

# continuouscasting.com

## Rautomead goes for Globe with innovative Oxygen-free Copper Wire Casting Technology

*Since its formation in the late nineteen seventies, Rautomead International Ltd has become a leading specialist in the design and manufacture of continuous casting equipment for processing non-ferrous metals.*

### CONTENTS

#### STOP PRESS...PAGE 6

##### PAGE 2 & 3

###### Global Service

*Provides key for Rautomead's continued success.*

##### PAGE 4

###### Raising the Temperature Preheat Oven options.

##### PAGE 5

###### By Georgia -

###### What a Success

*Interwire Exhibition review.*

###### Consistent Quality

*Interwire 2001 in Atlanta, Georgia (USA) proved a resounding success for Rautomead.*

##### PAGE 6

###### The only way is Up for Elektroppar of Sweden.

###### Wire Singapore 2001

*The All-Asia Wire & Cable Trade Fair.*

##### PAGE 7

###### Graphite Furnace Technology

*Fewer wire breaks with Rautomead's system.*

##### PAGE 8

###### Never before has casting been so...

*Rautomead equipment makes use of high-grade graphite.*

###### All Part of the Service

*Follow-on training taking place on site by the commissioning engineer.*



Today, with 90% of product destined for export, machine installations in over 40 countries, and a carefully selected network of sales agents operating worldwide, the company can proudly claim to be a true world leader in the design, construction

and sale of specialised continuous casting equipment for the production of oxygen-free copper wire rod for the global wire and cable industry.

This success, however, is not simply down to an ethos of continuous improvement and

innovation in casting technology, it also stems from Rautomead's uncompromising commitment to customer care.

For full details of the Rautomead service, turn over...

### Moisture in the cathode feedstock?

## THE PRE-HEAT IS ON!

Cathode quality has always been a major factor in the production of consistent, oxygen-free copper rod products.

Depending upon certain climate conditions and methods of storage, surface moisture can result in "wet" cathodes being fed into casting machines - with the associated risk of hydrogen entrapment affecting safety in operation.

Through the introduction of a new Preheat Oven option for their highly successful RS upwards-vertical copper rod casting machines, Rautomead now offers a highly cost-effective solution to problems created by moisture in the feedstock.

*For full story, turn to page 2.*

# Global Service provides key for

From its headquarters in Dundee, Scotland, Rautomead proudly services customers across the world, providing Continuous Casting equipment that converts copper cathode sheets into 8mm diameter redraw rod by a process of melting, holding, coiling and cooling. The company's vast experience in Graphite Crucible and Electrical Resistance Heating is being found to offer significant quality benefits and savings for customers in the USA, Chile, UK, Belgium, Germany, Iran, Sudan, Malaysia, Taiwan, Japan, Australia - and more recently, both Sweden and Italy.

And the key to this international success? The highest level of organisation, and totally dedicated personnel who embrace a multitude of languages, cultures and business practices.

## GLOBAL SERVICE

Although many Rautomead Customers meet their client service obligations locally by using manufacturer-provided specifications, the company also provides vital comprehensive training in machine operation and maintenance for personnel who may be unfamiliar with handling molten metal. This attention to detail - combined with efficient plant, delivery, installation, start-up programmes has led to highly professional, efficient performance with very real cost savings.



a Rautomead engineer will make a visit to the customers factory to discuss the details for services required and site preparation to ensure that everything is in place by the time the equipment is delivered.

## Ordering process

*A detailed technical specification is drawn up*

The ordering process begins with the plant specification based on a Rautomead quotation. Often the final details are discussed and agreed during a visit to Rautomead by the customers Project Manager and Engineers. Soon after contract details are finalised and the downpayment received,

Prior to commissioning,  
every new machine is fully tested

## Plant functionality

Following manufacture, each casting machine is fully assembled and molten-metal tested prior to shipment. A comprehensive checklist, covering all aspects of operation is also completed.

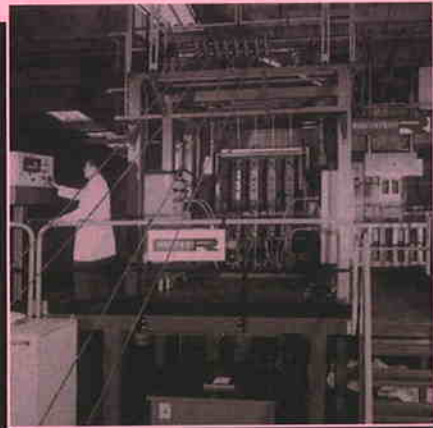


# Rautomead's continued success.

## Comprehensive training on site or at Dundee

### *Thorough training*

Towards the end of the build period, customers' engineers, undergo comprehensive training at Dundee. They are also made familiar with a detailed, bespoke "user manual" that was prepared during machine manufacture and covers all aspects of machine operation and maintenance.



## Commissioning engineer remains on site for up to 8 weeks

### *Commissioning time*

Typically, commissioning on site can take up to eight weeks. A commissioning engineer remains on site for this period. A software engineer usually visits for one week to complete programming process. And a full pass-off test is then completed, followed by hand-over.

## Thorough "cold" furnace inspection after 6 months of use

### *Post commissioning*

After commissioning, a Rautomead Customer Services Supervisor takes over as key point of liaison. A Customer Service Engineer visits the customer to establish on-going links and deal with specific technical matters. And after six months continuous operation, the Customer Services Engineer will complete a thorough "cold" inspection of the furnace.



## Routine spares for immediate despatch

### *Long-term service*

As part of its commitment to providing long-term service, Rautomead gives continuous technical support from bases in Dundee and Malaysia. Routine spares are available for next day airfreight. And an emergency engineer can be sent to any site worldwide within 3 days. Every customer also receives a visit from a Rautomead representative at least every six months.