

TRUMPF

MAGAZINE FOR SHEET METAL PROCESSING IN NORTH AMERICA

2/15

Express

SPECIAL
FABTECH BUYERS' GUIDE

STAYING FRESH:

Automation keeps Newdale HB operating smoothly

TRUCKING ALONG:

Dieter's punches out quality truck parts

NEW ROOTS

A year after total destruction, Daiki rebuilt better than ever.



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SPECIAL
FABTECH BUYERS' GUIDE

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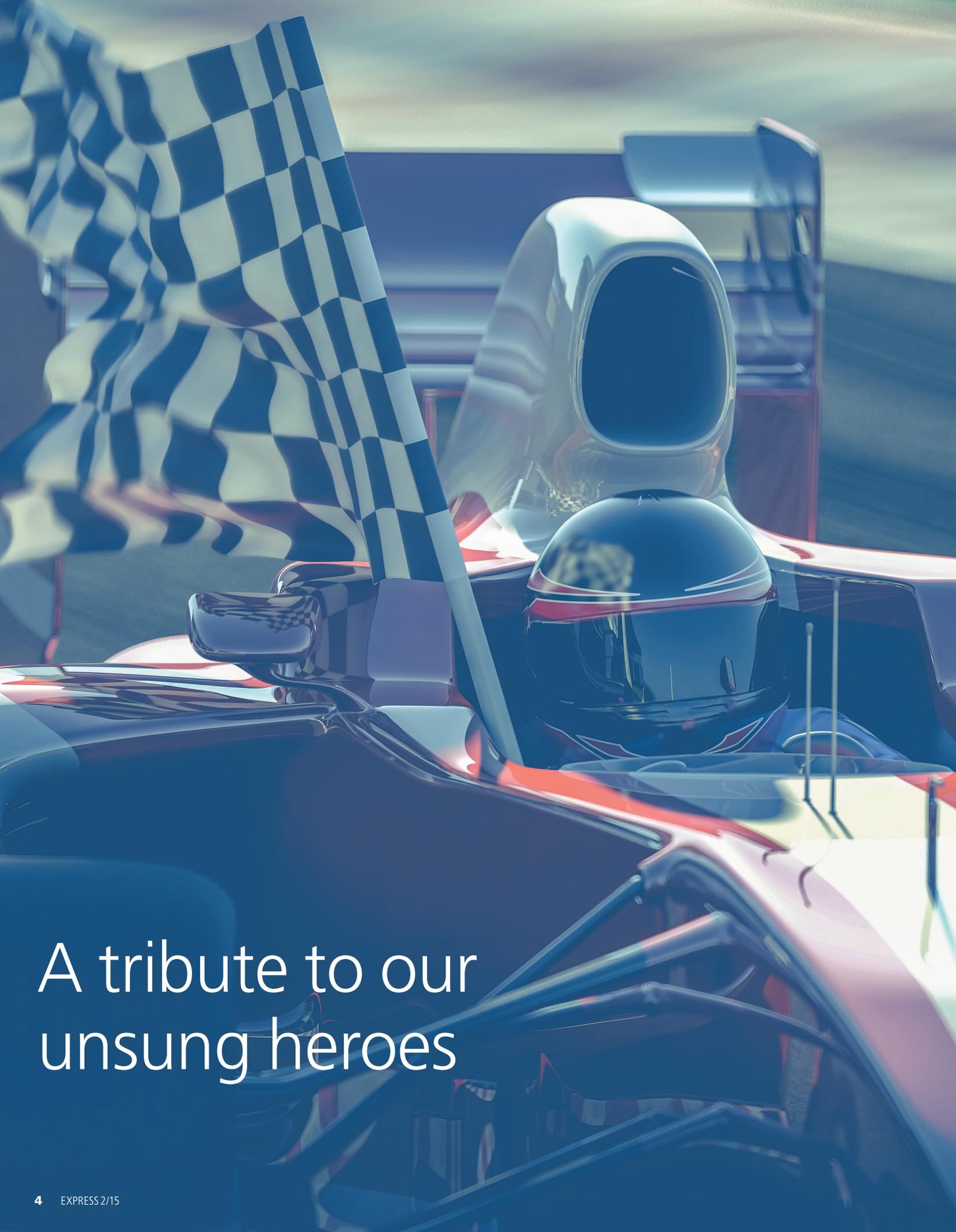
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Destroyed by a tornado, this company recovered, rebuilt and rejuvenated its business in the South.





A tribute to our unsung heroes

In top-level motorsports, a win is often credited to the driver. But to win a race – or even to compete – the driver requires support from a team of specialists who keep the car operating at its prime. The crew chief, pit crew, engineers and spotters provide vital roles yet they are easily overlooked as the driver rides to victory. Synchronized, focused and dedicated, these unsung heroes apply their expertise to prepare the car for the race and resolve problems as they arise. Only when all the elements are fine tuned and working as one will the team meet the high speeds and max performance required for a win.

As with NASCAR, the IndyCar circuit, or Formula One, there are unsung heroes in each of our organizations. These dedicated professionals provide crucial support and enable a system to function at its optimal level. The same is true at TRUMPF. Within our own organization there are many men and women who work in the “pits”, so to speak, to keep your machines, lasers and automation operating at peak performance. With expertise in phone support, diagnostics, training, applications, service and spare parts, they are quick to be called when things go wrong yet do not receive sufficient praise when operations run smoothly. They are crucial to our process and to yours.

So, as the days become shorter and the NASCAR season draws to a close, we take a moment to pay tribute to these unsung heroes. To those at TRUMPF who work behind the scenes, we are thankful for the devotion, commitment, and continued efforts helping our customers achieve maximum performance. We also express gratitude to unsung heroes within our customers’ organizations for the internal support and expertise they provide to enhance productivity from within. We invite you to join us in recognizing these heroes – the men and women who enable success and keep manufacturing on the fast track throughout North America and the world.



A handwritten signature in black ink that reads "Peter Hoecklin". The signature is fluid and cursive, with the first name and last name clearly distinguishable.

Peter Hoecklin,
President and CEO

PANORAMA

Officially known as the Republic of Haiti, there are more than 9 million people living in the country.

9,035,536

“I knew exactly where the tool was headed! It is small but powerful - perfect for the work that needed to be done.”

Loren Lanter,
President and CEO at Brisco Inc.



MEN ANPIL CHAY PA LOU “MANY HANDS MAKE THE LOAD LIGHT”

Every so often, Loren Lanter puts aside his role as President and CEO at Brisco Inc., a full service machine and fabrication shop in Swannanoa, N.C. to serve a higher cause. Working through the organization Mission Haiti Inc., also based in Swannanoa, he supports Phyllis Newby, a missionary who equips pastors throughout Haiti with funding and support. He explains, “The day-to-day focus is on Christian education, but also hunger relief, healthcare, and other basic needs.”

During Loren’s first visit to the village of Saintard in 1993, he formed a strong bond with the people he met, began to learn Creole, and vowed to return. On his most recent trip, Loren served as a guide, translating and navigating for a group from Greeneville, TN as they distributed food to pastors across several communities. He also worked alongside his friends, Benisson Guillaume, Wilgens Brisma (pictured), Meshack Lexima, and Banés Jean on several maintenance projects, including total

replacement of a metal roof on Phyllis’ home.

He also brought along a new friend: the TruTool DD 1010 he won at a TRUMPF event. “I knew exactly where the tool was headed! It is small but powerful - perfect for the work that needed to be done.” Wilgens took charge of the TruTool and the men replaced the entire roof in a day without recharging the battery. “Battery technology has come a long way and TRUMPF has taken decades of expertise and put it into this drill driver. It is an awesome tool.”



