milestone, we are delighted to share with you a commemorative magazine that reflects on our past but, above all, looks towards our future. I have been at the helm of this dynamic company for over 5 years. Although relatively small, together with our partners and customers, Bewo can achieve great things. Over the years, Bewo has become a trusted brand in the tube cutting market.

Today's world is one of constant change and, because we pride ourselves on being your trusted partner for complete cutting lines, we have revitalised

Bewo's vision and strategy. Thanks to our new game plan, we're well on our way to celebrating our 100th birthday! Over the next few years, we aim to transition from a traditional machine builder into your service partner for smart, total solutions for the cutting process.

Bewo's new slogan *We take care* says it all: our smart, innovative tools are designed to shoulder the burden for you. Our service packages make using and maintaining cutting lines simple and straightforward. Leave the care of your machines to us, and we'll guarantee their optimal performance.



This magazine tells you all about Bewo's transition process. If you would like more information, please get in touch. Happy reading.

Tony Nelemans,
managing director



COLOFON

PUBLISHER
Barry Reede

SALES & TRAFFIC
Marloes Oink

NEW BUSINESS
Marja Maars
Wesley Dekker

EDITING
Cornelie Krietemeijer

TRANSLATION
Maya Stillhart

PHOTOGRAPHY
Bewo Cutting Systems

ART DIRECTION
Nicolet Pennekamp

PRINTING
SMG groep

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Ready for the future



Bewo Cutting Systems specialises in automatic cutting lines for precision tubes and provides complete machining solutions for the cutting process. Our machines are thoroughly tested and continuously perfected through the application of advanced technologies. Our systems are safe, easy to use and maintain, and have a long service life.

We take care

Bewo owes its strength to decades of knowledge and experience. "When you've existed for 85 years, you clearly create value for your customers. Our products and services help them achieve their success. And we aim to go on doing so for decades to come," says managing director Tony Nelemans with a smile.

We take care

To help ensure Bewo's ongoing success, we are embarking on a professionalisation process. Our newly defined vision and strategy will transform the company from a traditional machine builder into a service-oriented

machine builder. The new Bewo motto is *We take care* and means that we embrace a proactive approach centred around unburdening our customers.

Shouldering the burden

"Our customers demand a high degree of predictably and reliability when it comes to performance," explains Tony. "However, in-depth discussions with customers revealed that performance decreases over time if the systems don't receive the right care and attention. Some customers may not have the skills and resources for these tasks, perhaps due to staff shortages or because an operator is replaced.

With our new *We take care* strategy, we embrace a proactive way of working that focuses on completely unburdening the customer.

Resulting in lost expertise. Which is a shame, and unnecessary. That's why our new approach focuses on pro-



activity, and taking over all the tasks involved in cutting machine maintenance.”

Scalable service programmes

Bewo has developed several scalable service programmes tailored to customers’ needs. We offer all our latest cutting systems with a service subscription. An entirely new operating platform is being built to support our service programmes, with software that will be continuously refined and adapted to market requirements. Customers who opt for this service will benefit from the latest online technology that will soon be able to monitor their installations 24/7. The software will identify and rectify malfunctions quickly and effectively.

” In order to guarantee the high performance of our lines over the entire lifecycle, we provide a fully updated, intelligent service package.

” We provide several scalable service programmes tailored to customers’ needs. All the latest cutting projects are now offered with a service subscription.

User friendly

Bewo also supports its customers by making the machines more user-friendly. User displays are smarter and easily guide operators throughout the entire process. Actions can no longer be omitted or forgotten. Bewo will also introduce an app so that customers can track the performance of the cutting line at any time, via their smartphones.

Turnkey plus solutions

Over recent years, the increasing demand for total solutions for cutting lines inspired Bewo to broaden its portfolio. We have considerable in-house cutting expertise, but do not manufacture all the integrated processes of the cutting lines ourselves. For instance, modules sourced from

Bewo’s core values

1. From consultancy to customised automatic cutting solutions.
2. Turnkey plus approach in which Bewo advises, brokers and delivers products not included in its range.
3. Scalable total solutions that are aimed at unburdening customers.

our supply partners perform automated post-processing such as washing and packaging.

