

Press Release

TRUMPF



TRUMPF Group
Business Field Machine Tools
Press and Public Relations

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TRUMPF GmbH + Co. KG
P.O. Box 14 50
71252 Ditzingen
Germany

Well-rounded affair with a promising future

Lorenz Lingemann: From a classical trader to a renowned problem solver when it comes to tubing and their initial machining

Anke Roser
Phone +49 (0) 7156 303-30428
Fax +49 (0) 7156 303-36115
Anke.Roser@de.trumpf.com

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Lorenz Lingemann followed developments in the tube laser for more than a year – right through to the 2006 Tube trade show in Düsseldorf, Germany. There he examined a TRUMPF laser tube processing center, listened to the sales pitch – and got out his check book. “I bought a complete package, including training and maintenance,” Lingemann emphasizes. And thus he became a front-runner in the trade. He estimates that he was the first steel dealer to have a laser for processing tubes.

“We see our future in tubes. Not because tubes are particularly trendy and chic raw materials, but rather because we have mastered working with this material and believe in its success.” Since 1986, Lingemann has headed the family firm of the same name, dating back to 1896. He is the family’s fourth generation of management. And today he’s the top dog among steel and tube dealers in the East Westphalian region in western Germany.

But Lingemann is convinced that pure dealing and trading is not the success strategy for the future. “Anyone who just moves goods from point A to point B has no chance of survival. Anyone striving for success will have to set himself apart and offer his customers added value – in the form of a cost-effective solution to the problem.” That’s the realization that



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drives him. And that was why, as early as 1995, he set up an initial processing center. But some of the competitors today also offer sawing, deburring and dressing services. But Lingemann always stays on the ball: "When I see that others are catching up, then I have to act, have to offer something new." His course is clear: offering the customers an all-round, worry-free package deal that make his company a reliable and desirable partner over the long term.

Tubes are very in vogue

That is why, a few years ago, he discovered tubes. "The tube," Lorenz Lingemann says, "is light in weight, actually rather delicate, but nonetheless quite rugged. It is the answer to many an engineering challenge. The tube is a product of our age, predestined for use in lightweight structures."

There's no question that the tube is in line with the times. Manufactured in standard lengths of six meters, it is available in many different qualities, gauges and outside diameters. It's often round, but in many cases is delivered as a profile with an oval, square or rectangular cross-section. Tons of such materials are stored at Lingemann's plant in Bad Oeynhausen, lined up beneath 13 overhead cranes, most of them equipped with electromagnets. All part of the inventory coming to a total of about 10,000 tons and occupying some 12,000 square meters of floor space. Lingemann recently acquired an up-to-date high-rise warehouse with 1,642 storage trays and three output

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stations in order to supply the four sawing machines, the laser cutting machine and, of course, the customers as fast as possible.

Supra-national clientele

For being able to machine his modern products in a modern way, Lingemann went for a TruLaser Tube 5000. He and his team learned a great deal during the acquisition phase. The sales engineers at TRUMPF fully justified why automatic welding seam recognition, for instance, is so necessary. And it quickly became apparent that the automatic LoadMaster unit minimizes operating errors and significantly reduces throughput times.

This investment has long since paid off. The TruLaser Tube 5000 has been in service since the beginning of February 2007 and, after just six weeks, was fully utilized in two-shift operations. Lingemann is eagerly awaiting permission from local authorities to run a third shift. In contrast to the commodity goods delivered by his own vehicle fleet in a radius of about 100 kilometers, he is now reaching customers much further away – throughout Germany and neighboring EU countries.

The tube cutting unit pays for itself, particularly when dealing with demanding assignments. The laser is simply unbeatable whenever it's necessary to process complex contours around the full circumference of the tube. A number of customers

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were persuaded by the profitability estimates, and today they purchase from Lingemann not only semi-finished products but fully-processed components as well.

For more information see www.lingemann-stahl.de



The TRUMPF Group

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