

MANUFACTURING

Farmington Firm Introduces Innovative Laser Technology

TRUMPF Inc. recently introduced a new innovation designed at their Farmington-based laser research laboratory. Clever new motion technology integrated into a 4-by-8-foot laser cutting machine (the TC L 2530 Plus) substantially increases sheet metal part production by improving laser "beam on" time.

"TRUMPF has invested significantly in lean manufacturing initiatives in the United States over the last decade, said Peter Riehle, vice president of sales and marketing for TRUMPF Inc. and president of TRUMPF Mexico. "The resulting efficiency is evident in the punching and laser machines that we are introducing to our customers. So the efficiency gets passed along to other manufacturers and sheet metal fabricators."

In fact, TRUMPF will be given a Connecticut Quality Improvement award this month.

"TRUMPF lasers can help any manufacturer — at a job shop or OEM (original equipment manufacturer) — to better produce anything from a high-quality computer chassis to a luxury car," adds Riehle. "TRUMPF's diversity of laser products and extensive laser knowledge provides our customers with the reliable performance and flexibility they need to reduce operating costs, increase productivity, and gain a competitive advantage."

Cutting-edge laser technology is, and has been, important to TRUMPF even prior to 1983 when the company first decided to produce its own lasers. Today, laser technology generates approximately 65 percent of TRUMPF's worldwide revenue, which last year exceeded \$1.2 billion.

"The TRUMPF experience and passion for innovation allows us to continually produce high-quality lasers that are precise, productive and flexible," explains Riehle. "Last year, TRUMPF reinvested \$63 million in research and development and we are already reaping the benefits of that investment, particularly in the area of laser technology."

Equipped with a 10-person laboratory dedicated to the research and development of new advanced lasers, the TRUMPF laser factory in Farmington is currently one of the largest Nd:YAG and CO2 laser manufacturing facilities in the United States.

"We hope that the laser technology we're introducing this year will inspire our customers — from those in small fabrication shops to those in leading multinational companies — to use lasers in new ways and manufacturing processes to increase their productivi-

ty," says Riehle. "Now is the perfect time and place to look for ways to gain a competitive advantage for when the economy picks back up again. ◊"

Pictured right: TRUMPF's President and Chairman of the Board, Peter Leibinger, explains his Farmington company's lean manufacturing process to Congresswoman Nancy Johnson during a recent tour of the manufacturing facility. Vice President of Customer Services Burke Doar and Machine Assembly Manager Kai Moellendorf look on.