Bewo sources these units from its reliable supply network. “Our suppliers share our commitment to delivering quality, and reliable services and products,” says operations manager Erik Onnekes. “Our excellent partner network means we can act as a reliable turnkey supplier for our customers. Bewo is and remains the point of contact for the entire cutting line and all the integrated processes. True to our *We take care* strategy, we also provide all-round advice, service and aftercare for these modules.”



Bewo also supports its customers by making the machines more user-friendly. User displays are smarter and easily guide operators through the entire process.

We would like to thank our partners for the great cooperation and for their contribution to our magazine.



Thank you!



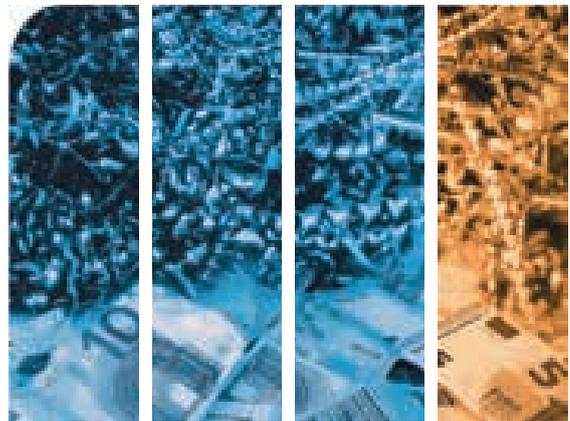
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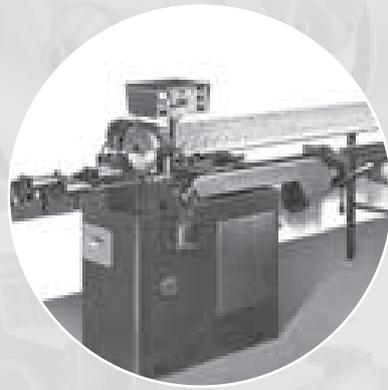
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History



Innovative industrial cutting for 85 years



Bewo is founded in 1936 in Tilburg as a workplace and tool shop for the textile industry. When industrialisation gets under way after WWII, Bewo starts developing and building its own cutting systems. The very first hacksaw and circular saw come onto the market in the 1950s, and are an instant success.

The very first hacksaw and circular saw come onto the market in the 1950s and are an instant success.

Module construction

In the following decades, Bewo focused on automating the cutting techniques and the corresponding processes such as deburring profiles. Bewo also developed module construction skills. A new generation of cutting machines with modern control systems sees the light of day. Machines such as the ECH and FCH drive the company's explosive growth and continue to be the foundation of today's machines.

Nivora

In 2008, the Nivora group takes over Bewo, and develops the current generation of SCF cutting machines, including the well-known packaging robot. The modern and innovative company that Bewo is today, a leader in developing, assembling and servic-

Parent company

Bewo Cutting Systems B.V. became part of Nivora Holding B.V. in 2008. Nivora comprises several leading manufacturers of innovative metalworking machines, which occupy a leading position in various market segments. Nivora employs more than 400 people in the Netherlands and has an annual turnover of over 75 million euros.

ing automated pipe processing lines to cut steel, stainless steel and aluminium profiles, emerges under the flag of Nivora.

Social responsibility

Bewo is committed to assuring a healthy living environment and a thriving ecosystem, and minimises the environmental impact of the production processes wherever possible. The company uses eco-friendly materials and develops its products using sustainable technologies. For example, Bewo has replaced various hydraulic and pneumatic systems with servo technologies, which limit energy consumption and reduce oil consumption.

Facts

BEWO Bewo is named after its founders, two Tilburg families, BERTENS and Van de WOUW.

