



Sales training



June 2017

Agenda



- **Company presentation**
- **Organization**
- **History**
- **Picot versus Competition**
- **Range**
- **Strategy**
- **Differentiation**

Organisation



Commercial

F. Vilbois
(Offers)

G. Conraud
(Export)

G. Crozier
(France)

Engineering

F. Berger
(Design)

E. Camus
(Electronic)

Customer desk -
Logistic

F. Vilbois

Purchasing

G. Crozier

Production

G. Crozier
(Mngt)

F. Berger
(Indust.)

L. HTK / C. Laroche
(Assembly)

P. Bessenay
(Machining)

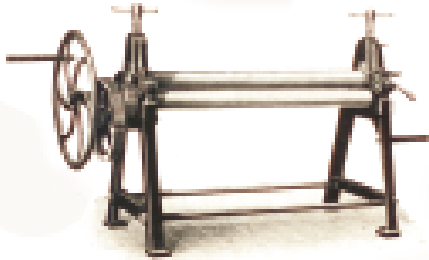
K. Binoz
(Painting)

C. Prunet
(Welding)

Any communication to Commercial@Ambpicot.com



Technology History



Technological timeline of the roll bending machine market



- Founded in 1864
- First in Hydraulic roll bending – 1973 (Vallet)
- First in CNC – 1992 (Moutot)
- First with automatic cone bending set up
- Coming First in
 - Integrated material database
 - Remote control assistance



Picot vs Competition



*Increase your opportunities...
Stand out !*

- Do not Follow competition but listen customer needs
- Innovate constantly
- Built trust
- No compromise on quality/ Reliability
- Make it easier



Customer applications



**Aeronautical, Energy, Public works
Building and Architecture
Transportation, Industry**



Range : 1-40 mm up to 6m

R4C



R4C
4 Rolls bending machines
Capacity : 8-50 mm - Useful lenght : 4 m

- proportional regulation (DanFoss®)
- 4 Rolls driven
- Double pinch machine & cone technology
- NC & CNC in option

RCS



RCS
3 Rolls bending machines
Capacity : 2-40 mm - Useful lenght : 1-6 m

- proportional regulation (DanFoss®)
- 3 Rolls driven
- Double pinch machine & cone technology
- NC & CNC in option

RCE



RCE
3 Rolls bending machines
Capacity : 0,2-4 mm - Useful lenght : 2 m

- 100% Hydraulic
- 3 Rolls driven - special low thickness
- Double pinch machine & cone technology
- NC in option

RAE



RAE
Asymmetrical bending rolls - 3 rolls

- Electromechanical machine - 2 speeds
- Affordable

Spe



Special machine

Pro



Cintreuses

- Profile bending

Range : Roundbled



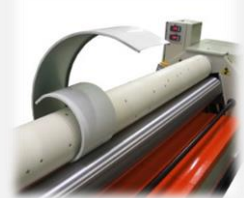
- **Affordable machine**
- **Keeps advantages of Picot 3 Rolls (symmetrical – double pinch)**
- **Price list available for dealer**
- **Can be assembled in Local by dealer/distributor –**

Benefits in 3 rolls technology ■



Picot Technology

> 3 Rolls or 3+1... multiple possibilities



- Better Pre bending
- Smaller rolling diameter
- Cone easier
- No lamination / damage
- Regular shape
- Calibration of parts after welding possible
- High distance between rolls – profile bending

Do more and better

Picot technical highlights



Anatomy of a PICOT roll bending machine

> Conscious technological choices,
guided by our technical expertise
for the satisfaction of our customers



- All rolls driven
- Linear guide : maximum efficiency & no wear
- Proportional distribution
- Parallelism synchronization
- No ball bearings but bronze bearing
- Innovative Features

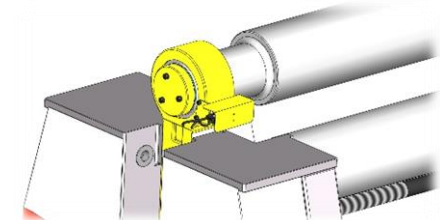
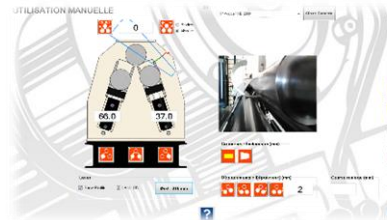
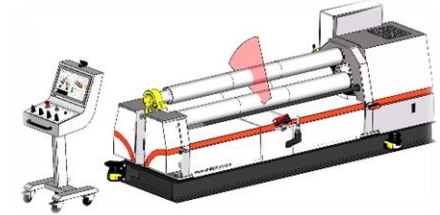
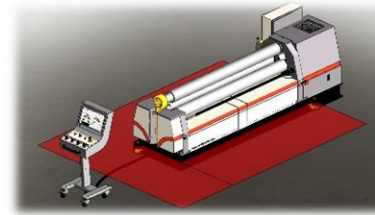
Technical expertise

