FSE Finished Structural Elements
A top quality, low cost service

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The FSE service is Manni Sipre’s latest innovation. The service was created to satisfy market demand to abate the cost of metallic constructions and to make the steel division more competitive following the economic crisis, which was made more serious by the volatile prices of raw materials.

To respond to this requirement, Manni Sipre created the Finished Structural Elements Division (FSE), to the advantage of clientele that needed a more complete and ready to assemble product at previously established prices. The main objective is to reduce costs throughout the chain of metallic construction, simplifying management and reducing times and risks in realisation. The use of this service will allow construction companies to free up resources, which can be conferred to more profitable areas, such as enlarging their markets and products, design innovation and coordination of all other phases of construction.

The level of innovation of the FSE project is such as to redefine the concept of the “Steel Services Centre” in the synergetic integration of products of other Group companies. In particular, this has involved the associate company Isopan SpA, a European leader in the sector of production and distribution of insulated panels for roofing and walls in civil and industrial constructions. Additionally, on the strength of the engineering resources in the Group, Manni Sipre is ready, willing and able to support the design choices of its Customers, suggesting the use of various materials and production technologies.

The purpose of the FSE Project is to favour integration with the Customer, in order to meet market challenges together. Manni Sipre has always been a source of innovation and proposes its services as a constant multiplier of opportunities and value for its Customers.

How can costs be reduced, while quality is guaranteed? Manni Sipre responds with Finished Structural Elements

The 10 advantages for Customers

1. The possibility to compete on large contracts, independently of the company’s dimensions.
2. Flexibility and increased production capacity.
3. Better use and allocation of internal resources, for development of new markets and opportunities.
4. Simplification in the operational management of works.
5. Definite production costs.
6. Abatement of fixed costs.
7. Reduction of logistical costs.
8. Reduction of the risk of variations in raw materials prices.
10. Reduction of the difference between encashment and payment times.

EXAMPLES OF THE FSE SERVICE:

HAUSER CARNI - Mezzocorona - Trento
Customer: Edicosa edilizia industrializzata costruzioni servizi.
Materials: the structure consists of IPE 400 columns and beams with welded plates at the extremities. The network of trusses consists of punch cut and marked corner pieces, joined by punch cut plates. All of the material, supplied by Manni Sipre, is hot galvanized. The roof is made of Isopan ISODECK type panels having a thickness of 50 mm, with a false ceiling in LG 40 type corrugated sheet metal.

Rendering project for doubling of the Panama Canal: thanks to the Manni Sipre FSE service, the customer, ICM, was awarded a contract of worldwide importance. Manni Sipre supplied the carpentry works relative to the crushing plants.