2014 The current building on the Van Harenstraat in Waalwijk was taken into use in 2014.

3.000 The facility in Waalwijk has a surface area of 3,000 m².

30 Bewo employs around 30 people.

40 In its heyday, Bewo sold up to 40 FCH machines per year.

1960 The first automatic saw, the CZ250 TR, is introduced in the mid-1960s.

2016 The current managing director of Bewo, Tony Nelemans, has been in charge since 2016.

>1.000 More than thousand of companies worldwide use Bewo cutting machines.

1982 The famous 1982 manual operated circular saw CPO315 is still sold today.

NIVORA Parent company Nivora Holding B.V. is also committed to maintaining technical craftsmanship and industrial knowledge and jobs in the Dutch metal sector.

>20 Many employees have worked for the company for more than 20 years, thanks to which, Bewo boasts a trove of expertise and experience.



More than a matter of cutting

Specialist in intelligent solutions

Worldwide, thousands of companies from the automotive, furniture, construction, and infrastructure sectors, to metal wholesalers, rely on Bewo cutting lines. Whether they are billion-dollar companies or smaller players in the market; they all have high expectations of their suppliers. Bewo has been making it happen for decades.

"Bewo's integrated cutting lines have now fully proven themselves. A company's success naturally starts with a strong and very reliable product. Our machines are rock solid and last for decades," says sales manager Marc Lauwers.

Concept development

All cutting lines are designed, assembled and tested in the Bewo factory in

Waalwijk and then installed on-site at the customer. Bewo's team of experienced engineers and service technicians has unique expertise in cutting processes for steel, stainless steel, and aluminium profiles. It uses advanced design systems and delivers customized solutions for all different market segments. Bewo focuses on developing and upgrading existing concepts and launching new ones.

Bewo continuously focuses on developing existing concepts and initiating new ones.



Just in time

Most Bewo customers deliver just-in-time. If the Bewo cutting lines malfunction, it's a major problem because they can't supply their clients, and they rarely have a large inventory. Items produced today will be delivered tomorrow or the day after; they may have a buffer of one or two days, but that's all. Customers need to rely completely on the optimal performance of the Bewo cutting lines.

Faster service provision

"The new path we have taken with the *We take care* strategy means we can respond faster than ever. We provide 24/7 service, carry out preventive maintenance and minimise down-time. By analysing user data, we're also able to advise customers on how to increase their machine's output."

Phased introduction

We are introducing all these changes in stages. The latest generation of Bewo cutting lines is already equipped with advanced components that are accessible online. Many older machines can be upgraded to a modern standard, which also gives customers with an older machine the option of remote support.

Customised solutions

Customers come to Bewo looking for intelligent solutions for the tube cutting process. Marc: "We handle every part of the cutting process on behalf of the customer and integrate it in one line, including deburring, washing, packaging, and so on. The Bewo cut-

ting lines are 80 per cent standard, but 20 per cent can be customised to meet specific needs. A manufacturer of designer radiators, for instance, has different requirements for the finish of a cut pipe than a producer of crash barriers."

Bewo supports and unburdens its customers with a wide range of services that vary from consultancy to process optimisation, and from training to support and maintenance. The aim of this wide range of services is to ensure that the cutting lines function and perform optimally so that the customers always have the desired result.

Every cutting line perfectly maintained

"We always say: when you buy a Bewo machine, you buy more than just the machine," says manager service

; We're going to take even better care of customers with even more user-friendly machines, including an app so that plant managers can see the operational status in real time.

Mike Brouwer. "You also buy a soul. Bewo keeps track of the machine throughout its lifecycle and continues to take good care of it. Customer satisfaction is our top priority. If problems arise, we ask specific questions so that we can make the right diagnosis and offer the right solution. We prioritise reliable service, speed of response and accurate parts delivery above all else."

Proactive service

We are expanding and intensifying our range of services under the new

slogan *We take care*. The control software we're developing enables us to be proactive and prevent malfunctions, and avoid machine downtime.