Innovative Features



HUMAN/MACHINE INTERFACE

> Optimised an simplified control of machines



- Evolutive control panel – plug and play
- Laser safety detection system
- Laser measuring device
- Camera For prebending vision
- Camera For remote assistance
- Automatic cone setting software
- Display of the rolling diameter in real time
- Integrated material database (2017)
- Optimized automatic program generation & dxF (2017)



HUMAN/MACHINE INTERFACE

> Optimised and simplified control of machines



- Roll any type of material
- Roll right at the first time without correction
- Roll with any experience or particular skill



**Automatic
Programs**



**Intelligent
Material
data base**



**Spring back
calculation
No correction**



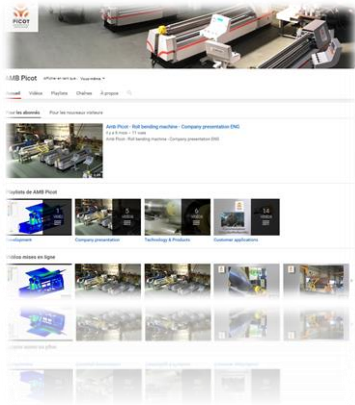
**Assisted
prebending**



**Automatic
Cone setting**

Package Agent

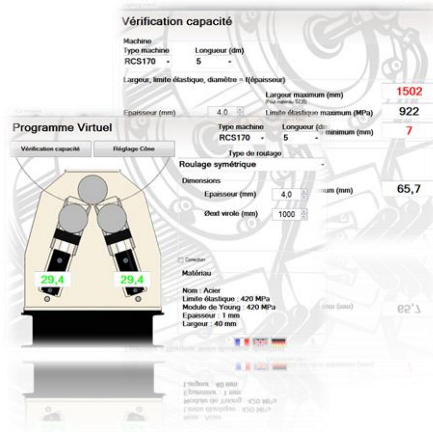
Video – Youtube Channel



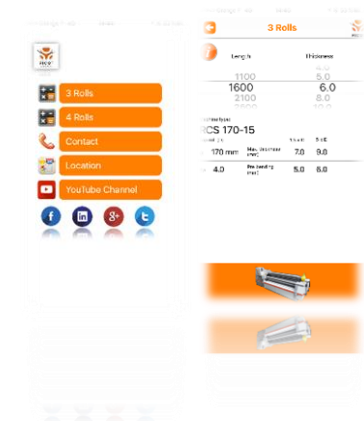
Brochures



Software



Apps



Interactive Website



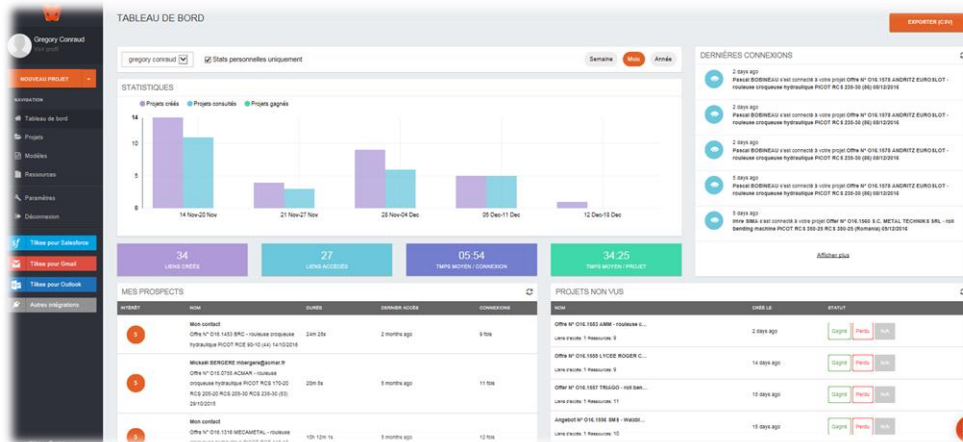
Customer relation

ERP Management - CRM



The screenshot displays two main sections of the software interface. The left section is a table listing various projects with columns for 'Société', 'Libellé', 'Classement', 'Statuts', and 'Avancement auto'. The right section provides a detailed view of a specific project, including fields for 'Opportunité', 'Classement', 'Date d'ouverture', 'Date de clôture prévue', 'Date de clôture réelle', 'Crédit in', and 'Libellé'. It also shows a 'Suivi' (Follow-up) section with a table of dates and actions, and an 'Exécution' (Execution) section with a table of dates and actions.