FACTS ABOUT HAITI

10,714

The number of square miles that comprise the island, much of which is mountains

80%

The percentage of the Haitian population living in poverty.

The portion of the population living off subsistence farming which is vulnerable to frequent storms that destroy crops and erode land.

2/3

GAME CHANGING

Sheet metal parts can be marked in just seconds, applying a standardized industrial code with a 2D laser cutting machine. The new Dot Matrix Code option available on the TruLaser Series 5000 makes this possible. The identification code is so rugged that it can be read with a standard scanner even if the metal surface is dirty. When programming the part, you determine which information for the sheet metal processing chain should be included in the 2D code (data matrix) comprised of dots. For example, it is possible to incorporate item numbers or bending program identifiers. In this way, components can be clearly identified and traced throughout the entire production process. In addition, processes can be linked to form a chain. When a bending machine operator scans the code, for example, the machine can automatically select the correct bending program. Companies can avoid errors and scrap by using this clear and unequivocal information. Such decentralized

information sources are also an important step along the way to Industry 4.0.

Ready for Industry 4.0:
Components are clearly marked using the optional Dot Matrix Code.



2015 SALES AWARDS

TRUMPF Inc. presented the 2015 sales achievement awards at its annual sales meeting at the TRUMPF Inc. headquarters in Farmington, Conn. The awards were presented by Burke Doar, Senior Vice President of TRUMPF Inc. Braun Machinery Company (Grand Rapids, MI) received the Outstanding Representative Performance Award in recognition of the company's exceptional performance selling TRUMPF products during the past fiscal year. As he presented the award, senior vice president Burke Doar emphasized, "Braun Machinery has represented TRUMPF machine tools for the last five years, and we are pleased to present them, for the first time, with our most distinguished award." Sterling Fabrication Technology (Dallas, TX) was the recipient of the Most Improved Performance Award for its dedicated and successful efforts in increasing sales and its support of TRUMPF products during the past fiscal year.

(L to R) Maren Fleming, Burke Doar, Jim Braun and Dennis Kaminski with the Outstanding Representative Performance Award.



David Gable
of Daiki Corporation
in Adairsville, Georgia.

Rebuilding from Ruins

After a devastating tornado, Daiki Corporation was not defeated by destruction

In 1995, the Japanese company Daiki Corporation planted new roots across the ocean when they opened a subsidiary in the outskirts of Adairsville, Georgia. There was comfort and familiarity in the area, as there are several other Japanese manufacturing companies nearby. Daiki's Technical Manager David Gable joined the company in 1996, the same year production began in the new plant. "We serve primarily the construction and agricultural machinery market," David explains. "We build parts for subassembly that go to our customers for final assembly. Our biggest market is in excavators and farming equipment."

Despite the industry's emergence in recent years, manufacturing has not always been a mainstay of Adairsville. Nestled in the northwest corner of Georgia, the quaint town has a rich history, first as a former Native American settlement and then a bustling railroad hub during the Civil War. It's safe to say there is never much excitement in the small, sleepy town of Adairsville, but on the morning of January 30, 2013, that wasn't the case at all.

A MOMENT OF CHANGE The region was expecting severe thunderstorms and predictions on the news caused everyone to be on alert. Around 11 AM, official tornado warnings were issued for Bartow County, where Adairsville is located. David Gable remembers the day well: "At that point we moved the employees into the safest areas of the building," which were deemed to be the break room and restrooms. "We continued to monitor the situation, and it actually looked like the storm was going to pass," David remembers. A short while later, the National Weather Service cancelled the tornado warnings. Daiki employees believed the danger to be over and some even returned to their work duties.

As it turned out, Adairsville was not yet in the clear. The employees were called back into the safe area, and in a matter of minutes, they found themselves literally watching the storm come straight for their building. "We could see the storm coming out of the southwest. A few of us stood outside, just watching as the tornado came right at us. I've never been more frightened in my entire life," David admits.

As the terrified employees huddled in the bathrooms, the tornado ripped through the building, leaving nothing but absolute destruction in its wake. “The walls just flattened,” David recounts. “The storm took the roof right off, but the sun was shining. It was completely surreal.” Within two minutes, half of the plant had been completely destroyed by the 165 MPH winds. In the aftermath, David and the other Daiki employees were in complete disbelief. “We had to dig our way out of the debris that was everywhere. When we made our way out of the building, I got a look at what had happened...” he pauses, recalling the scene. “I knew we had taken a severe hit, but I never would have imagined the amount of destruction that we suffered.”

Once everyone was accounted for, the bank next door welcomed the displaced Daiki employees into their building to recover from the trauma.

No one in the plant was seriously injured during the storm, though one worker and nine of the town’s residents were treated for minor injuries. Sadly, one local man was killed in his home. Adairsville as a whole saw widespread damage, leaving the town’s residents shocked and distraught.

After assessing the damage, Daiki concluded that the building would need to be razed. Half of the building had been reduced to rubble, and the half that was left standing would be unable to be built upon. The existing plant was demolished and a new building was constructed in its place, reopening in

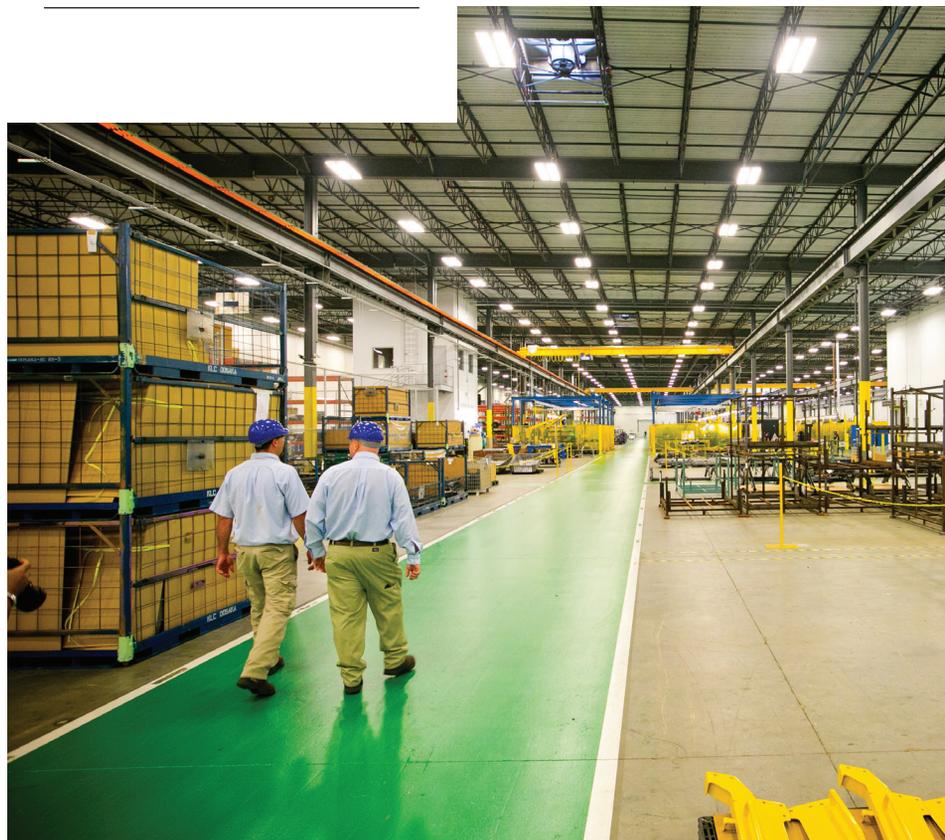
February 2014; almost exactly one year after the devastating tornado. The new facility is a product of lessons learned the hard way. The plant now has more bracing for added stability, and certain sections of the building are specifically reinforced to act as safe areas in the case of another natural disaster.