Mike: "We no longer wait for customers to report a problem. From now on, our engineers will track the machines online, and constantly monitor output. We can spot faults promptly and solve them remotely with the right analysis. The customer won't even know. And if necessary, a service engineer will visit the customer on site. This way, we can offer our services 24/7."



Service agreements

Through the streamlined coordination of preventive maintenance, advice, inspections and operator training guarantee Bewo cutting lines remain in optimal condition. Bewo has developed several flexible service agreements to ensure customers get the most from their machines. The packages range from the Basic package with an annual machine inspection to the All-inclusive package that offers two annual inspection visits and maintenance, discount on spare parts, on-site repair at no extra cost and unlimited calls and modem support.

For further details, prices and conditions regarding the various service agreements, please contact the Bewo helpdesk by e-mail or phone: service@bewoCS.com
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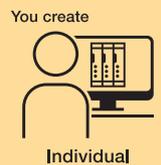


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At Bewo, the lines are short, which means we're flexible and respond quickly. By integrating the latest technology, we're able to do a lot with a relatively small team.

Bewo's range of services

Consultancy

Bewo consultants regularly perform quick scans for customers and provide targeted advice on improving the performance of a machine and increasing production capacity.

Process optimisation

Bewo engineers are exploring ways of keeping a cutting line running stably for a long time at full production capacity. And can upgrade many older machines to perform better with the right optimisation.

Installation

The machines are fully installed and tested on site at the customer. Bewo commissioning engineers ensure the

machines are seamlessly integrated into the customer's production process. Operators receive comprehensive user instructions.

Preventive maintenance

Bewo engineers can increase the availability and lifecycle of a machine through preventive maintenance. Preventive maintenance also significantly reduces the number of unexpected breakdowns.

Machine inspection

Bewo service engineers also provide a comprehensive report of the machine's status. The report also contains technical recommendations concerning expected repairs or maintenance.

Parts

Parts are delivered quickly and punctually from the central warehouse in Waalwijk. Bewo also offers maintenance kits with parts that need to be replaced regularly, such as belts, oil and filters.

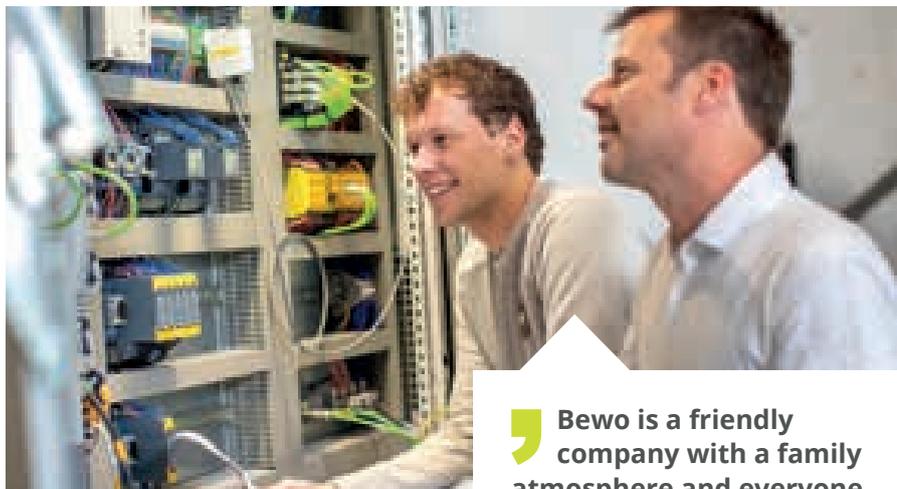
Training

Bewo installers train employees in operating, maintenance, and cutting processes. We recommend this training when you hire new employees or as a refresher course for experienced operators to improve the output and reliability of the cutting lines.