Offer Survey - TILKEE



Information available :

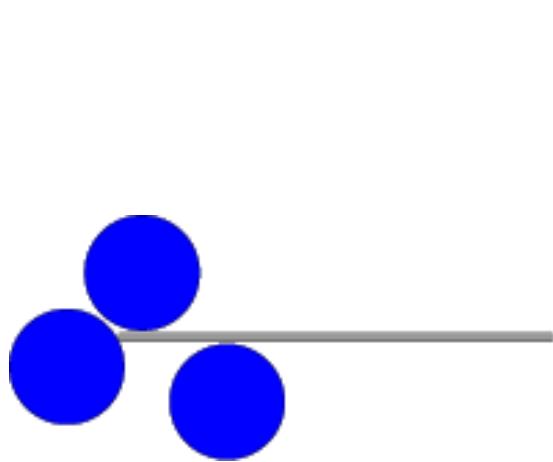
- When opening File
- Nb and type of connection
- Download
- Type of document seen
- Offers not opened

Will be available For Agent

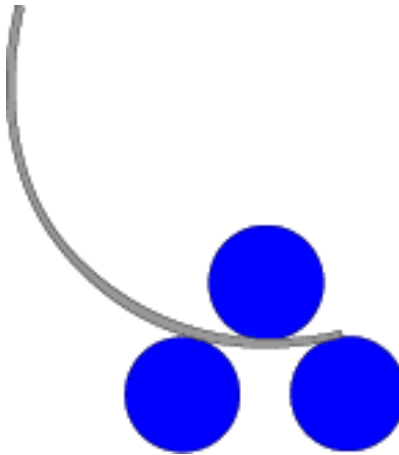


Appendix

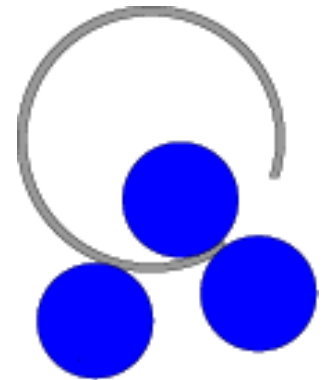
Roll bending process – 3 rolls



Step1



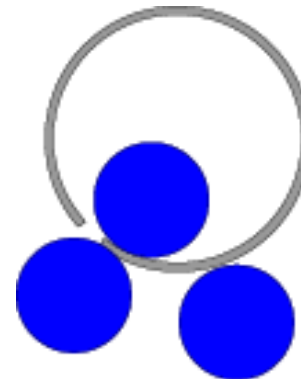
Step 2



Step 3

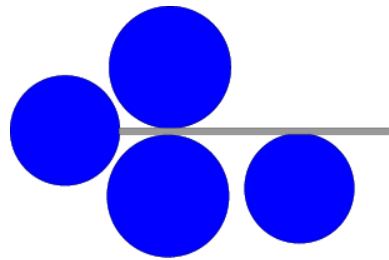


Step 4

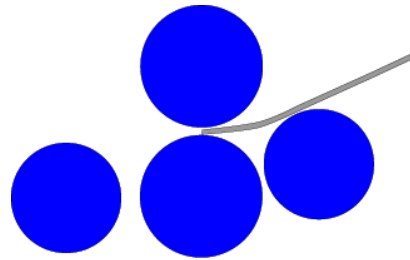


Step 5

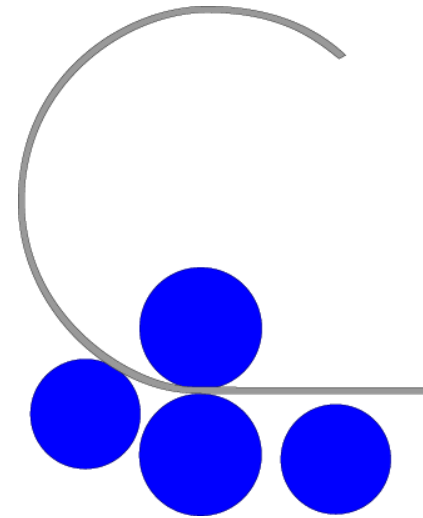
Roll bending process – 4 rolls



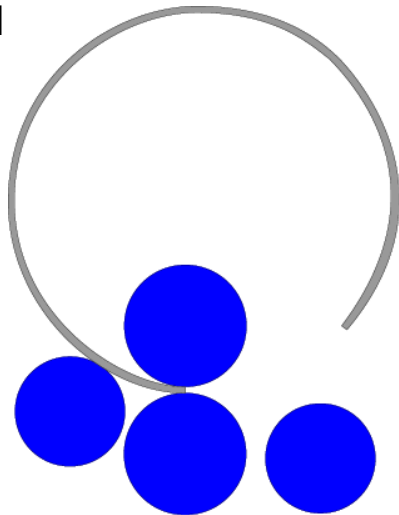
Step 1



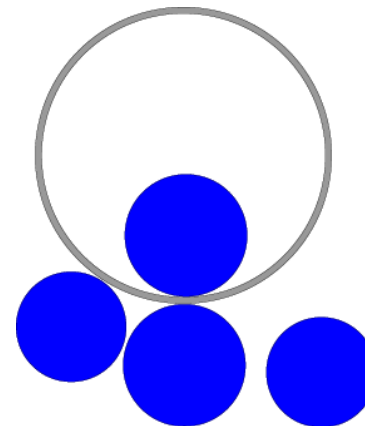
Step 2



Step 3

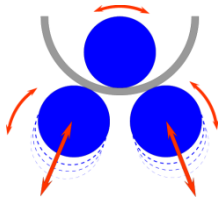


