

# Not enough welders? Orders must be rejected?

## Alarming facts ...

- **75 %** of companies have difficulties in finding skilled workers.
- **53 %** of them are welders.
- **27 %** of them are welding engineers.
- For this reason, **42 %** of the companies can only partially or not at all execute orders.

Source: DVS – German association for welding and allied processes

**The solution!**  
**Welding with the cobot –**  
**easier than you think!**  
**... and easily save up to 75 % costs directly!**

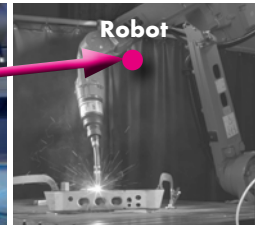
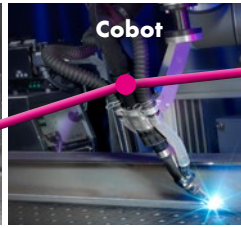
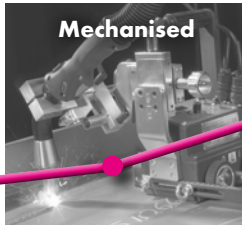
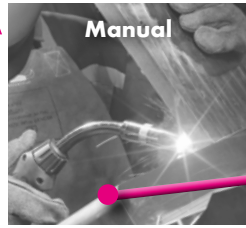


# Efficient and flexible at the same time!

## Your benefit:

- Higher profitability
- Consistent quality
- Relief of employees

Economic efficiency ↑



## 5 reasons, why welding with a cobot is the right decision!

1

### Economical:

Saves up to **60 % time & 75 % costs!**

2

### Flexible:

Pays off even with small batch sizes! Versatile use!

3

### Reliable:

Once set up, it works 24/7 with constant quality!

4

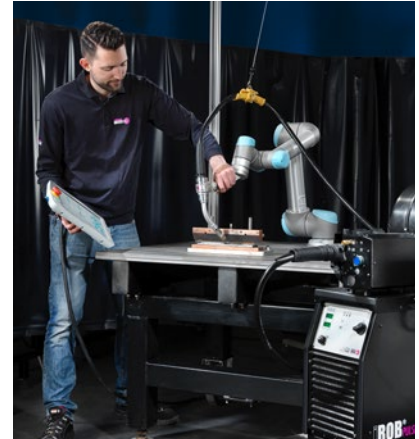
### Cooperative:

Supports and relieves the qualified welding specialist! No ifs and buts!

5

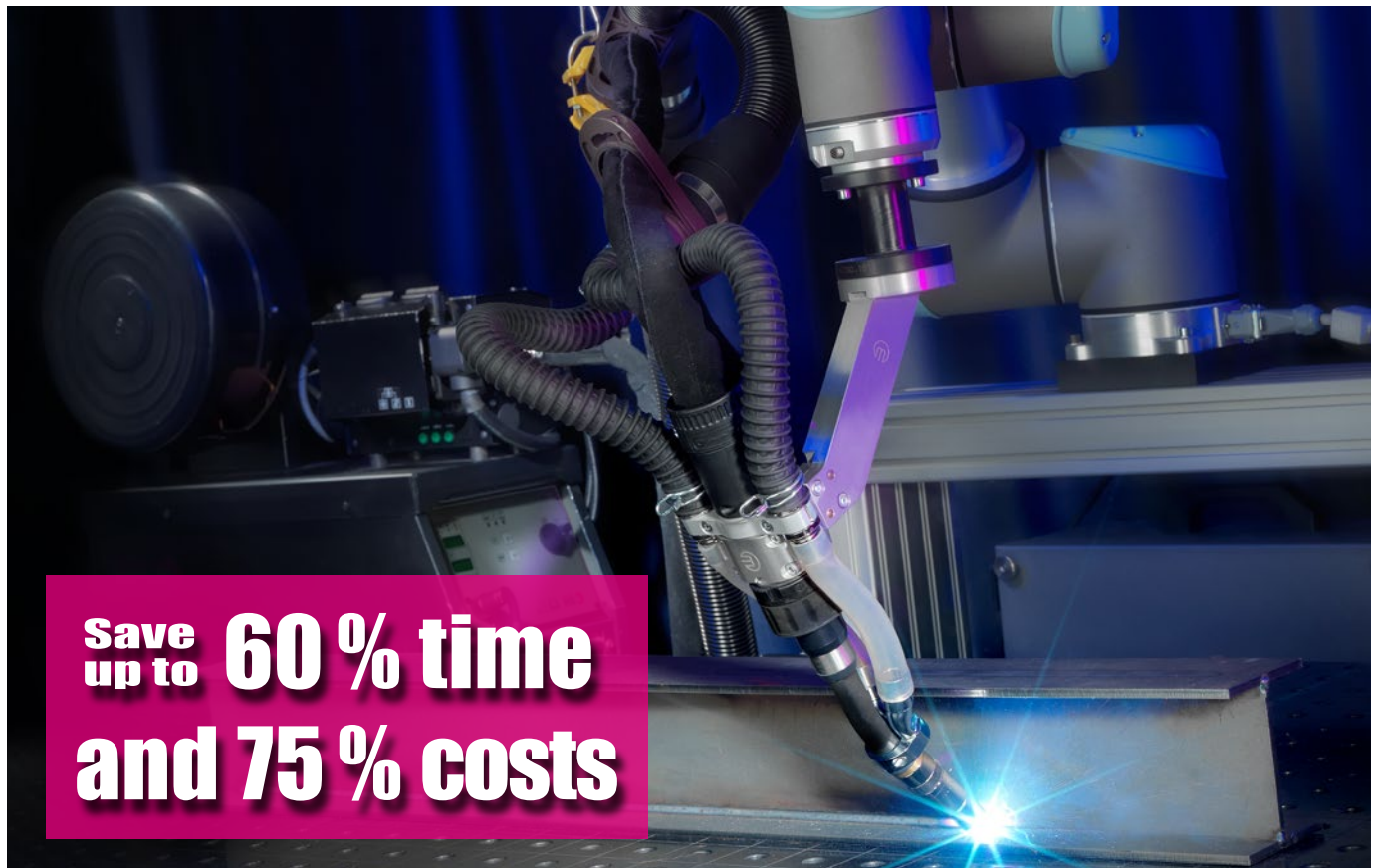
### Easy:

Integration in production and operation is easier than expected!



# Increase profitability!

**With cobot solutions from ABICOR BINZEL – easier than you think!**



Save  
up to **60 % time**  
and **75 % costs**



# Convincing result!

## Cobot welding vs. manual welding



### General information on the test set-up:

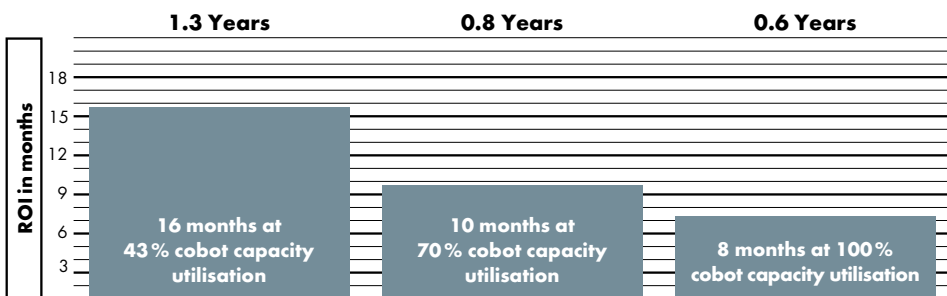
Process	MIG/MAG
Welding wire	1.2 mm (solid wire G3Si1)
Material	S355
Diameter	25 cm
Wall thickness	4 mm
Welding position	PB
Batch size	800 pieces
Working hours per day	8 h (in operation)

		Manual	Cobot
Parameters	Voltage	V	30
	Amperage	A	280
	Welding speed	cm/min	30
	Seam length per piece	cm	80
Unit costs	Arc on time	min	2.67
	Duty cycle	%	30
	Labour costs per hour	€/h	40.00
	<b>Total time</b>	min	<b>8.89</b>
	<b>Total costs</b>	€	<b>5.93</b>

\*25 € labour costs. A single machine operator is sufficient during operation.

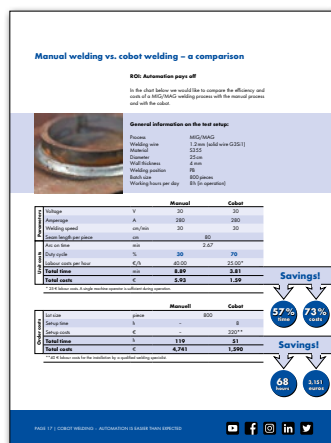
		Manual	Cobot
Order costs	Lot size	piece	800
	Set-up time	h	8
	Set-up costs	€	320**
	<b>Total time</b>	h	<b>119</b>
	<b>Total costs</b>	€	<b>4,741</b>

\*\* 40 € labour costs for the installation by a qualified welding specialist.



