

User: Hillerstorps Plát AB

Company Information

Founded: 1980
 Turnover: 9MSEK
 Staff: 9
 Business: Subcontractor
 Machines: 1 x Tailift GT1000 punch
 1 x Tailift GT1500a punch
 1 x Bystronic 3015 laser

Purchase Benefits

- ✓ True 'while you wait' prototyping made possible
- ✓ Programs are written 25-30% quicker than before
- ✓ Machine cycle time has improved by up to 30% due to optimised programs
- ✓ Sheet utilisation has improved by up to 25%
- ✓ DXF files can be taken from customer in almost any condition without the operator needing to manually re-work the file before generating NC code
- ✓ Cost of making test parts has drastically reduced, bringing down the overall cost to customer
- ✓ System was in use after only one day of training
- ✓ Jobs can be reprogrammed for a different machine within seconds, regardless of the machine technology to be used
- ✓ Many small benefits seen from software updates (received free under maintenance contract)
- ✓ Excellent local language support
- ✓ Custom development was available to take full advantage of their new machine's advanced features
- ✓ Expandable system which does not tie Hillerstorps to any brand or technology
- ✓ Allows new services (such as cutting text) to be offered to customers, widening their target audience

User Comments

"Within one minute of receiving the customer's DXF file we can make a test part. JETCAM managed more than we thought, and therefore it was a much better investment that we originally anticipated."

Lennart Karlsson
 Production Manager

Requirements

Hillerstorp Plát AB, a small sheet metal subcontractor in Sweden was considering acquiring laser technology to compliment their two Tailift punching machines. Their existing Danish CAM system could not support laser machines, and they also wanted to take the opportunity to standardise on a more universal and powerful system which would grow with the business. Customer service and turnaround has always been a priority, therefore any suitable system needed to be easy to learn and fast to use. After purchasing their Bystronic Laser they chose JETCAM Expert, supplied by Din Maskin, based only a few kilometers from their factory.

The JETCAM Solution

Din Maskin supplied and installed JETCAM Expert Premium. After only one day of training Hillerstorp requested that the system be installed, and they were immediately able to program jobs for all three machines, with the ability to reprogram a job for another machine should one become unavailable. Said Lennart Karlsson, Production Manager, *"Compared with other systems we looked at, JETCAM was easy to find the correct way to program. Other CAM packages appeared mixed up and difficult to understand."*



Programs run up to 30% faster, with up to 25% material saving

Once installed they immediately saw three major benefits - much faster programming, better sheet utilisation and better machine performance. *"It was taking us 25-30% less time to program jobs, and around the same time saving when the job was running on the machine. Also, depending on the job, we can save as much as 25% material."*

Previously the DXF files received from customers proved difficult to handle, with many parts requiring a completely new drawing to be created. JETCAM cleans 'dirty' DXF drawings using various levels of automation, meaning that Hillerstorp can now offer 'while you wait' prototyping. *"Many local customers will email us a file which will be physically manufactured by the time they drive to our office. Because it is so quick to produce samples, the overall cost of the job is reduced to the customer. This makes us much more competitive than we were one year ago."*

Additional training has been given to demonstrate some of the more advanced techniques within JETCAM, however Hillerstorp also required further customisation to allow them to take full advantage of some of the special functions of the laser machine, which Din Maskin provided. *"It is a general feeling that there is nothing that we cannot do with JETCAM, and if we do have questions we can easily get support. The cost of the system was reasonable and we are always finding new ways to use it."*

The Tailift machines are reaching the end of their useful life, however this will not require their CAM system to be replaced. *"We see that JETCAM supports almost every brand and technology of fabrication machine, so we will not have the problem of learning a new CAM package. Our next step may be to buy a machine with loading/unloading, which we know JETCAM supports."*

Hillerstorp has already managed to increase the services offered to customers, not only by giving fast leadtimes but also by becoming more competitive. A planned future upgrade to Expert 4 will deliver further laser functionality as well as free form dissimilar part nesting. "In the year that we have had JETCAM installed it has more than paid for itself."



Customers can email a DXF - by the time they arrive the part has been made