

Productive from the start

In 2018, Denis Lozusic realized his dream of becoming self-employed, took over an aging job shop and founded DELO Maschinenbau GmbH & Co. KG. Starting out is always difficult, but Lozusic and his team rolled up their sleeves and turned DELO into a modern and successful mechanical engineering company in just four years. The belief in success, principled business partners, highly motivated employees and modern machinery have made a decisive contribution to success. Denis Lozusic is making targeted investments in his machine fleet, despite the initially tense financial situation. In addition to a TruBend 7050 from TRUMPF, a TruLaser 1030 fiber has been in production since early 2022. Even during the test customer phase, it became apparent that the machine is ideal for DELO. "The machine's high throughput, the perfect cutting quality and its reliability increase our productivity. Thanks to the energy efficiency of the system, we save costs. This has a positive effect on our pricing and thus on our competitiveness," explains Denis Lozusic.



DELO Maschinenbau GmbH & Co. KG

www.DELO-maschinenbau.com

DELO Maschinenbau GmbH & Co. KG was founded by Denis Lozusic in 2018. The company is a highly specialized provider for customized special machine engineering and systems engineering. DELO's customers rely on a high degree of vertical integration, the expertise of the employees built up through many years of experience and a strong sense of fair play. All of this makes the company a reliable partner for customers from medical and environmental technology, the automotive and textile industries, and many more.

INDUSTRY	NUMBER OF EMPLOYEES	SITE
Mechanical engineering	17	Hechingen (Germany)

TRUMPF PRODUCTS

- TruLaser 1030 fiber
- TruBend 7050

APPLICATIONS

- Laser cutting
- Bending

Challenges

With currently 17 employees, DELO is not one of the big players - but one of the big winners: In just four years, company founder Denis Lozusic managed to turn an outdated job shop into a successful, young and highly specialized mechanical engineering company. Right from the start, his declared goal was to set up a modern machine fleet with systems from TRUMPF: "We produce unique parts and individualized special machines. Our customers expect the best processing quality for a fair price. Reliable machines that work efficiently and productively are essential for us to keep up with the competition. And for me,

these happen to be TRUMPF machines."

When Lozusic invested in a TruBend 7050 bending machine in 2020, he already had a laser system on his list. "We had an old machine in production, but it was no longer reliable and very difficult to operate," he explains. "A high level of experience in setting cutting parameters was necessary in order to achieve respectable cutting results." Despite the highly motivated and experienced employees, this slowed down productivity and had a negative effect on the cost calculation due to the large number of rejects.

He sees it as a stroke of luck that he had his dream laser system from TRUMPF in production much faster than expected: "I was offered the opportunity to integrate the TruLaser 1030 fiber into my production as a test customer, even though we produce in a relatively old facility with all its pitfalls. In addition, the time pressure was high during installation and commissioning, because we didn't have an alternative machine and had to quickly continue production."



"With the TruLaser 1030 fiber, we save around two thirds of our previous energy costs."

DENIS LOZUSIC

CEO OF DELO MASCHINENBAU GMBH & CO.
KG



Solutions

The compact TruLaser 1030 fiber from TRUMPF offers Denis Lozusic everything he needs. "It is fast, provides very good cutting results, is reliable, efficient and easy to operate - what more do you want?" he summarizes, with a grin.

The TruLaser 1030 fiber ensures faster production with its high cutting speed. "Compared to the predecessor machine, we have significantly increased our throughput - and with significantly less rejects." Non-productive times have also been drastically reduced compared to before. "The automatic nozzle changer saves us time while also increasing process reliability in unattended production," explains Lozusic. He continues: "The CoolLine option enables tighter nesting, even with very delicate contours. This has a positive effect on our productivity and saves us material costs. As a result, we can perform our calculations completely differently and have already landed a new customer." The low cutting gas consumption of the TruLaser 1030 fiber significantly reduces costs as well. "When cutting stainless steel in the thickness range of 3 to 20 millimeters, we consume up to 70 percent less nitrogen with the HighSpeed Eco option," Lozusic explains enthusiastically.

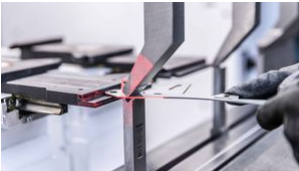
Just like everywhere else, rising energy costs are a serious matter at DELO. This is why Denis Lozusic is particularly pleased with the efficiency of the TruLaser 1030 fiber: "We have been able to reduce our energy costs by two thirds compared to our predecessor machine," he explains. This enormous savings secured the company a grant of 40,000 euros from BAFA (Federal Office for Economic Affairs and Export Control). "TRUMPF provided support with efficiency calculations and created comparison tables based on recurring parts with values from TruLaser 1030 fiber and the old system. This was an immense help when

applying for the grant," says Lozusic.

Implementation

Despite time pressure and less than ideal environmental conditions, the installation and commissioning of the TruLaser 1030 fiber went smoothly. "This meant we could work productively with the machine basically from the very beginning," says Lozusic. The simple, intuitive operability of the system and the numerous cutting parameters already stored also contribute to this productivity. "My trainees particularly liked the Touchpoint user interface. It is reminiscent of a mobile phone or tablet. This makes their work even more fun," says Lozusic delightedly.

He has now made the TruLaser 1030 fiber a permanent part of his machine fleet. A good decision, he thinks: "The quality of the machine and the service from TRUMPF are simply top-notch. The technical support and advice from my contact partner is great and I also feel that I am in good hands with the experts at TRUMPF Bank when it comes to financing my machines. They have found a tailor-made financing model for my young company that gives me some breathing room."



Forecast

DELO is going strong. Therefore, it's time to expand. With a 2,000 square meter production facility in Hechingen, Lozusic has more than doubled his production area. This provides space for further growth. "Despite the tense economic situation, the TruLaser 1030 fiber is already being used to capacity. And it has also helped us gain new customers. For this reason, we may be introducing a second shift," explains Lozusic. And that's not all: "I would like to grow and diversify our laser expertise with laser welding," he reveals. He has his eyes on a TruLaser Cell 3000 or a TruArc Weld 1000.

In the medium term he wants to increase his sales by ten percent. A realistic goal, he thinks: "With our loyal customers, principled partners like TRUMPF, and my wonderful employees, it is achievable."