Proud employees

Our small company is capable of great things



Joris Valk, control engineer and programmer

"It turns out that customers sometimes don't use the machine optimally because they aren't aware of the possibilities or don't know how to set up the machine. That's why we've designed a new, smarter interface so the machine can be operated more intuitively. The touch panel takes the operator through all the steps, and in the correct order. In

; Bewo is a friendly company with a family atmosphere and everyone has a hands-on mentality. We're a small team capable of big things.

this way we give customers peace of mind, and maximise the machine's performance."



Eric Tyrrell, mechanical engineer

"The Bewo machines are tailored to suit the customer's requirements. We can install various integrated units for different production processes, including deburring, chamfering, punching or washing the tubes. With *We take care*, we set our standards even higher, and aim to provide a truly customised service, and offer the customer a solution that delivers convenience.



Fred Zegers, commissioning engineer

“Once customers have given the go-ahead in the workshop in Waalwijk, the line is assembled, tested and put into use at the customer’s facility. Depending on the size of the cutting line, the installation process can take from a few days to 3 to 4 weeks. Thanks to our renewed vision and

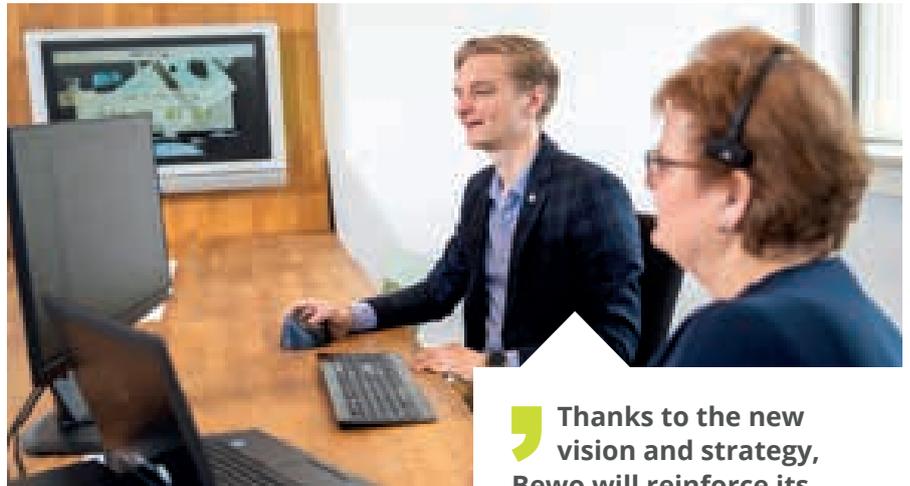
strategy, we’re going to make the machines really user-friendly, making Bewo a forerunner in the market.”

” **The operator and the plant manager will soon be able to see in real time how their Bewo machine is running via an app. If necessary, we can intervene remotely.**



” **The machine becomes more complicated on the inside, but simpler on the outside. Thanks to the smart display, operating the new cutting lines is much easier.**

We’re going to intensify our focus on the customer’s specific requirements, and devise the most comprehensive solution.”



” **Thanks to the new vision and strategy, Bewo will reinforce its market position in the years ahead.**

Goof van Nunen, hardware engineer and IT administrator

“Bewo is poised for major change. As part of the *We take care* strategy, we are working on the SISO project, Smart Inside Simple Outside. All Bewo’s knowledge of the machines is documented and recorded in new control software. This also includes data acquisition software to collect information about breakdowns and continuously optimise machine per-

formance. A smart display on the outside guides the operator through all the control steps in a logical, intuitive way.”