Step 4

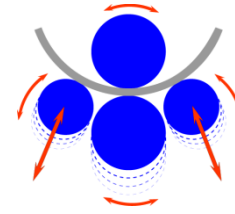


Step 5

3 or 4 Rolls ?



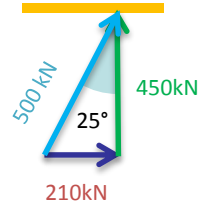
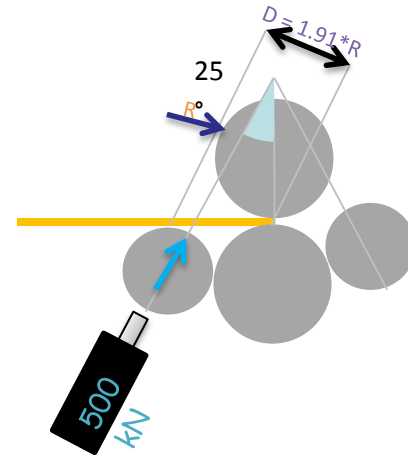
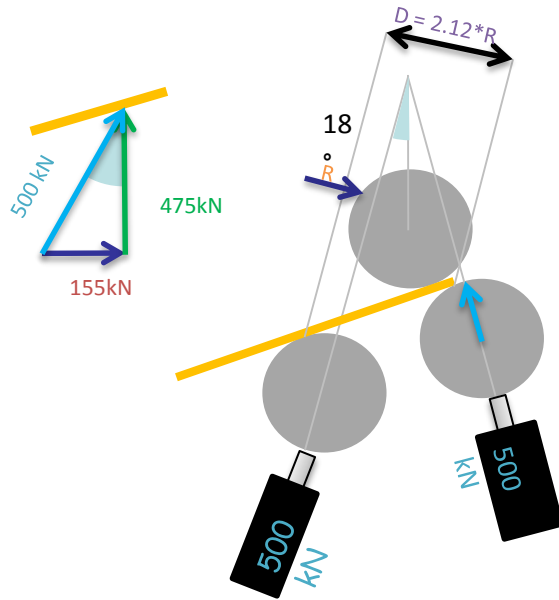
- 3 Rolls driven
- No risk of lamination
- More powerful pre bending
- High distance between rolls
 - High profile bending possibilities
- Possibility of rolling fragile material without damages:
 - Composite material
 - Coated material, ...
- Best for cones
- Best for calibration with no damage on welding line



- 2 Rolls driven (Picot=4rolls)
- Risk of lamination
- Pre bending with losses
- Small distance between rolls
 - No profile to be rolled
- No fragile material only can be rolled
- Cones not easy
- Can damage welding line