“The storm took the roof right off, but the sun was shining. It was completely surreal.”

David Gable



Daiki rebuilt a stronger home from lessons learned.



REBUILDING AFTER THE STORM

During reconstruction, the parent company in Japan picked up some of the slack, and Daiki also outsourced some of its work to other local companies. To get production up and running at prior capacity as soon as possible, Daiki had to quickly replace all of the manufacturing equipment that had been lost during the storm. Based on their fabrication needs, TRUMPF machines were a sensible choice. “We were trying to go with one provider if possible,” David says. “We saw a real advantage to buying everything we needed from one company. TRUMPF offered all the equipment we needed, especially the TruLaser 3030 fiber at a price point we liked.”

Daiki had approximately 90 employees

at the time of the tornado, many of whom were unavoidably laid off during the reconstruction of the plant. Once production resumed, Daiki attempted to rehire many of their employees. Today they have approximately 70 people on staff, most of their existing workforce and some new people as well. “We still have the same customers, but business volume certainly went down after the tornado,” David states. “We’re slowly getting back to where we once were. I’d say we’re 70 to 80% of the way there.”

Despite the significant losses they faced, Daiki Corporation found strength in perseverance. The road to recovery has been thorny and long, but the company refuses to give up. “Our morale is good,” David affirms. □

➤ **PLEASE DIRECT YOUR QUESTIONS TO:**

Laser: Mark.Bronski@us.trumpf.com
 Punch: Brian.Welz@us.trumpf.com
 Press brake: Tom.Bailey@us.trumpf.com

A FRESH LOOK

WHO: *Daiki Corporation, Adairsville, Georgia. Founded 1995. www.daiki-usa.com*

WHAT: *Manufactures, undercoats, and paints parts and subassemblies for the construction and agricultural industries*

HOW: *TruLaser 3030 fiber, TruLaser 3030, TruPunch 3000, TruBend 7036, TruBend 5085, 3 x TruBend Series 3000*



Daiki wanted a single provider for its manufacturing equipment.





Simon Waldner of Newdale HB.

Uplifting Production

Staying as competitive as possible, Newdale HB has built its shop for efficient manufacturing.

Like most companies, Newdale HB started out on the small-scale. Located near Elkton, SD, a city just east of Brookings, the company made use of a few simple tools to manufacture parts for the feed mill industry. “We still are involved in that industry when the opportunity comes around, but in the mid-nineties we were approached by a company that produced handicap equipment and we began to manufacture their products while they focused on marketing,” explains Simon Waldner of Newdale HB. “Now we manufacture all the parts for wheelchair lifts and mobility equipment for a few companies, and serve as a job shop on the side,” says Waldner.

Although considered a contract manufacturer, Waldner estimates 75% of its business is in producing handicap equipment and ninety percent of the material processed is steel, although aluminum has become more common. “It is much lighter and really takes the weight off the product – a benefit for the user and in shipping.” This is especially significant since many products are shipped worldwide. Luckily, production tends to be fairly predictable. Waldner explains, “We are fortunate to usually work four to five weeks in advance. With that production in mind, we are able to work fairly long runs.” But like any business, Newdale remains always ready to provide a quick turnaround, and it does so with its impressive fleet of fabrication equipment and the automation to support it.

SMALL CELL, BIG CAPABILITIES Newdale’s manufacturing facility features a small production cell with the latest fabricating technologies: a TruLaser 5030 fiber with BrightLine fiber, a TruMatic 7000 punch laser combination machine, and a TruStore storage system with twin towers to tie it all together. This system replaced two older TRUMPF machines and a STOPA storage system. “To best avoid issues that come with running equipment into the ground, we felt it was time to make a major update to the system.” Newdale knew the best equipment would enable the company to stay as competitive as possible, and it chose its new machinery with this in mind.

As the top-of-the-line in laser cutting, the TruLaser 5030 fiber with BrightLine opened up the field for heavier plate, and as a smaller company, Newdale recognized the importance of having the TruMatic 7000 on the shop floor. “We have some jobs with quite a bit of secondary operations – tapping, marking, extruding – and without the TruMatic 7000 we would be forced to spend a lot of time getting those done.” Tying these new machines together with the TruStore was a fairly easy decision, according to Waldner, who already had an appreciation for what an automated storage system could do. “Automation is expensive but it sure can be a big benefit too.”



Newdale HB credits much of its success to the proficiency and work ethic of its employees.

AUTOMATED BENDING

Bending has always been a bottleneck in Newdale's operation so the TruBend 5130 with BendMaster was brought onboard to help alleviate this issue. "There again, automation was important," explains Waldner. The company used to divide jobs between two machines and operators would spend long hours at the press brake. "We wanted to take some load off our operators with the BendMaster," he reveals. The company also recently purchased a TruBend 7036 to take even more load off the forming side. "It's such a small machine but the potential is there to turn out a lot of parts. And it's so user friendly," he explains.

CONQUERING TUBES In talking about all the highly productive tools and technologies speckled about the shop floor, Waldner takes a moment to mention his favorites: the two TubeMatic tube laser cutting machines, purchased in the early 2000s. "Handicap equipment always seem to call for tubes, and the tube lasers are great machines for what we do," he explains. In the past, tubes arrived pre-cut and Newdale would drill the holes. It was a big workload and there were thousands of parts, including many complex tubes with features such as off-set holes. "The manufacturing cost was much higher, now we can buy the raw material and process the entire part on a single machine." Waldner continues, "It's a big part of our operation, makes you shake your head and wonder how you would do without it."

"It's a big part of our operation, makes you shake your head and wonder how you would do without it."

*Simon Waldner,
Newdale HB*

Newdale's approach is rather simple: "We have a quite diverse shop, including tube lasers and robotics, but we typically manufacture a complete assembly and it's important that we do so efficiently," says Waldner. Part of this comes with close collaboration with their customer's R&D departments. "They visit us to see what we are capable of and then design parts based on our equipment. On the other hand, we continue to increase our flexibility so we have the machines and technologies to best make their products." This relationship has served Newdale well,

and when asked what the future will hold, Waldner seems at ease. "A lot of industries are slow, but our business is fairly steady. It will be interesting to watch how it goes, or how it grows, from here." □

AN EFFICIENT TEAM

- WHO: *Newdale HB, Elkton, SD., www.newfab.com*
- WHAT: *A contract manufacturer primarily focused on fabricating handicap equipment for variety of companies.*
- HOW: *TruLaser 5030 fiber and TruMatic 7000 with TruStore, TruBend 5130 with BendMaster, TruBend 7036, 2 x TubeMatic*



SPECIAL

BOOST YOUR BUSINESS

TRUMPF AT FABTECH 2015

TRUMPF continually strives to develop fabrication solutions that boost your business. At FABTECH 2015, TRUMPF will highlight the latest and greatest developments, designed to give you the edge you need to stay ahead of your competition. New machines and innovative technology features, superior services, flexible automation concepts, and our new comprehensive TruTops Boost software for designing and programming parts are just the beginning. We will also have experts on hand to show tell you more about our services and the many ways TRUMPF supports you throughout the entire life cycle of your equipment.

