

TRUf

THE MAGAZINE FOR SHEET METAL EXPERTS



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Growing Faithfully:
Navigating obstacles on the
path to success

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A Shared Vision:
Four generations and one
shared vision for growth

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Growing in the West to remain
close to customers

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Increasing shop floor transparency
one "ping" at a time

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There are times when **a task may seem impossible** - but with determination the goal can be attained. Take a small ant for example – **despite their size**, they remain determined to complete a task, even if that means lifting up to **1000 times their weight**. ■





Goals are not reached overnight – rather it takes a plan, patience and continuous hard-work. The ability to stay focused on the end goal plays an important role, but **more than anything**, it takes **a team determined to achieve** results despite the challenges thrown their way. ■

It is **not always easy** to move away from the status quo – but in 1968 the history of sports was changed when the first international Special Olympics was held in Chicago. This event opened doors for athletes **determined to compete** despite their disability. Today, adaptive athletes continue to showcase the strength and endurance it takes **to overcome an obstacle** in order to achieve a goal. ■





EDITORIAL



As a company we continue to ask ourselves, **“How can we better serve our customers?”** When answering this question, it is important that **we put ourselves in the position** of not only our customers and machine operators, but also their customers. Coming up with **these solutions takes thought**, but to implement and provide our customers with those solutions **takes determination.**

Technology is continuously advancing, and customer needs continue to evolve. To ensure that our customers across North America sustain a competitive advantage, we are determined to provide them with the tools and knowledge that they will need. However, it is not always easy to do so from a distance – so we moved even closer. With this year’s opening of the TRUMPF Technology Center in Costa Mesa, California, we are better able to provide our customers in the West with hands-on learning and support across TRUMPF’s machine portfolio, as well as our company’s Industry 4.0 and software solutions.

As machines and processes become more complex and intertwined, TRUMPF is equally determined to simplify the lives of machine operators. This is highlighted by the introduction of two new product innovations within the North American Market – Active Speed Control and Track&Trace.

Active Speed Control is a sensor system which autonomously adjusts the cutting speed of our machines. It enables the machine to maintain an optimal cut through material variations common in industrial processes. This frees the operator from frequently checking the machine and adjusting cutting parameters so they can focus on more valuable tasks. TRUMPF’s Track&Trace is an indoor tracking system specifically designed to work in industrial manufacturing facilities. It allows operators to quickly locate jobs within the production facility and virtually eliminates unproductive searching time. In addition, this system has enabled us to go paperless in our own sheet metal fabrication shop in Farmington.

This issue highlights the theme of “Determination,” a word that can represent many different meanings for different companies, for us at TRUMPF it represents our dedication to you, our customers. By way of technology, innovation, and service we are determined to continue supporting your growth within the precision sheet metal fabrication industry.

Peter Hoecklin
PETER HOECKLIN, PRESIDENT & CEO

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02



01

TEXAS

*Forming partnerships in Fort Worth to navigate
a tough path to success*

GROWING FAITHFULLY

Everything is bigger in Texas. With one million square feet of manufacturing space producing more than a million parts annually, Fort Worth-based Anchor Fabrication fits the stereotype. A closer look reveals the hard work and determination that has transformed the company from a small job shop to a growing contract manufacturer eager to acquire additional businesses. Navigating obstacles to growth and identifying the right partners and opportunities has put Anchor on a course to success.





“We have this **hope as an anchor for the soul, firm and secure**”

The right angle: operators utilize TRUMPF bending equipment during their production process

Diligence and quality

Unfortunately, Anchor Fabrication’s next TRUMPF laser cutting machine never made it to the shop floor. The delivery truck crashed into a bridge -- smashing the resonator and totaling the machine -- just five miles away from the facility. “We had to scrap the whole thing,” Willbanks recalls. “It was not TRUMPF’s fault, but before I had even finished telling (TRUMPF Senior Vice President) Burke (Doar), he had already put a new machine on order. TRUMPF was committed to helping us get up and running as soon as possible, and we were able to muscle our way through extra shifts until the new machine arrived.”