## E-book

»Cobot welding – Automation is easier than expected«



To download the e-book, simply scan the QR code below.



You can find the return on investment (ROI) calculation and much more interesting information about the cobot in the e-book »Cobot welding – Automation is easier than expected«.

ROI

Savings!

57%  
time

73%  
costs

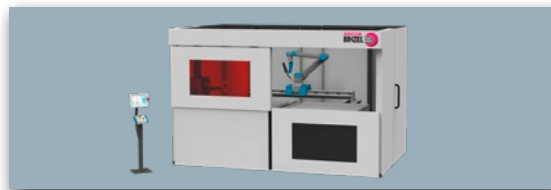
Savings!

68  
hours

3,151  
euros

# Start now!

## Step-by-step into the world of automation with ABICOR BINZEL

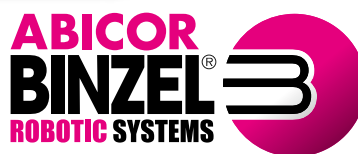
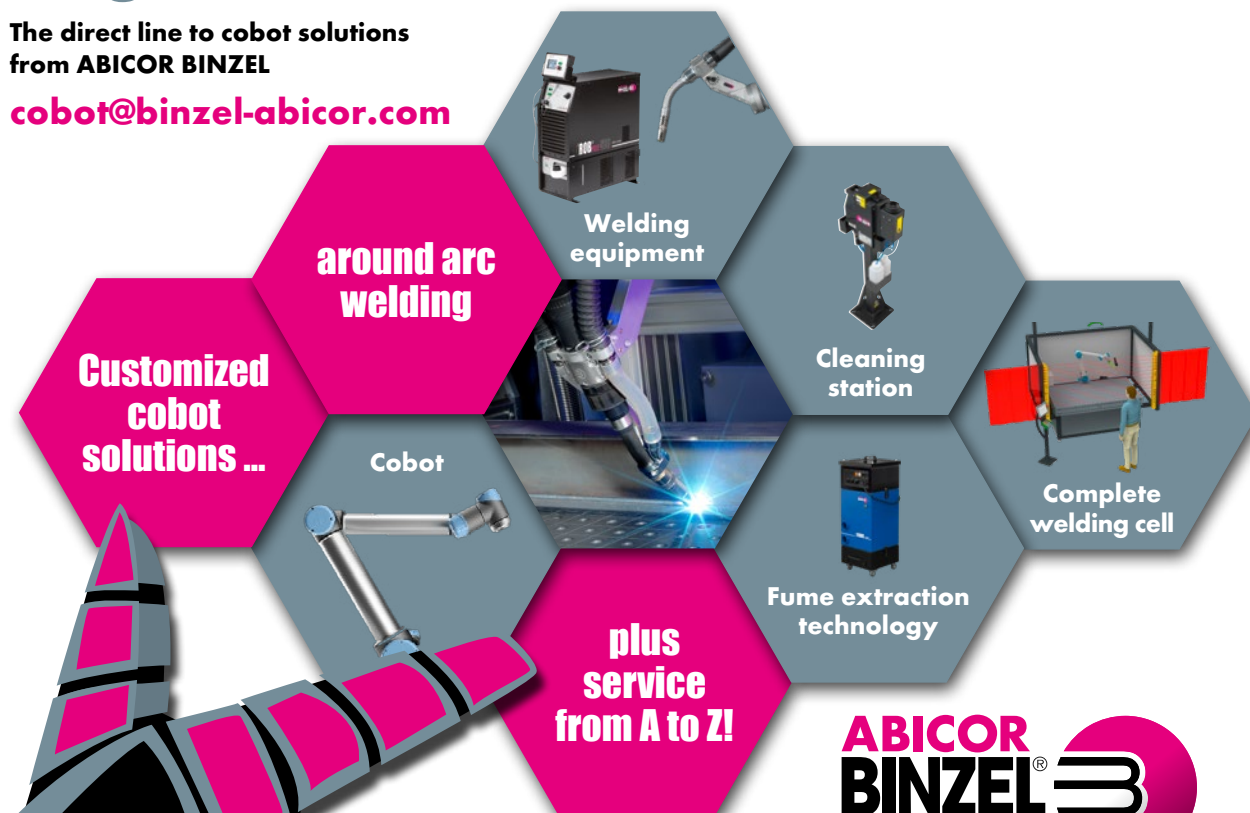


Use our ITC »Innovation and Technology Center« for test welding of your components.  
Fix a date now!

## Your individual starter package – from a single source!

The direct line to cobot solutions  
from ABICOR BINZEL

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