Get the "Boost" that only TRUMPF can provide.

BOOTH S1701

www.us.trumpf.com

TRUMPF AT FABTECH 2015

BOOTH S1701

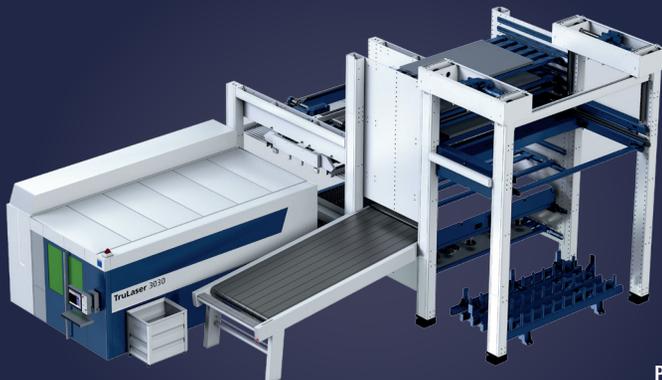
TruLaser 2030 fiber with LiftMaster Shuttle

Developed and manufactured by TRUMPF Inc, the TruLaser 2030 fiber will be shown at FABTECH with a 4 kW TruDisk 4001 laser. Boosting business by cutting thick to thin material with high accuracy, speed and cut quality, the machine also features a nozzle changer and the new LiftMaster Shuttle for loading and unloading material for full lights-out production. Introduced at FABTECH, the new LiftMaster Shuttle offers the most flexible layouts of any automation solution in the industry. When combined with the TruLaser 2030 fiber, this laser cutting solution offers a pallet changer for shorter runs and the LiftMaster Shuttle for longer production.



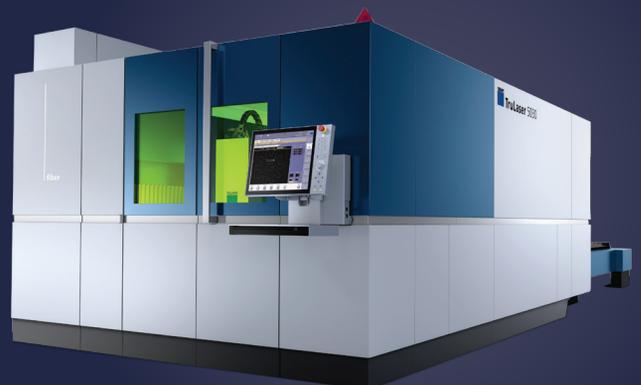
TruLaser 3030 fiber with LiftMaster Compact and PartMaster

The TruLaser 3030 fiber 2D laser cutting machine is highly flexible and productive for a wide variety of applications, material types and thicknesses. With a 4kW TruDisk solid-state laser, the machine easily processes non-ferrous materials such as copper and brass. Now available with BrightLine fiber, it boosts business with its enhanced cutting capabilities. The machine will be shown at FABTECH with the LiftMaster Compact, offering full automation capabilities in a compact footprint, and the PartMaster which ergonomically presents parts to the operator for unloading of parts with minimal fatigue or wast of motion.



TruLaser 5030 fiber

With an 8kW laser and the revolutionary BrightLine fiber technology, the TruLaser 5030 fiber processes mild steel, stainless steel and aluminum up to 1 inch with impressive speed and quality. Additional features help boost business even further. Smart nozzle automation virtually eliminates operator intervention while smart collision prevention and CoolLine fiber provide the ultimate in process reliability. With Drop & Cut, high speed and accuracy in post production is guaranteed and further establish the TruLaser 5030 fiber as the highest performing and most universal laser cutting solution in the industry.





TruLaser Cell 3000

The TruLaser Cell 3000 boosts business with its flexibility, accuracy and variable options. It was designed to switch between two- and three-dimensional laser cutting and welding quickly and without needing to change the focusing optics. It is also highly accurate – up to 15 microns at the tool's center point. Customizable with a fixed or rotary table, c-press, coil and sheet feed options, and available with multiple options for laser sources, including up to 8kW of solid-state laser power, the TruLaser Cell 3000 is an extremely versatile tool for manufacturers.

TruMark 5050

The new TruMark 5050 fiber marking laser features adjustable pulse length, high beam quality and high average power. This marking laser boosts business as it quickly and precisely processes a very diverse range of materials with remarkable results. The laser especially excels when engraving but is also impressive across a wide variety of industries and applications.



TruPunch 5000 with SheetMaster

The next generation TruPunch 5000 was redesigned with features to help fabricators boost business like never before. Retractable clamps increase sheet utilization and simplify programming. The machine's innovative smart punch monitoring automatically detects a broken punch for greater reliability. Mobile control and the new ToolMaster Linear for additional tooling capacity also add function and flexibility. With these and other smart functions, the TruPunch 5000 is the new benchmark in high throughput and productive punching.

TruBend Center 5030

The TruBend Center 5030, TRUMPF's first panel bending machine, is packed with features to boost your business. The ToolMaster enables automatic set up of blank holders while the operator prepares for the upcoming program. The Optical Angle Assistant checks every angle while the part is being bent and aids in the setup of new programs. It enables on-the-fly adjustments during first piece production and for subsequent parts to be monitored for consistency. The 2-axis part manipulators allow the TruBend Center to process many unique geometries that are not possible with a traditional panel bender.



TruBend 5130

The TruBend 5130 is the ultimate solution for precision and flexibility. Unique features ensure even the most complicated parts are formed with ease. The I-Axis boosts business by allowing the machine to shift the die bed from one position to the next for hemming, multiple radius tools, or multiple height tools all in one setup. The patented ACB allows operators to measure the angle on the fly as the machine is bending, and holds an accuracy of 0.3 degrees. The LED positioning aids provide for quick set-up, reduced downtime, and ensures operators complete the bending sequence correctly. The 6-axis back gauge supplies the greatest flexibility in gauging while cutout "fingers" allow operators to precisely gauge complicated geometries to ensure the part is in exactly the right place.



TruBend 3100

The TruBend 3100 precision press brake provides fabricators economical entry into high-precision bending. Its closed frame design boosts business by allowing customers to use the entire bending length of the machine. The control's user-friendly layout features 3D visualization providing the exact part orientation and increased precision. The new standard style tooling achieves the greatest flexibility boosting business by allowing operators to rotate tools 180 degrees in order to bend even the most complicated geometries.



Power Tools



TRUMPF's portable power tools for sheet metal processing will also be on display at FABTECH. Whether cutting, fastening, beveling or deburring sheet metal, there are plenty of options to help boost your business based on your needs. Easy to guide and operate, each TruTool product line was designed with productivity, safety, and operator comfort in mind.

TRUMPF will feature the TruTool TSC 100 slat cleaner, a unique tool specially designed to remove slag build-up on support slats without interrupting production. Boosting business with its impressive speed and single person operation, it automatically adapts to the thickness of the slag and is a simple and cost-efficient alternative to manual slag removal or complete slat replacement.

TruServices



Financial Services

In addition, TRUMPF Finance offers fast decisions, easy-to-understand agreements, and a customer service team that understands your need for flexible and productive fabricating equipment. Our supportive staff will be at FABTECH ready to help find new ways to boost your business.

After-sales Services

TRUMPF offers the most extensive after-sales support of any machine tool manufacturer. When you have a job but aren't sure how to approach it, TRUMPF application engineers apply their technical expertise relative to your machine and its capabilities to help optimize your process. We also offer extensive training courses in machine programming, operation and maintenance to help you take full advantage of your machine.