Anchor Fabrication built a reputation for high-quality work. The company added more TRUMPF laser cutting technology, and new bending machines as well. “I had been used to older press brakes,” says Willbanks, who had worked in the family business since he was a teenager. “One of the things I learned from being around TRUMPF equipment is that its lasers are very precise. And if you are going to keep a tight tolerance when you cut a product, you need to keep a tight tolerance when bending it too.”

Anchor Fabrication started out with a 25,000 square-foot facility in 1990 and has since grown into one of the largest privately-owned contract manufacturers in the southern United States. The company’s expansion over the last thirty years has required steadfast strength to overcome mishaps, natural disasters, personal health crises, and other challenges.

Strongly connected

Owner John “Tra” Willbanks III has a long faith-based family history in manufacturing going back two generations and forward (hopefully) to seven children. “Our faith is really important to how we operate the business and our life in general,” explains Willbanks. When his father, John Willbanks Jr., created the company, he wanted a name that would come earlier in directory listings than his W surname. He was inspired by a Bible verse that read: “We have this hope as an anchor for the soul, firm and secure” and decided to call the company Anchor Fabrication.

In true Texas style, Anchor Fabrication’s early TRUMPF purchases were big: large-format laser cutting machines. The company had not had much luck with two previous laser suppliers, but the third was the charm. Looking to distinguish Anchor from its competitors, Willbanks’ father purchased a TC L 6030 laser cutting machine with 20-foot capacity. Soon the TRUMPF laser machine was cutting conveyor frames for Anchor’s material handling customers.

Blessed with work

In late 2006/early 2007, Willbanks took over the company from his father. Then, in April 2008, Anchor’s weld shop was demolished by a tornado. “We were under tremendous pressure to rebuild the facility in a very short period of time,” remembers Willbanks. “We resolved to meet due dates and delivered the work in full.”

During the 2008 financial crisis, Anchor Fabrication was fortunate to stay busy. A heavy volume of military work sustained the company and Anchor recorded two of its best years in 2008 and 2009 (later followed by 2014 and 2015). Today, Anchor and its partner companies use more than thirty TRUMPF machines in Texas, Tennessee and Mississippi to fabricate parts for customers in the trucking, material handling, oil and gas, rail and locomotive, and other industries.

Worry-free approach

Having TRUMPF equipment has simplified training, machine operation and maintenance at Anchor. Willbanks points out the time and cost savings associated with using one supplier and having the same programming system and spare parts. “It is easy to move a part between businesses,” he says. “The program is already written, and we know we can depend on it. We can leverage the skill set across our companies.”

TRUMPF’s technological advancements also help Anchor maintain its productivity and profitability. “TRUMPF’s reinvestment in research and development gives me the confidence that I’m partnered with a company that will remain on the cutting edge – which is where I want to stay,” says Willbanks. “I do not have time to worry about finding the latest, fastest or most reliable equipment. TRUMPF machinery allows us to focus on what we’re really good at, which is taking care of customers.”



“TRUMPF’s **reinvestment in research and development** gives me the confidence that **I’m partnered with a company that will remain on the cutting edge** – which is where I want to stay,”



Successful struggles

It has not always been smooth sailing for Anchor, but company employees are unwaveringly committed when difficulties arrive. For example, Willbanks highlights one manager who always puts in extra effort, doing things to the best of his ability while caring for a spouse battling cancer. Willbanks is familiar with the strength needed to carry on while facing such challenges. He too is a cancer survivor.

Willbanks does not feel his struggles are unique. "Every company like mine has stories about overcoming adversity. It is hard to operate a business in this environment," he admits. "I believe most people in the industry have great deal of determination. In many small businesses, and particularly job shops, I think you will find that most people want to work hard and do a good job."

Acquiring growth

Most of Anchor's recent and future expansion is connected to partnerships with other manufacturers. "We try to grow organically and add capacity through new and existing customers, but we believe that real growth happens with acquisition," explains Willbanks. Over the last five years, Anchor Partners, which owns Anchor Fabrication, also purchased Quality Industries and Abby Manufacturing.

