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## Systemair - Twenty Years with Shear Genius®

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Celebrating forty years of industrial activity this year (2014), the Sweden-based Systemair is one of the leading ventilation companies in the world with operations in 45 countries, 4,100 employees and annual sales in excess of 500 million euro. The company is listed on the NASDAQ OMX Nordic Exchange and headed by **Gerald Engström**, one of the founders and group CEO. The Group heads for further expansion through organic growth as well as acquisitions.

Systemair manufactures and markets high-quality ventilation products. The portfolio comprises a wide range of energy efficient fans, air handling units, air distribution products, chillers, air curtains and heating products. The extensive product range has been and is a key-element in the Systemair success story.

### Systemair and Prima Power

For half of its corporate existence Systemair has cooperated with Prima Power in manufacturing technology. The first punching - shearing cell Shear Genius® with automatic stacking was delivered to Systemair Denmark (previously Danvent A/S) in 1994, remembers **Johnny Nielsen**, Production Development Responsible at Systemair.



Major steps towards higher automation level and further utilization of integrated shear technology were taken in Sweden five years later on the replacement of several stand-alone machines by Night Train FMS® featuring Shear Genius® cells with servo-electric punching; at the time they still bore the FINN-POWER brand. Over the following years, close cooperation continued with new investments, machine transfers, service and training.

### Recently and now

In 2011 Systemair was looking for possibilities to replace the first Shear Genius® units and to refurbish existing Night Train system, and Prima Power with its Sweden based dealer Din Maskin AB, was able to propose the newly-introduced fully servo-electric SG cell.

“Part quality is one good factor of integrated punching and shearing”, Nielsen says. “We get good edge quality for our assembly.”

“In production, the accuracy of forming and extrusions has also proven far superior to what we used to get from hydraulic machines. This is also important for us.”

More Shear Genius® installations have been made since in Group factories, and Jonny Nielsen lists some further reasons for staying true to the concept.

“We need stand-alone and system capacity and the SG’s give us both. Environmental issues are important, and coming down from the earlier 3 x 32 kW to 3 x 5 kW is also good for the electricity bill.”

“Servo-electric machines have proven reliable, and since there is no hydraulic unit, static background noise is much lower.”



## Single CAM solution

In the past, Systemair used two parallel CAM systems, the Prima Power NC Express and a generic product; now focus is towards NC Express. According to Nielsen “It is of course slightly different from generic CAM solution and takes some learning, but it gives us many benefits such as nesting for coil and auto-destruct of skeletons. Operators no longer have to handle skeletons, now it’s a simple matter of emptying bins when needed.”

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