4 rolls Picot allows all

Prebending 3 & 4 Rolls

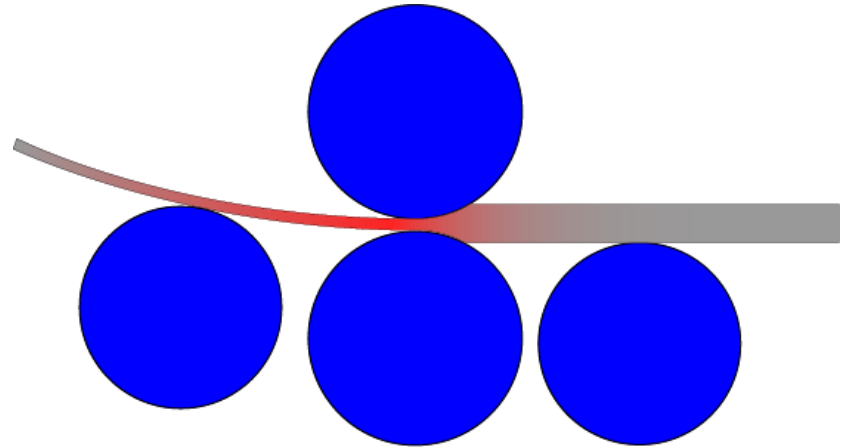
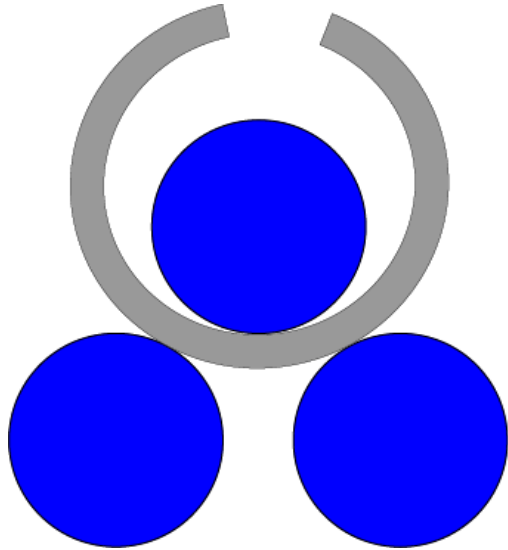