Although it is not a major factor in determining new partnerships, Willbanks often looks to see if potential partners use TRUMPF machinery. "Every time we buy a business, we look at their capital equipment," he adds. "Almost every company we have bought has TRUMPF machines. The shared philosophy and quality form a foundation upon which we can build a good relationship."

Working together with partners, old and new, Anchor can continue to grow and navigate whatever challenges come its way.



.....
"The shared philosophy and quality form a foundation upon which we can build a good relationship."

Setting machines apart: Anchor Fabrication adds their own personal touch to machinery

In Brief Anchor Fabrication Machine Portfolio



TruLaser 3040 fiber

The TruLaser 3040 fiber uses TruDisk laser technology to reliably and quickly achieve high-quality cuts in thick and thin material. In addition to excellent part quality, the high-performance machine facilitates seamless part removal and better material utilization. The machine is compatible with a wide variety options for automated loading and unloading of parts.



TruLaser 1030 fiber

The TruLaser 1030 fiber enables robust and economical laser cutting. The easy-to-use machine employs an energy-efficient laser to cut a variety of materials reliably and consistently. Automated load/unload features may be added.



TruBend 5085, 5130, 5230 and 5320

The TruBend Series 5000 press brakes are capable of highly productive and precise bending. The fast, user-friendly and ergonomic press brakes offer innovative programming, tool setup design, and other features for flexible part production.



TruLaser 3030 and 3060

The TruLaser 3030 and TruLaser 3060 machines utilize CO₂ laser technology for fast, reliable and flexible operation. The well-rounded machines combine high performance with perfect, micro-burr-free cutting results.

The customer

Anchor Fabrication

Greg Frye, President
 1200 Lawson Rd, Fort Worth, TX 76131
 Phone: 1-800-635-0386
www.anchorfabrication.com

- TruLaser 3040 fiber
- TruLaser 3060 & 3030
- TruLaser 1030 fiber
- TruDisk 3001

- TruBend 5085, 5130, 5230 & 5320
- TC L 6030, TC L 4050, TC L 4030



To extend your application spectrum, **TRUMPF offers other suitable product enhancements** for every machine.



02

OHIO

Letting determination lead the way in Salem

A SHARED VISION

At one point in time, manufacturing in Ohio employed more than half of the state's workforce. One manufacturing company in Salem has continued to grow since that time. 77 years, 6 plants, 4 generations, and 1 shared vision – these are just a few of the things that have contributed to the success of Hickey Metal Fabrication over the years.





Expanding operations: Hickey Metal Fabrication's sixth plant was opened this year

What was started as a small roofing company out of a garage in 1942 by Leo Hickey, has since grown into a successful job shop specializing in sheet metal fabrication in Salem, Ohio. His son Bob Hickey began working with his father as a young boy making metal boxes during WW II and took over the business when his father passed away in 1954. It wasn't until the early 90s that the company made its shift from roofing to strictly sheet metal fabrication. Just a few years before the transition and with just a few employees, Hickey Metal Fabrication purchased their first piece of TRUMPF equipment in 1988 – a TRUMATIC 240 punch machine. "Even then we knew the importance of investing in technology and the benefit to having the best of the best equipment," explained current President, Leo Hickey, named after his grandfather who began the company almost 8 decades ago. For Hickey Metal, this transition came hand in hand, "The change in business type came with challenges, but with previous commercial roofing experience, sheet metal work had always been involved," said Leo.

A new focus

With the company's shift in focus came a growing customer base, which of course meant additional orders and different types of fabrication needs. Determined to succeed as a small job shop in Salem and to fulfill each customer's unique request, Hickey Metal took the next step and purchased their second TRUMPF machine, a TRUMATIC 260. From the early 90s to the 2000s, Hickey Metal Fabrication continued to expand. "We are a vertically integrated company," explained Vice President, Adam Hickey, son of Leo Hickey. "We've created machine redundancy in each plant so that we can always support customers in the event that something was to happen to another property." By 2009, Hickey Metal had 4 locations, all within the same city and all within a two-mile radius. Today, the company has twelve TRUMPF machines throughout six plant locations in order to ensure that customer orders are delivered on time.