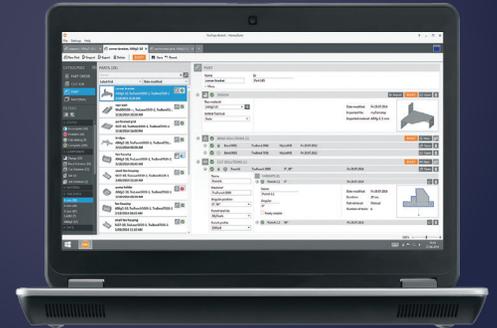
TRUMPF spare parts, consumables & tooling

To achieve the highest level of productivity, performance and profitability it's essential to have the best tools for the job. High-quality equipment from TRUMPF is the first step but it is critical to maintain your investment with the highest quality consumables and tooling. TRUMPF develops tooling and consumables specifically for your machine and its unique capabilities. When you buy directly from TRUMPF you know it's a perfect fit and will yield the best performance so your machine can reach its full potential and boost your business in ways third-party suppliers cannot.



TruTops Boost

From drawings to NC code - faster than ever before! The new TruTops Boost is a revolutionary new software solution from TRUMPF. TruTops Boost integrated all design and programming steps in one solution. With a highly intuitive interface and smart automation routines, TruTops Boost increases productivity throughout the shop. In addition, TruTops Boost connects easily to your shop floor system and therefore guarantees a seamless data transfer.



Service Agreements



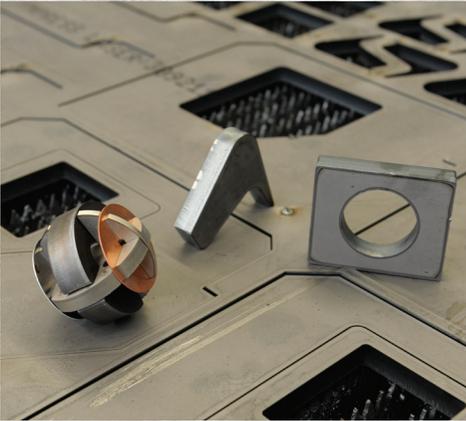
In order to achieve the long service life TRUMPF machines are designed to provide, regular quality maintenance is required. Service records for our installed base show significantly less spare part and repair costs with regular maintenance performed by TRUMPF certified technicians. This results in more uptime and higher machine resale value, for you. We want to help you to boost your business with your existing equipment by offering four Service Agreements, containing genuine services and parts.

From an entry level agreement to preventive maintenance, or our most comprehensive package with a flat rate for parts and labor, we offer the right benefit for each individual machine.



Powering up

Martin Krämer set the tone with a TruLaser 1030, but paved the way for the future with the TruLaser 5030 fiber.



When owner of Krämer Brennteile Martin Krämer first saw the TruLaser 1030 in action, it was love at first sight. He bought the entry-level 2D laser cutting machine “right off the lot” when it premiered in Stuttgart, Germany at the end of 2009. Its space-saving design and ease of operation made it the exact machine he had been looking for to increase the capabilities of his job shop. The company, located in Krämer’s converted cattle barn, became the first in Germany with the TruLaser 1030, which was designed and is manufactured exclusively at TRUMPF Inc. in Farmington, CT. Meanwhile, the new machine became Krämer Brennteile’s entry into laser cutting. “The TruLaser 1030, with its modest investment costs, was the ideal vehicle for that first step,” Krämer says.

Krämer Brennteile thrives off short production runs and prides itself on producing parts quickly and reliably for a widely diversified clientele. The TruLaser 1030 was a perfect fit and the ideal stepping stone in building the company’s repertoire. Just 36 months after installing the TruLaser 1030, Krämer was ready for more. This time he chose one of the highest performance laser cutting systems available, the TruLaser 5030 fiber with BrightLine fiber. Krämer explains, “I had long been fascinated by the solid-state laser technology, and I wanted to achieve genuine productivity growth.”

The TruLaser 5030 fiber has done the job. He estimated that output increased by a factor of four to five when compared with the TruLaser 1030, and the increase is even more significant in thinner sheet metal. The machine is able to achieve exceptional productivity in thin sheet metal and, with the BrightLine fiber option, very high quality cuts in thicker material. Krämer confirms, “BrightLine fiber has pushed back the physical limits that formally prevailed. That makes the TruLaser 5030 fiber a real all-purpose machine.”

The TruLaser 1030 enabled Krämer Brennteile entry into laser cutting. As word spread and business grew, the company expanded its capabilities with the TruLaser 5030 fiber. Having achieved the unlimited flexibility that the market requires, Krämer Brennteile is truly competitive as a job shop. □



MORE ABOUT KRÄMER BRENNTEILE:
www.mastersofsheetmetal.com/kraemer
www.mastersofsheetmetal.com/kraemer2010

(1) Martin Krämer of Krämer Brennteile. (2) With a 5 kW TruDisk laser, Krämer cuts a full range of materials including stainless steel and aluminum at superior quality. (3) The TruLaser 5030 fiber with BrightLine fiber helps Krämer achieve the flexibility needed. (4) It all began with the TruLaser 1030.

LEARN MORE AT: WWW.MASTERSOFSHEETMETAL.COM



Dieter Hohendorf with his sons Bernie (L) and Peter (R).



Built for the Long Haul

Dieter's Metal Fabricating makes a big impact with big-rigs

Peter Hohendorf and his brother Bernie were practically raised in a sheet metal shop. Their father, Dieter Hohendorf, had been trained as a metal fabricator in his native Germany. On a quest for employment and adventure, he left Germany and joined his brother Achim in Canada. He found employment at Nelco Sheet Metal, and adventure quickly followed after Dieter used his skills to create some stainless parts for the transport truck Achim owned. Soon Dieter was building sleeper cabs and various other truck parts for local owner/operators on a part-time basis. His home garage, known as Dieter's Truck Shop, became so popular that it became a full time job.

His sons Bernie and Peter grew up working alongside their father. "My brother and I were always involved – from the home garage in the country, to the facility in Waterloo, to the 60,000 square foot building that we occupy in Cambridge today," says Peter Hohendorf, who earned a degree as an aircraft technician before joining the family business full time. Peter now serves as vice president of the company while

his brother Bernie works in product design.

Today Dieter's Metal Fabricating Ltd. is one of the most respected names in the industry. "Our core business is manufacturing transport truck parts and accessories," Peter explains. "We use # 8 finish stainless most often, since the mirrored finish is ideal for decorative parts such as exhaust shields, sun visors, light bars as well as many other accessories." The bulk of the business is with four of the largest heavy truck manufacturers: Daimler Trucks North America, PACCAR, AB Volvo/Mack Trucks North America and Navistar-International. Parts are either destined for North American OE truck assembly plants, or to aftermarket divisions scattered through North America.

BUILT TOUGH Dieter Hohendorf's reputation formed the foundation for this success. The owner of a local Western Star dealership was an early customer, and he provided the first essential contact, enabling the company to earn its place as the main supplier for Western Star's aftermarket accessory

“We are only able to achieve this configuration with the required accuracy because of the machine’s precision.”