Ø Rolls : 460 mm ==> Ø Parts : 496 mm

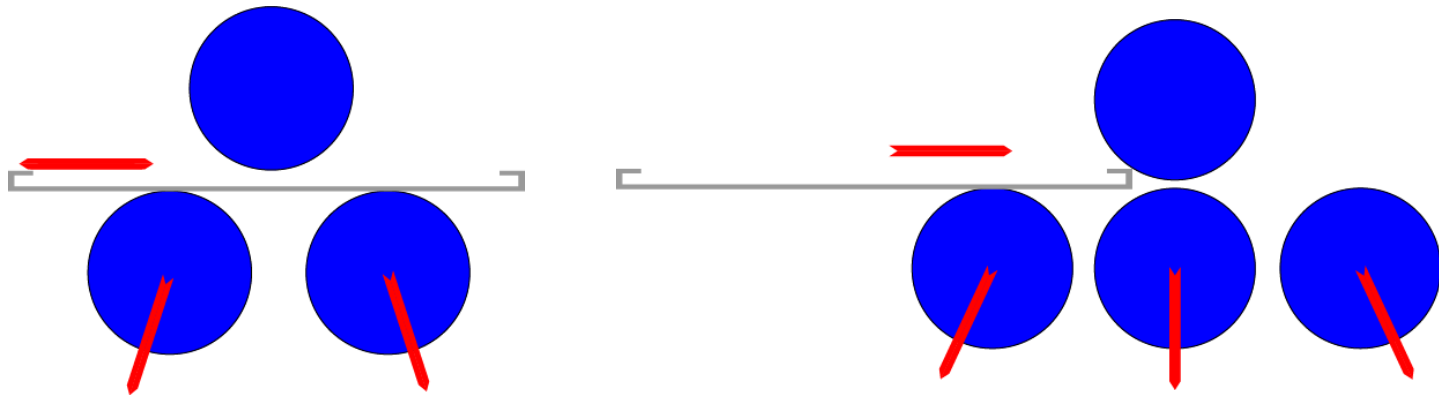


3 rolls offers +15% power

Risk of lamination – 4 Rolls

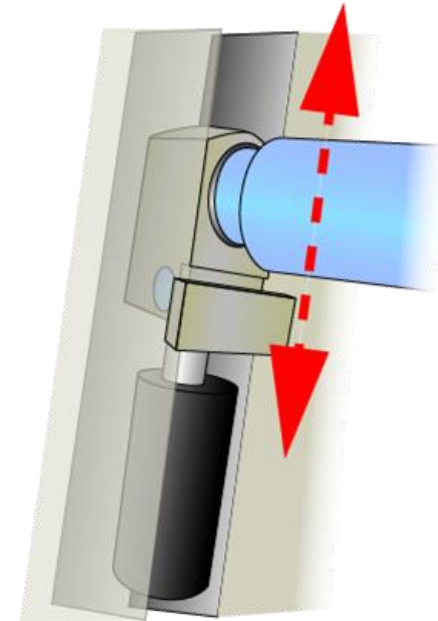
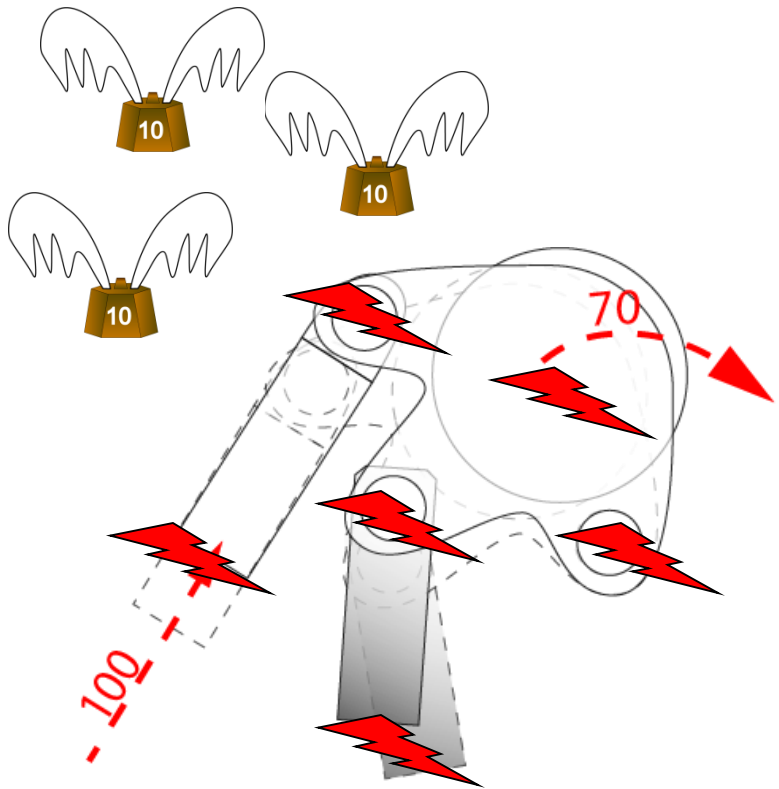


