A step ahead

In 2015, Ngo Sach Vinh founds the company Sao Viet Technology Mechanical Joint Stock Company, SAVIMEC for short. He works determinedly to expand the company's portfolio and his employees' expertise, and within a few years makes the company one of the leading sheet metal processing suppliers in Vietnam. To set himself apart from the competition, from the beginning Ngo Sach Vinh concentrates on modern technologies and invests in highly productive machines from TRUMPF. Faced with growing demand for laser tube cutting in Vietnam, the entrepreneur reacts by investing in a TruLaser Tube 5000 fiber. "With this system, we are not only able to meet the requirements of our existing customers quickly and with the best quality, but we have also gained new customers thanks to this expansion of our portfolio", he explains.

SAVIMEC
www.savimec.vn

 SAVIMEC

The company Sao Viet Technology Mechanical Joint Stock Company, SAVIMEC for short, was founded in 2015 by Ngo Sach Vinh. In just a few years, the sheet metal processing company has become one of the leading suppliers in Vietnam. Ngo Sach Vinh set a milestone in the development of SAVIMEC in 2017 with the construction of a 12,000 m² production hall right in the middle of the important economic triangle between Hanoi, Quang Ninh and Hai Phong. From the very beginning, the entrepreneur focused on modern technologies and the best manufacturing quality, investing in their first TRUMPF machines in 2018. SAVIMEC supplies customers from a variety of industries, including automotive, air conditioning, telecommunications and electronics. Laser tube cutting has featured in the company's portfolio since 2021. SAVIMEC is therefore able to offer customers the complete range of services along the entire sheet metal process chain.

INDUSTRY	NUMBER OF EMPLOYEES	LOCATION
Metal processing	60	Tu S□n, Bac Ninh province (Vietnam)

TRUMPF PRODUCTS	**APPLICATIONS**
■ TruLaser Tube 5000 fiber	■ Laser cutting
■ TruBend Center 7030	■ Bending
■ TruLaser 5030 fiber	■ Punching
■ TruLaser 2030	■ Laser tube processing
■ TruPunch 2000	
■ TruBend 5085	
■ TruBend 7036	
■ TruBend 1100	
■ TruPunch 5000	

Challenges

Metalworking companies that operate internationally are rare in Vietnam. But SAVIMEC is one of them. Since the company was founded in 2015, the managing director and owner Ngo Sach Vinh has purposefully continued to expand the company, making it a state-of-the-art sheet metal processing company. In addition to building up expertise in modern technologies, he relies on a TRUMPF machine fleet. "I wanted to be able to deliver exceptional products of perfect quality and that requires me to invest in highly productive machines that can do that", he explains. To meet the growing demand for laser tube cutting in Vietnam, the entrepreneur decided on a TRUMPF machine again and in 2021 invested in a TruLaser Tube 5000 fiber. With this automated machine, he can not only serve his existing customers, but also wants to gain new customers by expanding his portfolio. "Productivity and processing quality were particularly important to me", says Ngo Sach Vinh about the reasons behind his decision. "The machine also needed to be flexible so that it can handle a lot of different materials in different thicknesses."

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"With the TruLaser Tube 5000 fiber, we not only meet the requirements of our existing customers quickly and to the best quality standards, but we have also gained new customers."

NGO SACH VINH
OWNER AND CEO, SAVIMEC

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Solutions

Speed, accuracy and quality. These are the requirements that Ngo Sach Vinh focuses on. And the TruLaser Tube 5000 fiber fulfils them. "Only a few contract manufacturers in Vietnam can offer tube cutting. So it was important for me to get onto the market right away with a highly productive machine," explains the SAVIMEC boss, continuing: "The Rapid Cut option excited me; it delivers feed

rates that can't be matched by any comparable machine. With thin wall thicknesses especially, this considerably increases our productivity". The system's high degree of automation is also very important to the entrepreneur. Despite highly qualified employees, he wants to reduce manual interventions in production as much as possible. "With the thread package TruLaser Tube 5000 fiber, we can insert threads fully automatically. This eliminates several manual processing steps for my staff. Instead, they can get on with other work", says Vinh. As well as a wide range of materials, SAVIMEC also processes a variety of tubes. Sach Vinh explains, "We process square, round and oval tubes with different diameters. The TruLaser Tube 5000 fiber's self-centring collet chuck makes processing without retooling possible. Sensor monitoring ensures that the tubes are correctly clamped in the machine. This saves us time and delivers the high level of processing accuracy that our customers expect."

Implementation

"Since I bought my first TRUMPF machine almost five years ago, I have relied not only on state-of-the-art machines, but also on the expert know-how and the great service", explains Ngo Sach Vinh. And he gets all this directly on site from the staff of the TRUMPF branch in Vietnam. "I had three employees trained in how to use the TruLaser Tube 5000 fiber", explains the SAVIMEC boss, adding: "Experienced technicians and software trainers from TRUMPF carried out the session on site at my production premises. It couldn't have been more convenient."

Forecast

Ngo Sach Vinh knows the quality, productivity and reliability are impressive. "It gives me a crucial competitive advantage. The machines, as well as the advantages in terms of advice and consultation that a TRUMPF partner in Vietnam also provides, help me to further increase this lead." Ngo Sach Vinh continues to work at full speed on the automation and synchronisation of his production processes. And he is clear, "I want SAVIMEC to become the largest contract manufacturer in Vietnam and internationally competitive. We have already taken the first steps, we are now exporting products to the USA and Europe too."