*Peter Hohendorf,
Dieter’s Metal Fabricating Ltd*

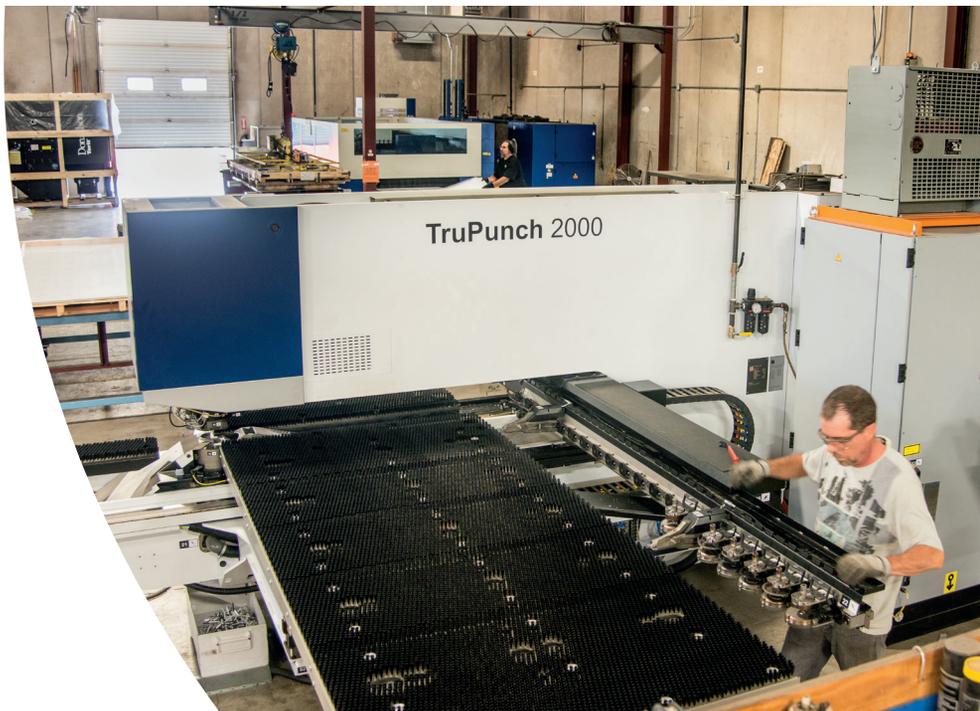
program. By the early 1990s, the company had added Western Star’s factory installed parts and accessories to its mix. This is when the “factory business”, as Peter describes it, began to grow.

In those days, an older punching machine drove the business, but by 2006, they needed a machine that was faster and more robust. “The TRUMPF equipment was a natural fit for us. We purchased a TruPunch 2020 and it has proven to be a very good machine, still working hard for us every day.” That machine also impacted business. “The design and alignment of the TRUMPF punching head enables us to perform jobs that a turret cannot do at the same quality.” Referencing a customer part, Peter explains, “The part requires a series of twenty to thirty thousand closely punched holes which form a screen that is eventually rolled into a cone. We are only able to achieve this configuration with the required accuracy because of the machine’s precision.” He adds, “The accuracy of our TRUMPF punching machines has

helped us gain a competitive edge over our competition.”

CARRYING NEW CARGO For a time, the company also ran a TruPunch 5000. “It was somewhat larger than we required and we believe in upgrading our equipment, so we recently replaced it with a new TruPunch 2000.” The new machine provides Dieter’s with the same punching speeds and capabilities it requires, but with a much smaller footprint and the increased reliability of a new machine.

Since Dieter’s product portfolio contains mostly highly visible parts, the company also takes advantage of some of the more unique features the TruPunch affords. “The roller tools and forming capabilities allow us to manufacture more aesthetically pleasing features and parts,” Peter comments. In addition, “TRUMPF machines support the small volume work we typically produce which requires us to change and retool equipment frequently.”



THE TERRAIN AHEAD While its punching machines play a significant role in its manufacturing capabilities, Dieter's also has a wide range of fabricating technologies which helped generate success. "We have such a great relationship with the heavy truck manufacturers, and the precision fabricating equipment in our facility certainly helps with that," Peter asserts. But like any business, Dieter's is always trying to grow. When asked what might be necessary for its market and new products in the future, Peter responds, "A punch laser combo machine or a robotic bending cell are technologies that we have begun to consider." One thing is certain: Dieter Hohendorf and his sons have certainly found employment and adventure in Ontario, Canada. □



BIG PERFORMERS

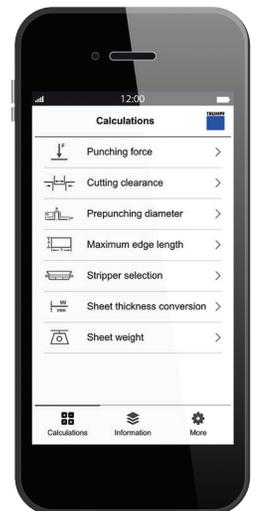
- WHO:** Dieter's Metal Fabricating Ltd., Cambridge ON, Canada, Founded in 1981. www.dietersaccessories.com
- WHAT:** Manufacturer of high quality stainless steel truck parts and accessories for factory installation and aftermarket
- HOW:** TruPunch 2000, TruPunch 2020R, TLC 3050 (TruLaser 5030)

PUNCHGUIDE APP

The new PunchGuide app is a resource for production supervisors, engineers, operators and other users of punching and combination punch laser machines. It offers support for a variety of calculations including punching force, cutting clearance, pre-punching diameters, maximum edge length, stripper selection, and calculations for sheet metal thickness conversion and sheet weight. Users have the option of metric or inch units of measure, and can also store data for their own machines.

This free app, created by TRUMPF, was designed for use with smartphones or tablet PCs and is available in English, French, German, Italian, Spanish, Czech and Chinese. A Web-based version is also available.

➤ **PLEASE VISIT:**
www.trumpf.com/apps/punchguide





Jeff Cartier, estimating and design manager at JE Monahan Fabrication.



Changing Ways and Expanding Horizons

To be more efficient and deliver a good product –this goal drove JE Monahan to take a close look at laser cutting.