Distance between rolls



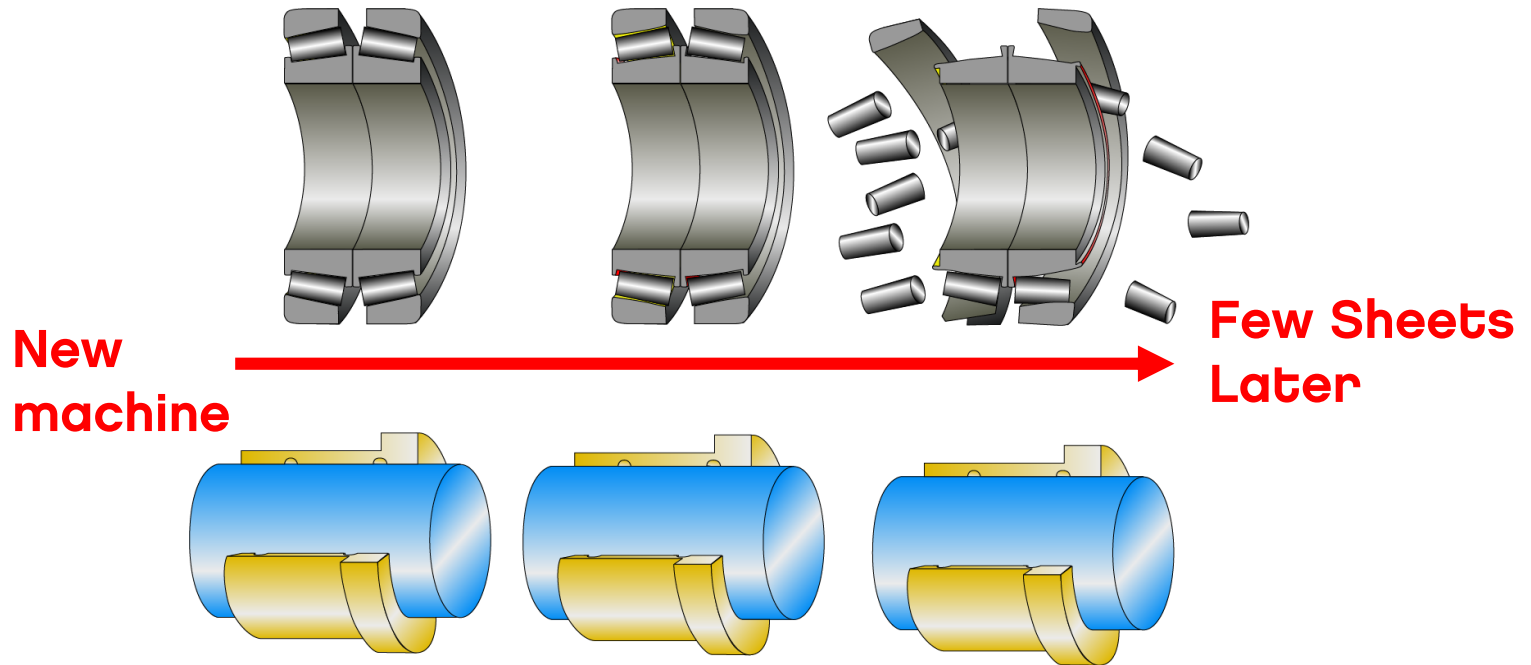
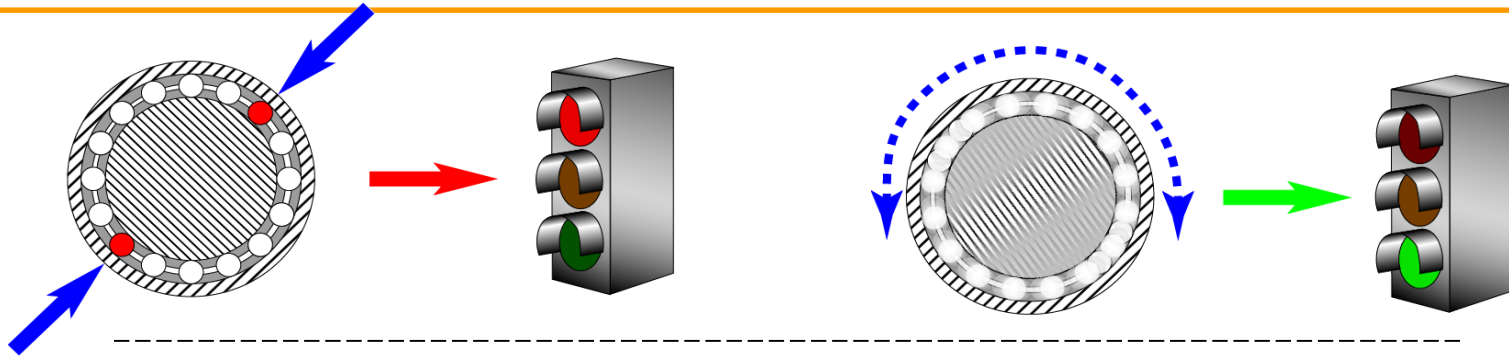
3 rolls allow profile bending

