

MATIC INTERVIEW



**Giorgio Grando, Managing
Partner - ABS Group**

SEPTEMBER 29TH, 2020



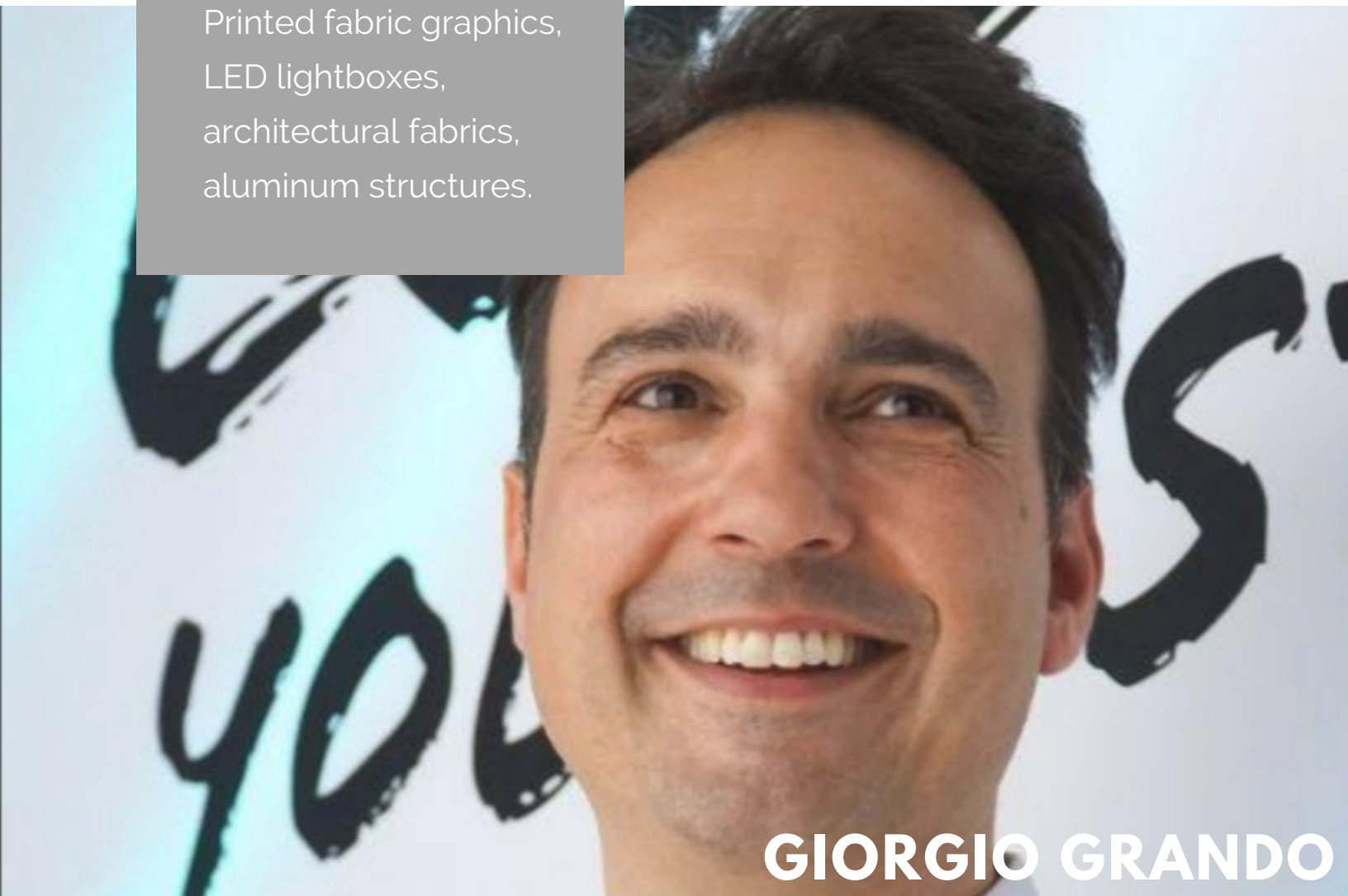
THE FABRIC OF A LASTING PARTNERSHIP.

BY CHRISTINA LEFEBVRE

Company Bio

- Name: ABS Group
- Established since: 2007
- Treviso, Italy
- 40 employees
- Products Manufactured:
Printed fabric graphics,
LED lightboxes,
architectural fabrics,
aluminum structures.

In this series of articles, Matic wishes to put the spotlight on different partnerships and get insights to what being part of the Matic Family means.



GIORGIO GRANDO

Since 2007, ABS Group has been operating a dye sublimation print operation in Treviso, Italy. They chose to “believe in fabric”, over the ever-present plastic printing materials, because its characteristics are in line with the company’s vision. ABS Group is sensitive to ecological needs and they pay attention to the environment in every choice they make.

ABS Group now has a workforce of 40 people working daily to operate fabric printers and other equipment related to building fabric frames like LED Lightboxes, aluminum structures and architectural fabrics.

They recently added some Matic Machines, as part of strategic and targeted investments, with the objective of improving their workflow, optimize their production processes and expand their range of services. Adding some of the latest technologies to their arsenal, including Matic’s Helios Plus Laser Cutter and Cronos Sewing System, meant speed, accuracy, and reliability.

Mr. Giorgio Grando, managing partner, R&D and Brand Product Manager at ABS, was kind enough to answer some of our questions for this interview.



**"WE USE 50% OF THE
LASER'S CAPACITY,
AND OUR CUTTING
PRODUCTIVITY
IMPROVED BY 85%"**

Matic: Which Matic machine did you purchase and what were the decisive factors?

Giorgio, ABS: We implemented the Helios Plus 3m Laser Cutter and the Cronos-Basic Automatic Sewing system. We chose Matic because of the quality of construction, high level of efficiency, a well-organized set-up for a local partner and last but not least: Manuel Kalt (Sales Manager at Matic). He is empathetic and looks for a long partnership, not just a sell.

Matic: How was your experience working with Matic for the first time?

Giorgio, ABS: We originally met at Fespa (tradeshow in the graphics printing industry) and we had a good feeling with Matic compared to other competitors.

The installation of the machines was fine and went smoothly, training was OK. After the first period of using the machine, we would like to get an advanced training for fine tuning and to use 100% of the potential of the equipment. Duncan (Matic's software and development engineer) is great, we did receive great support from him for software and hardware problems.

Matic: How has your Matic Machine improved your production, or impacted your company?

Giorgio, ABS: With the Helios Laser Cutter, our productivity is improved by 85% and with the Cronos Sewing System, it improved by 35%. We did see a reduction in overtime for production employees and a reduction of downtime for change overs and maintenance. These machines also helped to put less responsibility on a key employee thanks to their automatic process and their reliability.

Matic: What would be your message to other companies considering equipment purchases?

Giorgio, ABS Do not buy the machines – please come to ABS and be our customer! On a serious note, both pieces of equipment are well thought and reliable. They do what they promised, and this is an easy but very important milestone.

Grazie Giorgio
for the
interview, and
for our newly
developed
partnership.