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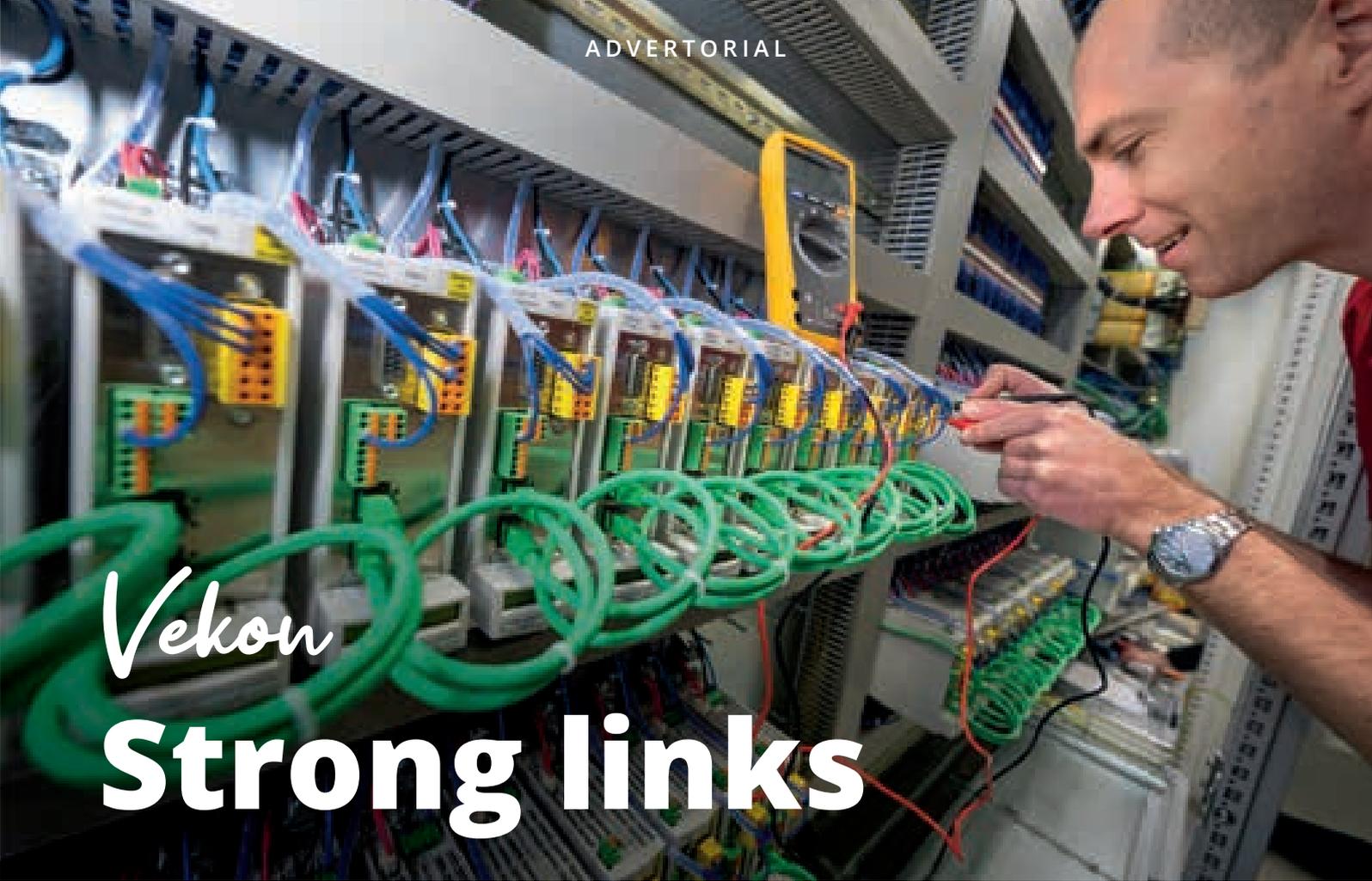
BOUS International
Maschinenbau GmbH

Hansestraße 45-49
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Vekon Strong links

We are Vekon, supplier of the control systems for Bewo cutting machines. We produce the control cabinets for various machines according to specifications.

For this, we use a 3D-drawing package so that production can be controlled efficiently. Bewo provides the drawings of the terminal blocks, which we can then purchase as a composite. Based on the 3D drawings, we make the layout of the cabinets and mounting plate with a CNC machine and produce all the wiring pre-coded. This minimises the chance of error and shortens the lead time. Bewo is closely involved in this digital transition and by sharing data we get smarter together.

