

## Engineering, the other side of Catas

Annamaria Franz, Tiziano Vecellio

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Sometimes it takes the right idea to start again. So why not combine radical innovation for design with effective marketing in a single (modest) investment? If you come to Catas it's because you care about checking the performance of your products. This is why you rely on the expertise of our technicians. But why not take a step further and bring the laboratory into your company? You will always have a small Catas, where every day you can test all the ideas that your design office will be able to conceive. **Free of charge.** Many manufacturers are already doing this.

You can start with one or two machines, those which perform the most crucial tests for your product. For example, producers of seats for the European market usually start with an equipment for the seat/back fatigue according to EN 1728; if you are also interested in the United States, you could opt for a machine

that performs static loads both according to ANSI/BIFMA X5.1 and according to EN 1728. Each manufacturer knows the critical test on which he does not want to see his products fail.

Once the equipment has been chosen, it will be sufficient to cut out a small portion of space, better if in an environment not subject to changes in temperature and humidity, supply it with electricity and compressed air (usually) and dedicate the attention of your technician to it: you don't need a graduate but it will take a person with a critical thinking. We do the rest. You will have machines that are the same as those used by an accredited, industry-leading laboratory. Safe machines, in use for years, and which we have already supplied to the main European laboratories and manufacturers. We will take care of training your staff on the correct way of carrying out the tests, carrying out the necessary maintenance and periodic verification of the calibration status. Since we also use them, we will be able to give you all the assistance in advance in case of changes related to any standardization updates.

If Catas is the personal trainer who prepares your products for the global competition, why not build a home gym and start training on your own? Obviously there are advantages for us too: we know that you will continue to come here, maybe every now and then, to have the official accredited test reports, but you will become a more competent and prepared interlocutor. Since we make you speak directly to our technicians, we care.

In the end, we left the secondary advantage, but which in our experience is actually the real strength of the whole operation: the impact on your marketing. An internal laboratory is certainly not an independent third party, but you make a great step forward showing to your visiting customers the testing machines intent on stress and fatigue tests (even if you would not be the first to do it, a Swedish company has already done it and exhibits its machines directly in stores...).

Video on board, time lapse, virtual tours ... marketing creatives will have the right idea to communicate that you really care about making safe and resistant products. You test them day and night.



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## The CMD (Chair Measuring Device)

*This focus is only for manufacturers of office work chairs.*

*A completely new method to detect its functional dimensions is about to start, together with the European standard being published. As is known, this method involves the use of a special instrument, a sort of manikin with which to perform the measurements, developed by experts worldwide. It's called Chair Measuring Device, CMD for friends. It is not easy to use it, but once learned, it provides repeatable data and encloses all measurements in one instrument. Furthermore, it is possible to ask Catas to receive a set of four "sample" chairs that have already been measured by fifteen international laboratories and compare their results with their own, to qualify (we are completing a European inter-laboratory circuit on this method of measure, the results will be published at the end of the year). Have you already guessed who is the main European manufacturer of this instrument? Laboratories in seven European countries have already purchased it and companies are starting to buy it. The cost is that of a small stand at a trade fair.*



### For info:

Annamaria Franz  
+39 0432 747241  
franz@catas.com

Tiziano Vecellio  
+39 0432 747228  
vecellio@catas.com

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