Technology choice (1) – Slide guide



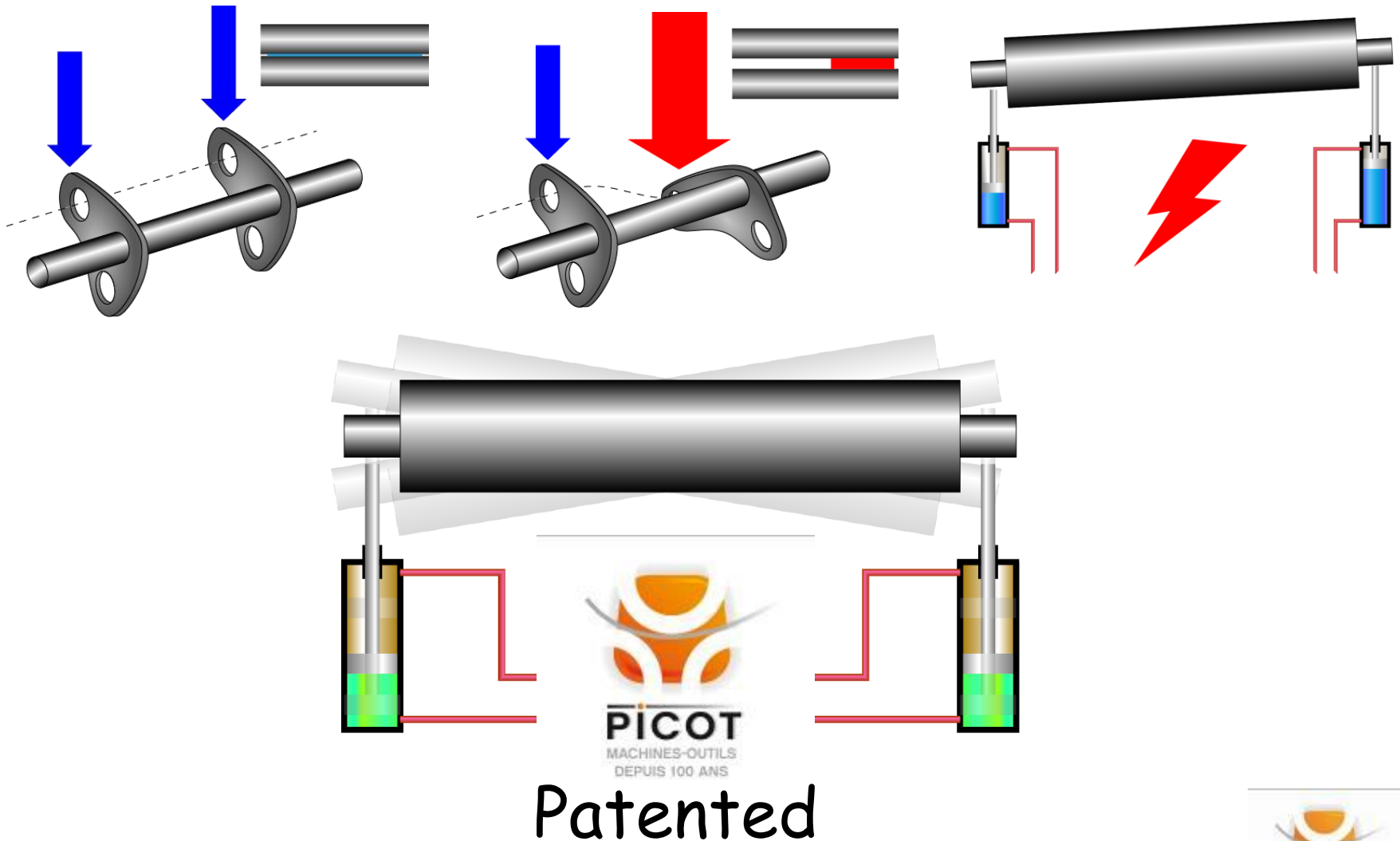
No wear – No Losses

Technology choice (2)- Brass Bearing

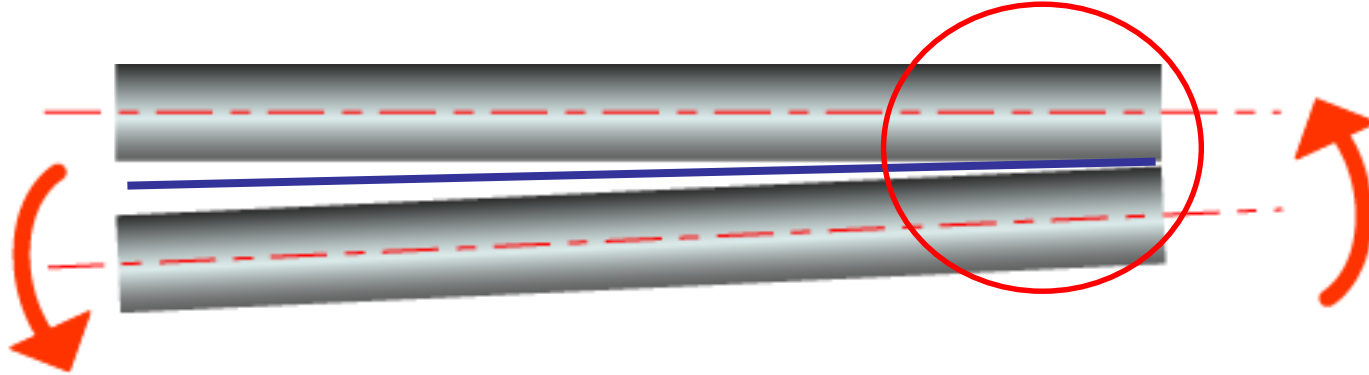


No wear – no maintenance

Technology choice (3)- synchronization



Technology choice (4)- Cone rolling



Loss of power on 4 roll bending machines if only 2 rolls driven

Thank you for your attention!!!