Enormous confidence in each other

Our relationship with Bewo is open and transparent. For example, we no longer issue quotes and instead make an open calculation based on the parts

list. This ensures a faster order intake and lead time and avoids unnecessary work for both organisations. Trust is, of course, at the heart of our relationship. And that is only possible if communication is always open and constructive. We share ideas and explore possibilities and invest in advance in materials that are scarce.

The manufacturing industry as catalyst

We believe in the importance of the Dutch manufacturing industry as a driver of the economy. This manufacturing sector is in a strong competitive position compared to other countries, despite higher costs. Together, we contribute to this success by taking a chain-oriented approach to optimisation which is based on creat-

ing the greatest possible sustainable value throughout the supply chain. For Vekon, 'together' has a different meaning: we translate our vision – Everyone is included – into helping vulnerable people find jobs, for which we are proud to have received PSO certification.

We would like to congratulate Bewo on its 85th anniversary. There can be no clearer proof that manufacturing has a key role to play in the Dutch economy. We look forward to many more years of innovative and sustainable collaboration.



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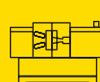
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Kinkelder Performance by Teamwork

85 years of experience is a treasured asset to a company. For almost 30 years Bewo and Kinkelder have been enjoying a fruitful cooperation as two innovative Dutch companies in the sawing industry working for the same customers with complementary products, resulting in a strong bond.

With Bewo's timeline going back to 1936, Kinkelder was established in 1945 starting as a manufacturer of agricultural spraying equipment. In the early 1960s the company diversified into circular saw blade manufacturer, offering a full range of HSS, segmental and TCT saw blades.

Specific cutting applications

While Bewo excels in fully automatic cutting lines, Kinkelder specifically focusses on saw blades. But how to

find the best saw blade for your specific cutting application? Obviously a Bewo CPO-315 has other requirements compared to a Bewo SCF-90 Sigma or ECH-115 Solid. And thin wall stainless steel tubes possess different characteristics than high tensile carbon steel bars.

Providing a full range of HSS and TCT blades for tube- and solid cut-to-length applications, Kinkelder also offers you several digital tools to help

you finding your way. Download the Kinkelder saw blades app for IOS and Android and discover which saw blade suits your specific application best by using the unique blade selector and other saw support tools.

Saw support

For optimizing the output of your Bewo machine by means of the saw blade, Kinkelder can support you with a dedicated team of Application Engineers. Our experts understand that cutting the same workpiece day in day out is a different ball game than focusing on small batches with order changes every hour.

Do you want to minimize cost-per-cut or decrease cycle time? Extend blade life or improve cut quality? Share your cutting challenge with your Bewo or Kinkelder expert and we will help you further improving your production.



KINKELDER[®]
the cutting experts



As you have read, we are heading for change, and Bewo is on the eve of an exciting transformation. The new direction will secure the future of this fine company. By taking advantage of advanced technologies, we will become a reliable partner for you, providing smart services to handle everything related to your machines and systems.

But what does that actually look like? In a couple of years, your machine, and the machines of all our other

customers, will be monitored remotely from a control room here in Waalwijk. On screens, gauges and dashboards, they will be able to see the machine's current status, and optimise its reliability and availability. By analysing all the data, they can see whether maintenance will soon be necessary on site. For instance, a drop in production will be spotted immediately, and we'll get in touch with you right away to advise on how to boost performance to the required level.

I have full confidence that the future promises a lot of great things for Bewo's customers and would, of course, like to share this with you. The team of Bewo employees and its partners are excited and committed to realising this growth for you, and everyone else involved.

I warmly invite you to visit our new website www.bewoCS.nl for more information.

Tony Nelemans



We congratulate Bewo Cutting Systems on their anniversary!



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Bewo Cutting Systems

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