

## «We produce the automation modules where we sell them»

**The IAR Group, formed last autumn, is launching two of its Swiss-developed automation modules in the USA and Portugal. According to the motto "Think Globally, Act Locally", the modules are produced where they are sold. The IAR Group is thus taking an important step towards the announced utilization of synergy potentials of the three group companies.**

"I am very pleased that we can now launch two of our automation modules developed in Switzerland on the market in the USA and Portugal," says Sébastien Perroud, CEO of the IAR Group. Specifically, this concerns the automation solutions "Bachmann MovingDevice" (BMD) and "Bachmann LoadingStation" (BLS) developed by Bachmann Engineering AG in Zofingen, both of which are mainly used in the area of fully automatic loading of CNC machines, assembly stations and production plants.

### **Sustainable approach and proven sales structures**

In accordance with the motto "Think Globally, Act Locally", the two automation modules are produced and sold by the respective group company of the IAR Group in the USA (Automation Specialist Services LLC) and in Portugal (Zeugma S.A.). Perroud: "This approach is not only sustainable and contemporary, but it also enables a transfer of know-how to the group companies and allows us to sell self-developed products in new geographical markets." This can be based on proven sales structures and established local marketing networks.

### **Individually configurable and flexible**

Both the BMD and the BLS are characterized by a small footprint, individual configurability, ease of operation and – thanks to castors and the QuickLock coupling system – flexibility in use. The two automation modules are especially suitable for the collaborative robots (so-called cobots) from Universal Robots; however, other robots can also be integrated. While the BMD is available in 6 basic versions, the BLS has an automatic palletizer with a maximum of 10 ¼-euro pallet spaces, which significantly increases the autonomy of the system.

### **Great potential for sophisticated automation modules**

Sébastien Perroud is convinced that there will be increased demand worldwide for automation systems for feeding machines in the coming years. "The shortage of skilled workers and cost pressures are forcing many companies to look for creative solutions - the use of well-designed, easy-to-use automation modules is an obvious choice." For the IAR Group, he therefore sees great potential that can be exploited through increased cooperation between the group members: "We are active in a growth market and can serve it with innovative, scalable and adaptable automation solutions."

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**IAR Group** is an international group of three successful companies operating in the field of industrial automation and robotics. Based in Switzerland, the IAR Group includes the following operating entities: Automation Specialist Services LLC in the USA, Bachmann Engineering AG in Switzerland and Zeugma S.A. in Portugal. Further information: [www.iargroup.com](http://www.iargroup.com)

**Automation Specialist Services LLC**, based in Huntley (Illinois, USA), is a national leader in custom automation machinery design, development and manufacturing. Automation Specialist Services focuses on innovative solutions with smart, elegant design as well as on process and cost efficiency. Further information: [www.automationspecialistservices.com](http://www.automationspecialistservices.com)

**Bachmann Engineering AG**, based in Zofingen (Switzerland), builds customized turnkey robot and automation systems. The company can look back on around 45 years of experience in special machine construction as well as 10 years of experience in collaborative robotics and more than 500 installed systems with UR-Cobots. Bachmann Engineering AG is considered the Swiss market leader in collaborative robotics. Further information: [www.bachmann-ag.com](http://www.bachmann-ag.com)

**Zeugma S.A.**, based in Mafra (Portugal), is a global supplier of customized industrial solutions. These include industrial machinery, equipment, systems and services in the fields of automation, process control, industrial robotics, industrial information technologies and mechanical engineering. The company has a special focus on packaging solutions. Further information: [www.zeugma.pt](http://www.zeugma.pt)

**Contact:** Sébastien Perroud, CEO IAR Group, [info@iargroup.com](mailto:info@iargroup.com), Tel. +41 (0)62 745 23 23