



## First step, big impact

After a quick tour of Schmidt GmbH in Dahlewitz near Berlin, which had gone bankrupt in 2016, Ralf Stirl instantly saw its potential. But it was clear to Stirl from the beginning that he had to fundamentally change the job shop. Therefore the goal of the Brandenburg contract manufacturer was to produce faster and with greater flexibility. The solution: step-by-step adaptation of in-house production to Industry 4.0 standards. Together with Smart Factory experts, all process steps were analyzed and optimization measures initiated. The initial successes? Impressive!



### FBT Feinblechtechnik

[www.feinblechtechnik.de](http://www.feinblechtechnik.de)

From the initial idea and the assembly of individual parts to a series – FBT Feinblechtechnik produces high-quality parts for mechanical engineering, the electrical industry, rail vehicle technology, medical technology, the chemical industry, equipment engineering, as well as appliance, container, and system construction.

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#### INDUSTRY

Mechanical  
engineering

#### NUMBER OF EMPLOYEES

10

#### SITE

Dahlewitz  
(Germany)

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## Challenges

With its machinery in Brandenburg, FBT Feinblechtechnik focuses on laser cut parts, edge parts and welded assemblies made from stainless steel, aluminum, copper and brass of up to 5 mm. In order to be able to respond more flexibly to customer orders and produce more quickly in the future, FBT dared to take the first step towards a Smart Factory - with TRUMPF as their partner.

## Solutions

The Smart Factory experts examine all process steps within the machine shop, starting with the inquiry and order confirmation through to work preparation, programming and dispatch. The first optimization measure at FBT was quickly identified: a new shop layout would ensure an optimal process flow. This "lean management" means designing processes so that they run with as little waste as possible, i.e. cutting transit times or eliminating searching times.



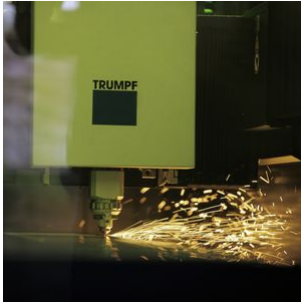
"Step by step to a Smart Factory – working together with TRUMPF as a partner. That is my motto, and we have made a start."

**RALF STIRL**  
FBT FEINBLECHTECHNIK GMBH



## Implementation

TRUMPF consulting focuses on helping people to help themselves. This means that the consultants suggest solutions that they investigate, discuss, further develop and ultimately implement together with the customer. At FBT, machines that no longer match the production profile or were too old were sold to make space. Along the process steps, other machines were installed in a U-shape within the production shop. This immediately enables everything to be optimally located with processes running according to specified standards. The company now completes external cutting in one day instead of 15 by using its new TruLaser 3030 programmed with the TruTops Boost software.



### Forecast

Increasing system consistency is among the next steps that the Smart Factory experts at TRUMPF want to achieve. But FBT does not want to change too much all at once. "Step by step to a Smart Factory – working together with TRUMPF as a partner". That is the company's motto, and the transformation has started.

From the initial idea through to implementation, TRUMPF accompanies you on your path to a Smart Factory. And we know that no two paths are ever the same. That is why our solutions are as individual as you are. Together with our experts, you systematically plan the next steps in your networked sheet metal processing.