TruPunch 5000: Operators observe a run of customer parts

When the going gets tough

Fast forward a few years to the economic downturn in 2008. This was a difficult time for many companies, for business owners who saw a plummet in company figures, and for those employees who found themselves out of work. Leo and his management team at Hickey Metal Fabrication knew that they had to do everything they could to keep their team during this time. "When the economy took a shift, we never laid anybody off," explained Leo. "We were able to cut our hours back to forty, never less than that." Although company figures were not as robust as 2007, Hickey Metal performed well in 2008. "Being a job shop, we have a diversified customer base, from the transportation industry and grating work to architectural and military work," Adam explained. "We have loyal customers that we have built relationships with over the years, and our efforts to diversify our customer base allows our workload to stay as linear as possible, in case any one industry has a downturn."



An experienced workforce: Employees pictured have 200 years of combined manufacturing experience



“Over the years we have purchased additional TRUMPF equipment which helps us to build on existing relationships and cultivate new customers.”

Family ties

Take a trip to any of the company’s six plants in Salem and you won’t find suits and ties, rather jeans, t-shirts, or bright yellow safety shirts that read “Hickey Metal Fabrication” on the production floor. “It is a big part of our DNA here,” said Adam. “We don’t sit behind a desk all day long, we get our hands dirty on the production floor.” Being a family owned company in its fourth generation is certainly a testament to the teamwork that has been instilled throughout the years. Leo Hickey joined his father Robert Hickey in the 70’s and has been a part of the business ever since. Leo’s sister Lois and her husband Nick Peters later joined the team where both played a vital role in Hickey Metal Fabrication’s history and growth and left a lasting impression during their time with the company. Leo’s wife Suzanne manages day-to day activities as Corporate Secretary & Treasurer, while son Adam Hickey, and nephews Ben and Nick Peters are acting Vice Presidents. “We all have different strong points that compliment each other,” states Nick. “I have a degree in engineering, so my focus is the technical side, while Ben has a degree in construction management, and Adam’s degree in business allows us to each handle different aspects of the operations.”

The years to come

“Our potential for growth is unlimited,” says Adam, “We have been making products for one customer since 1988, non-stop, and value the strong relationship we have had with them for these years.” With the newest of six locations underway for operations, Hickey Metal looks forward to taking on additional customers, and building the long-standing relationships they have been known for throughout the years. Because of the work they are doing, the products they are building and the technology they are utilizing, Hickey has been receiving inquiries from customers all over the United States. “From generation to generation, we have the same vision,” Adam explained, “All of us want to grow the company, that’s been the plan and that still is the plan.”

Technology investments

Determined to grow not only the business, but its relationships with customers, Hickey Metal continues to see the importance of technology. “TRUMPF was one of the first pieces of equipment that we invested in and since that time we continue to put money back into the company,” Leo explained, “Over the years we have purchased additional TRUMPF equipment which helps us to build on existing relationships and cultivate new customers.” Just this year, Hickey Metal installed three new pieces of TRUMPF equipment – a TruLaser 3060 fiber with a 6 kW TruDisk laser, a TruBend 5170, and a TruPunch 5000 with a SheetMaster. With TRUMPF equipment, Hickey Metal is able to help improve, design, and fabricate the varying parts for their customers. “The customers who come to us don’t invest in the equipment to be able to make the punched parts, the laser cut parts, the bent parts,” said Leo. Recently, one of their customers did decide to add a laser and press brake to their shop, but Hickey Metal still has not lost one part order from them. While the customer utilizes the equipment for small jobs, Hickey Metal is still responsible for the customer’s large volume orders. “One thing we aim for with our technology is to be fairly priced and faster than other job shops,” stated Vice President, Nick Peters. With technology more easily accessible than ever, customers have the ability to design and create products relatively quickly, making it important to keep up with the production capabilities to take their new design into the production phase faster than it has been done in the past. “It’s not unusual for our customers to design something one week, send us drawings the next, and we are bringing it to life by the third week.”

