

# Case Study

## Arlam



### Highlights

- ✓ A single CAM system to drive three different machines
- ✓ First in the world to drive the Prima Platino with Finn-Power Night Train
- ✓ Reduced programmers from three to two
- ✓ Remaining staff programming time from three days per week to one
- ✓ JOC allows users to easily queue different parts for different customers
- ✓ Visible reduction in material waste, with lighter skeletons
- ✓ Better part finish due to ability to configure cutting qualities
- ✓ New user trained and system live in 5 days
- ✓ Now pay support for one system

**A**rlam Srl, based in Forlì, Italy is a sheet metal subcontractor employing 42 staff. Founded in 1995, the company had several CNC laser and combination machines, each being driven by different CAM software. In 2009 they were in the process of replacing a Trumpf laser with a Prima Platino, to join their existing range of a Finn-Power LB6 combination machine (already driven by JETCAM) and a Bystronic laser. The Prima was also to be the first in the world to be connected to the Finn-Power Night Train material management system.

Having different CAM systems presented them with several problems. Co-Owner Stefano Fuschini commented; *“We were already running JETCAM with high performance nesting and was not happy with the nesting efficiency on the other machines. Also, not all of our staff were trained to use all of the systems, and the file formats were different, meaning we could not move jobs easily between machines. Having three separate systems made it difficult to group orders together for different customers. We investigated an upgrade to one of*

*the other systems, and also looked at an alternative product, but neither were as fast or as easy to use as JETCAM.”*



In November 2009 they decided to purchase a postprocessor for the Bystronic laser and scheduled installation for January. At the same time they received delivery of the Prima Platino and embarked on a month trial of the supplied software. This again did not deliver the same efficiencies as JETCAM, so in January 2010 a postprocessor for the Prima was installed on both licenses. The system was customised on-site to link the Prima Platino to the Finn-Power Night Train system and all staff were trained. JETCAM Orders Controller (JOC) was also installed, allowing staff to easily create order lists for



**Software:** JETCAM Expert Premium  
High Performance Nesting  
JETCAM Orders Controller

**Machines:** Bystronic Bystar 3015  
Finn Power Lb6  
Prima Platino

combined customer parts and assemblies for all machines. The entire process took just five working days to complete.

After going live the company noticed immediate benefits. The other business co-owner no longer needed to spend any time programming, freeing him up to concentrate on improving quality and processes on the shop floor, while the other two programmers now only spend one day per week instead of three. Geometry files are created once



with multiple tooling/profiling layers and are available for nesting on all machines, while JOC massively reduced the time from order to NC code by automating the queuing of parts to be nested. With JOC providing combined orders and High Performance nesting producing the most optimised nests, this delivered a visible reduction in material waste. Stefano noted that while they did not have an exact percentage saving, the skeletons were visibly smaller and often required only one person to remove them instead of two.

Another unexpected benefit was that Arlam could now achieve a better part finish. Stefano added; *“JETCAM handles functions such as common cutting better than other systems. It also gives you much greater control over how the part is cut, which results in a better quality component.”*

Arlam now only maintain one CAM system, so support costs have also been reduced. They rarely need to contact support, and any questions are answered quickly and fully.

Arlam is in the process of linking their MRP system to JOC and hopes to automate this completely through JETCAM’s RCP. Once complete, as soon as an order is placed it will immediately be queued for nesting based on material and thickness. Stefano finalised; *“From the start we knew what we wanted to achieve, and JETCAM has delivered this completely. We never expected to reduce the programming time as much as we have.”*