

TRULASER CHOSEN FOR ITS SUPERIOR PIERCING TECHNOLOGY

In a matter of weeks Accurate Laser will be opening its second subcontract laser cutting company in the UK. The success of its quick turnaround, small batch manufacturing facility in the West Midlands has led to the replicating of this proven business model in Leeds. Growth is clearly anticipated and the investment in a Trulaser 3030 is seen as an essential component to the future success of the business.

Based in a completely refurbished unit that is situated just south of Leeds and close to the motorway network, the new company will initially employ six people in the first year. This will increase by a further ten in year two. Accurate Laser's Mike Briggs will head the operation and key to his commercial optimism is the competitive edge that the TruLaser 3030 will provide. And Mike is better able than most to make this judgement having worked for a TRUMPF competitor for some years.

This is the company's first TRUMPF machine. "I have purchased six laser machines in the past ten years and all have served my business well," explained Commercial Director Jon Till. "However, I could not ignore the superior piercing technology and edge quality of the TruLaser 3030 by comparison with its competition."

According to Accurate Laser, the piercing times on the TruLaser machine is up to four times faster during pulse piercing, this translates to three seconds instead of twelve seconds on some material. Jon continues, "Small hole quality is better with TRUMPF too. We tested out a 6mm mild steel part with 3mm holes. This job would have been almost impossible with existing equipment but with the 5kW RF TRUMPF laser, the result was perfect.

Another TRUMPF advantage cited by Accurate Laser is the expected life span of the TruLaser consumables. "Many TRUMPF users are reporting a considerable increase in life expectancy of consumables specifically lenses, ceramics, etc. compared to what we are currently experiencing on our West Midlands lasers," Jon explained. "We therefore have greatly reduced running costs."

Accurate Laser has made its name on a high degree of customer service. It has in the region of 600 customers at present, most of whom are seeking quick turnaround, a factor that Accurate Laser counts as a key selling point. The company aims to respond to a quotation request with four hours, start manufacturing the same day and deliver anywhere within the UK within three days. From March this service will be available from both Tividale in the West Midlands and from Leeds.

Although Accurate Laser's customers do include large companies and it has invested in the necessary production machinery to service bigger contracts, most are small batch manufacturers. "They are attracted by our quick, make-it-happen approach," Jon confirms and the single universal head on the TruLaser 3030 is ideal for this type of work. It provides a significant advantage for small batch production. As Jon adds, "Swapping heads means downtime and that could make the difference between profit and loss."

The company hopes its recent ISO9001 accreditation will open doors to new business. However, third-tier suppliers to the automotive industry continue to prove a good work source for Accurate Laser and it also has its sights set on round the clock production on the TruLaser 3030.

“For a small start up business it’s an opportunity not to be missed,” Jon continues. “The single head technology means we can operate with lights out on more than one type of component and difference thicknesses.” TRUMPF’s modular approach to automation will also allow the company to further enhance the TruLaser 3030 to best suit its future development needs.”

Naturally Accurate Laser has thought long and hard about its initial investment in a TRUMPF machine. Jon concludes. “As a new business with one laser it was important that we chose our key equipment carefully to ensure maximum uptime and flexibility. TRUMPF now has a good service reputation in the industry and this combined with the technological advances of the machine, especially quicker cycle times, gives us the confidence in the early success of the Leeds operation.”

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