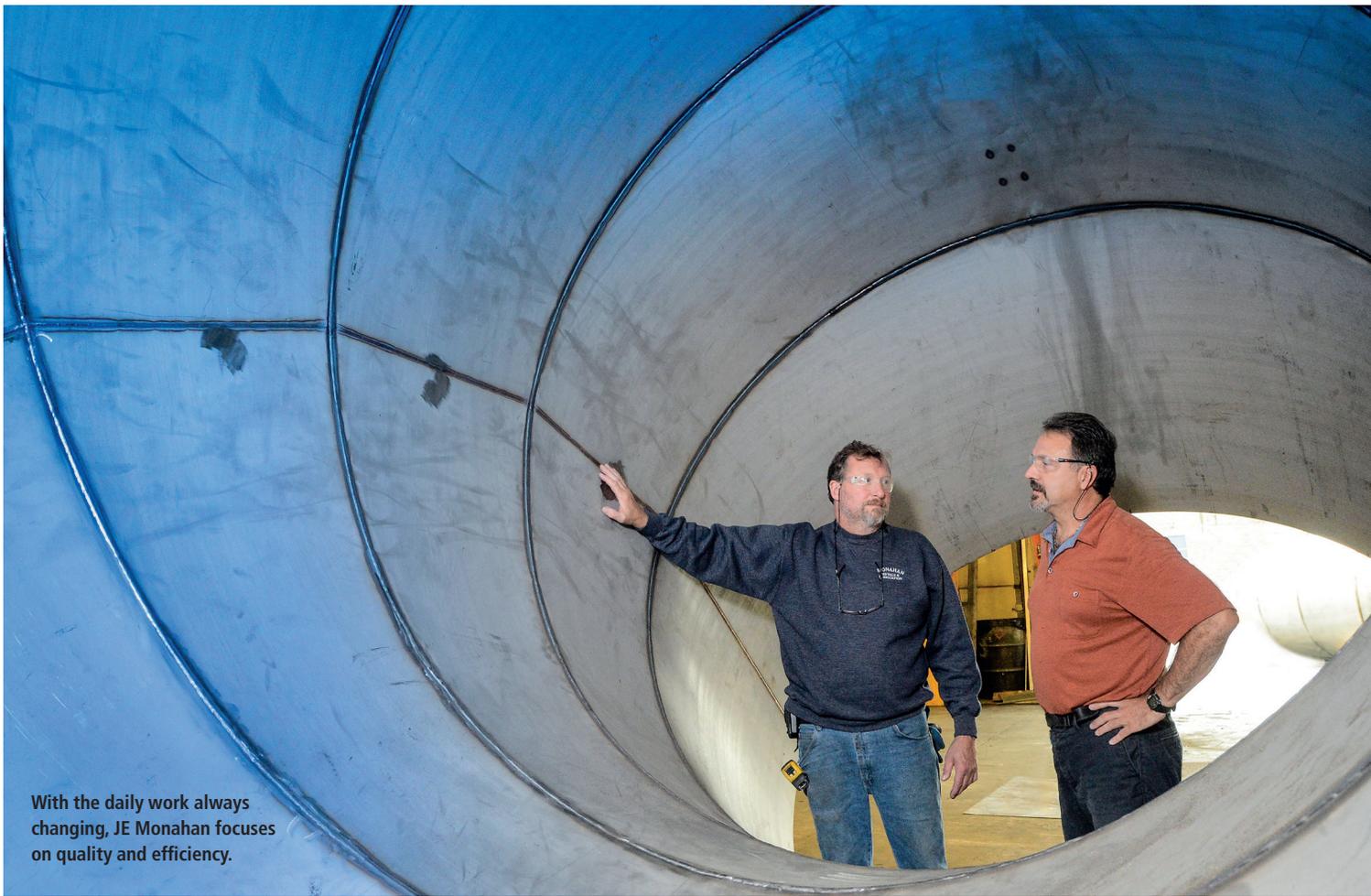
Sometimes a dire situation can lead to a great opportunity – just ask Jeff Cartier, estimating and design manager at JE Monahan Fabrication LLC in Queensbury, NY. This custom job shop owes its success to the misfortune of another. “The previous fabricating shop closed due to mismanagement and we were suddenly without a job,” Cartier explains. The swift closure also left a handful of outstanding orders in its wake, including a customer in need of a stainless steel airtight enclosure. Cartier took it upon himself to finish the work as promised.

A family friend who had previously left the now-defunct company to start his own small HVAC shop welcomed Cartier to use his tools. As it was, this friend also had a few close acquaintances looking for opportunities to invest. Before long, JE Monahan had become

its own entity in a small segment of a rented warehouse. As it generated bigger profits, the three owners continued to reinvest. JE Monahan eventually purchased the building, upgraded the electrical system and added airlines for compressors. With the space converted, the company recently decided it was time to improve its capabilities as a custom fabricator.

FROM PLASMA TO LASERS

JE Monahan had a small plasma cutting table and a high-definition plasma cutting machine that was state-of-the-art when they bought it a decade ago. “Our customers range from the medical field to the entertainment industry,” Cartier explains. The dross or slag left by a plasma machine is often problematic and forced JE Monahan to outsource work.



With the daily work always changing, JE Monahan focuses on quality and efficiency.

When a concentric hole was needed, a mechanical punch or drill was the best solution and parts with tight tolerances were especially labor intensive. Cartier knew things needed to change. In 2014, he began researching his options. He was hopeful that the latest advancements in plasma technology would provide better cut quality – but that was not the case. “We visited another manufacturer of CNC high-definition plasma cutting tables. After the plant tour, we proceeded to their demo room where they cut samples for us. The cut quality and concentricity of the holes were actually worse than what was achievable with our table, which was ten years old. It simply wasn’t worth the money,” explains Cartier.

Cartier then considered laser technology. He was inspired by a nearby business that had recently invested in a waterjet system. It now stays always busy with subcontracted jobs – including some work from JE Monahan. “I knew a laser would increase cut quality, but after considering our limitations and the lack of laser cutting machines in our area, I also recognized the new opportunities it could afford,” Cartier explains. He planned a visit to TRUMPF and says, “That trip secured our decision to invest in a laser and in TRUMPF. To be honest, I didn’t look at any other options.”

As a job shop, JE Monahan’s workload varies. “It is feast or famine,” explains Cartier. “We’re all treated like family and it is tough to find

skilled labor these days – so my goal was to find a way to keep a smaller crew busy all year, producing a quality product with greater efficiency.” And the TruLaser 2030 fiber was the answer. “As leading innovators in

technology, TRUMPF constantly invests to improve –that’s pretty obvious,” Cartier reveals. “We also appreciate TRUMPF as an all-inclusive source who doesn’t just assemble the parts. When there is an issue, TRUMPF solves it while the others will redirect us to separate manufacturers.”

NAVIGATING THE LEARNING CURVE

Learning a new technology was not daunting for Cartier, who attended training at TRUMPF with two other colleagues. “There’s always a learning curve with new technology. The software has extensive capabilities which we are still learning, but the machine is very user friendly, changes the nozzles and does everything for you.” In addition, he credits TRUMPF application engineers for helping to fine-tune the process. “So far we are very pleased,” he asserts. “The new technology has also

significantly increased our productivity and efficiency.”

JE Monahan supplies custom fabrication and sheet metal work for theme parks, new casinos, and grocery stores. It makes stainless steel handrails, custom catwalks, custom enclosures, and guarding. There is also plenty of repeat manufacturing, including large electrical enclosures,

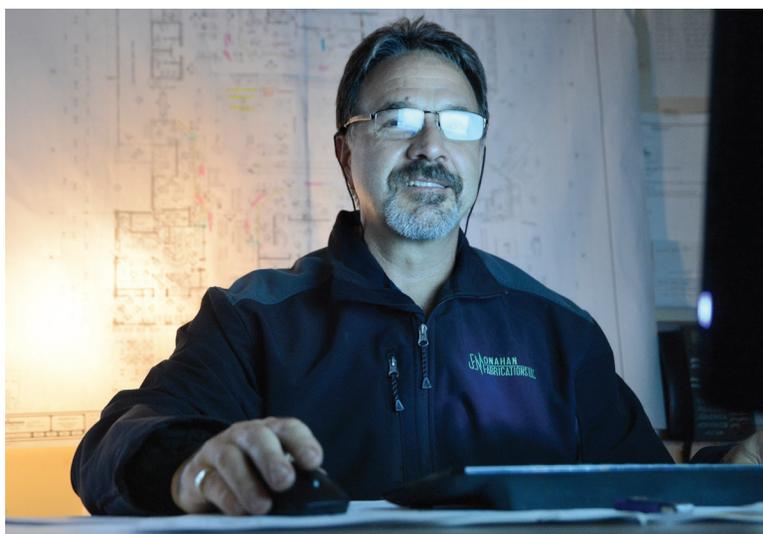
“The new technology has also significantly increased our productivity and efficiency.”