In Brief

Hickey Metal Fabrication Machine Portfolio



TruPunch 5000

The TruPunch 5000 sets new standards for productivity. It produces a wide range of parts quickly with flexibility and maximum precision and process reliability. Individual automation solutions maximize the throughput, particularly during multiple-shift operation.



TruBend 5170 and 5320

The TruBend Series 5000 press brakes are capable of highly productive and precise bending. The fast, user-friendly and ergonomic press brakes offer innovative programming, tool setup design, and other features for flexible part production.



TruLaser Tube 7000

With this flexible high-end machine, users can cover a broad range of parts and open up new areas of application for laser tube cutting. The machine cuts tubes and profiles with a diameter of up to 10 in. and wall thicknesses of up to 0.4 in. for mild steel.



TruLaser 3030 and 3060 fiber

The TruLaser 3060 fiber offers a high level of flexibility for different material thicknesses. The machine’s TruDisk solid-state laser enables the processing of non-ferrous metals and provides users with a productivity benefit in thin to thick materials. BrightLine fiber also facilitates excellent part quality and seamless part removal.

The customer

Hickey Metal Fabrication

Leo Hickey, President
873 Georgetown Rd Salem, Ohio 44460
Phone: 330-337-9329
www.hickeymetal.com

- TruLaser 2030 fiber
- TruLaser 5030 fiber
- TruLaser 3030 fiber
- TruLaser 3060 fiber

- TruPunch 5000
- TruBend 5170
- TruBend 5320
- TruLaser Tube 7000



To extend your application spectrum, **TRUMPF offers other suitable product enhancements** for every machine.

03

CALIFORNIA

Growing Commitment in Costa Mesa

ELEVEN STEPS CLOSER

Famous mountain ranges, a scenic coastal shoreline, broad stretches of freeways and open land, make up the largest region of the United States. Industry varies throughout the eleven western states, many of which include sheet metal fabrication. TRUMPF is determined to remain close to its customers across the country whether it is large OEMs or smaller job shops – and with the Golden State being home to the new TRUMPF Technology Center, for many the company is now even closer.





Hands-on training at the facility enables customers to maximize their knowledge and capabilities on TRUMPF equipment.

TruBend 5130: The machine's six-axis backgauge offers the flexibility to manufacture almost any part without a fixture while increasing production speeds.

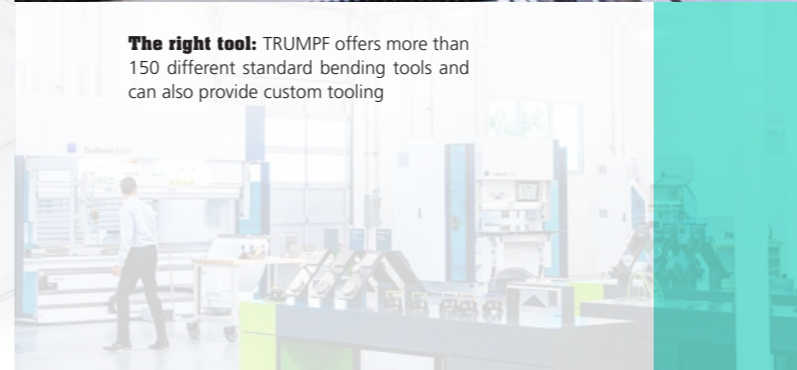


The TRUMPF Technology Center in Costa Mesa, California, opened the doors to its 20,000 square foot facility earlier this year. With TRUMPF's sight set on close customer proximity, the new facility in Southern California is now just a drive away for some - or a short flight for others. Conveniently located close to the John Wayne Airport in Orange County, it is just a ten-minute drive to the TRUMPF Technology Center for those visiting by plane. But that's only a small part of the story!