*Jeff Cartier,
Monahan Fabrication LLC*

industrial ovens and curing chambers. Rather than subcontracting portions of a project, JE Monahan now easily completes all aspects in-house. “For one product line we used to hand drill or subcontract out waterjet cutting of 3/8” thick plates with a total of (1200) .201” diameter holes that needed to be tapped ¼”-20. Now we cut these plates and the holes with the laser.” He continues, “Thinner gauge blanks are done in a tenth of the time and at a substantially higher quality. The process is considerably faster and more efficient. The dross and slag is virtually eliminated, drastically reducing the manpower needed for cleanup.”

FABRICATING ITS FUTURE In addition to producing better work, the TruLaser 2030 fiber has also given JE Monahan the flexibility to take in subcontracted work. Although JE Monahan hasn’t pushed for this business per se the company has local customers who know about its laser cutting system and have already approached it for custom laser work. “Work has been good over the past few years,” Cartier explains, “but if it does slow down, we are happy to know we have the possibility to offer custom laser cutting with the TruLaser 2030 fiber.”

With patience, and an understanding of the limits imposed by the size of their current facility, Cartier thinks about the next step: “The goal now is to become even more efficient with the crew we have. That plan has served us well in recent years and enabled us to buy the new laser without financing. We will continue down this path.” Life is good at JE Monahan and Cartier plans to keep it that way. □



➤ **PLEASE DIRECT YOUR QUESTIONS TO:**
Mark.Bronski@us.trumpf.com

WITH LASER-LIKE FOCUS

WHO: JE Monahan Fabrication LLC,
Queensbury, NY. Founded in 1997.
www.jemonahan.com

WHAT: Custom manufacturer and job shop
supplier of sheet metal components

HOW: TruLaser 2030 fiber



"Tintype was the digital photography of its day."

- Adrian Whipp

The contemporary life of a traveling photographer

Adrian Whipp can be a difficult man to catch. Although a permanent resident of Austin, TX, he is often on the road, reintroducing tintype photography to the American public in the very same manner as a nineteenth century photographer – from his traveling photo booth. And when he is not roaming the nation with Lumiere Tintype, the mobile studio remains active behind a little French restaurant named Justine's. Here, Whipp details the enchantment and allure of tintype photography.

For Whipp, the love of tintype stems from the education he received as a visual communications major in his native England. As one of the last photography students to receive full analog training, Whipp spent plenty of time in a darkroom – a place he grew to adore. Photography changed rapidly in subsequent years and in learning the digital process, Whipp realized it wasn't for him. Only after experimenting with tintype did he finally find his niche. "It took me back in the darkroom and back to hands-on with photography," he explains. Whipp was hooked.

"The appeal originally was in the depth the photos," he explains. "But it was also how haunting the images appear; it's something you could never achieve with digital." He continues, "It is alchemic, a science, but also an art. It is highly technical but also very random with image artifacts you cannot control. And as you start making photographs you realize you're doing so from scratch, using chemistry that's 150 years old. Your work is completely independent of the latest digital camera or company like Kodak – and that freedom becomes a big part of the allure as well."

To create tintype with the right aesthetics requires century-old techniques and Whipp's process is historically accurate save for a few chemicals that are considered toxic. He starts with a piece of black powder-coated aluminum and applies a layer of collodion. Created during the Civil War, this substance forms a liquid bandage-like skin on the aluminum plate. The plate then soaks for several minutes in a silver nitrate bath. It emerges light-sensitive and camera-ready. Using a standard camera and a plethora of light, the plate is exposed, then removed, developed and fixed – all within his handcrafted mobile studio and darkroom. Whipp realizes, "It has its limitations, but it is a functional and efficient little cube. It gives me an outlet to create and is always evolving."

This configuration tends to create uncommon opportunities as well. The most recent excursion from Texas to the Pacific Northwest is a perfect example. The traveling studio was left behind for a smaller one that also served as a camper which forced Lumiere Tintype to work in other people's spaces. The studio was set up in diverse locations along the way – from an artisan coffee roaster to a tattoo shop – and the local network attracted patrons. Whipp recalls, "It is how it would have been done in 1860 when a traveling photo booth was the only opportunity for a portrait that would last. People today react in very much the same way as they would have back then – they are really into it." And although Whipp has access to a full studio and darkroom for when the need does arise, he most enjoys life as a traveling tintype photographer. Whipp most simply states: "It's actually quite quaint." □

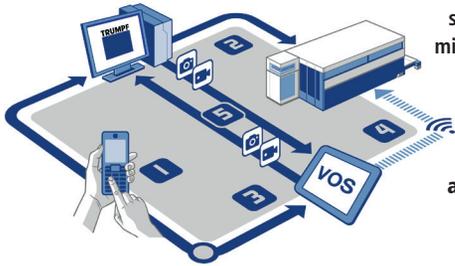




VISUAL ONLINE SUPPORT

ENHANCED SERVICE SUPPORT

Every minute counts when a machine is down. Communicate quickly and easily with our Technical Service team through the new TRUMPF Visual Online Support app. Visual Online Support (VOS) increases machine availability and reduces total costs up to 25% on on-site service – all with 100% data security through the Telepresence Portal. VOS can be used to exchange image, audio and video files with our Technical Service team. Image files can be processed live and enhanced with additional information from both sides. In this way, even complex issues can be solved without on-site service support. Text sent through the chat feature eliminates miscommunication between users and TRUMPF tech support and is especially useful in a noisy working environment.



For more information on the Visual Online Support service, including a list of machines with VOS compatibility, contact TRUMPF's service team at service@us.trumpf.com.



A NEW LOOK AT SERVICE

TRUMPF understands that when a machine is down, timely support is crucial. To provide our customers with enhanced communication options, more efficient service and faster results, we embraced new technologies and made significant changes. Here's a taste of what's new...

"Within the last year, TRUMPF has taken major strides in the way we provide service. We have increased the number of technicians in North America, added training, and standardized processes. We have enhanced communication internally, as well as with our customers. We developed innovative new approaches, such as Visual Online Support (VOS), to complement our new streamlined approach to phone support. These and other changes enable TRUMPF to better serve customers as a "one stop shop" for technical support, part numbers and quotes, and fast resolution of issues. We even changed our service hotline (1-844-TRUMPF1) to be an easier and toll free way to reach our technical support or spare parts whenever you need us. Give us a call – we're ready for you!"



Roger Michaud,
Technical Support Manager

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BOOST YOUR BUSINESS



Every manufacturer can use a boost to give them the edge they need. At FABTECH, TRUMPF will feature products to propel your business including: the new TruBend Center which enables bend geometries not possible with a traditional panel bender, the new TruLaser 2030 fiber with flexible automation concepts, precision punching and bending machines, and our new TruTops Boost software featuring all-in-one design and programming. Learn about "Boost" features that increase productivity, like Drop&Cut for intuitive processing of remnants and Smart Punch Monitoring that automatically detects a broken punch. And, our TruServices team will be on hand to demonstrate how TRUMPF supports the entire life cycle of your equipment. Visit us at FABTECH and get the "Boost" that only TRUMPF can provide.

FABTECH - Booth S1701 / www.us.trumpf.com



TRUMPF



THE ATHLETIC EDGE. Athletic programs nationwide are faced with injury, and often call on medical professionals to provide liberating relief. These physical therapists and athletic trainers rely on the mobile, all-weather SmartCart developed by The Athletic Edge to provide the best, functional and rugged products.

As a contract manufacturer, Westland Manufacturing in Sioux Falls, SD uses its TRUMPF fabricating equipment to manufacture these SmartCarts and in doing so, supports each athlete in their return to pain-free performance. www.westlandmfg.com, www.teamedgeathletics.com