Upon entering the building, an intricate sheet metal display in the lobby shows off TRUMPF's technologies. A lounge with rustic design elements leads to the 13,000 square feet of showroom space which offers customers the opportunity to experience live machines from TRUMPF's precision laser, punch, and bending portfolio. The TruLaser 3030 fiber includes a LiftMaster Compact and PartMaster to show just one of the ways TRUMPF's machines can be integrated with a wide range of automation solutions. The TruMatic 1000 fiber punch/laser combination machine is equipped with SheetMaster Compact to show another material handling solution. Taking it a step further, remote connectivity to the TRUMPF Smart Factory in Hoffman Estates, Illinois gives visitors an impression of TRUMPF's dedication to the future of precision sheet metal fabrication with the ability to view additional TRUMPF equipment in operation, in real-time and highlights the company's Industry 4.0 solutions for manufacturing.



The right tool: TRUMPF offers more than 150 different standard bending tools and can also provide custom tooling



As TRUMPF's customers' manufacturing needs continue to evolve, TRUMPF is dedicated to ensuring their continued success with innovative technologies.

The Technology Center in Costa Mesa is not just a showroom however. In the state-of-the-art Training Room, TRUMPF provides hands-on instruction for machine operators and software programmers at varying levels of competency. As TRUMPF's customers' manufacturing needs continue to evolve, TRUMPF is dedicated to ensuring their continued success with innovative technologies and a growing offering of training. Whatever the needs of customers, TRUMPF's new technology center not only showcases its training capabilities but enables the company to better serve its customers west of the Rocky Mountains and present to them the latest technology advancements right in their own backyard.

Impressive results: BrightLine fiber facilitates excellent part quality and seamless part removal.



04

FUTURE



Eliminating Search Time

TRACK&TRACE

Enter the production facility of a small job shop or large OEM and you'll notice many moving parts – operators programming machines, machines at work, or parts moving from one operation to the next. With all of this movement, keeping track of customer jobs is vital to a manufacturer's production process, especially when dealing with urgent orders.





Track&Trace: Satellites and markers increase the transparency on a shop floor



Find, don't search

Prior to GPS, paper maps were followed to reach a destination. There weren't automatic directions letting you know to turn left or to tell you that there was an accident causing traffic up ahead. Similar to the paper map era, manufacturers have had to follow paper travelers from one production step to the next, sometimes with no indication of job location or bottlenecks during the production process. Being unable to locate a job results in excessive search time costing a company both time and money. It can also affect a manufacturer's throughput time, resulting in delays for customer orders. To reduce or eliminate the inefficient and tedious task of searching for jobs, TRUMPF has introduced Track&Trace: an indoor positioning system which enables manufacturers to find orders on the shop floor at any time. TRUMPF aims to simplify manufacturers' production processes by way of innovative solutions – their indoor GPS solution is a great example of this. TRUMPF recognized that this technology can increase their customer's efficiency within sheet metal production especially when it comes to reducing or completely eliminating search times. Because metal and radio waves are not a great mix, indoor positioning in the sheet metal fabrication business has been difficult to achieve – Track&Trace changes that. By using high-precision and robust ultra-wideband radio technology (UWB), this system can track objects even when surrounded by an abundance of metal.

Effective communication

Traditionally, manufacturers have used a traveler to create a paper trail which moves from stage to stage throughout the production process. These travelers are used to track the time and progress of the job all the way from the initial shop floor order release to the final stage of production. This tracking process however, requires a large amount of work and lacks transparency for the employees on the shop floor. Because paper cannot communicate from

across a room, it is up to the shop floor employee to locate the traveler within production, in order to update or make changes to a job, creating inefficiencies such as wasted time and costs with the printing and sorting of documents. It may seem like a stretch to say that tracking parts in real-time within production is as simple as a satellite receiving a "ping" from a marker, letting an employee know the part's exact location – but it's not. And that's exactly how TRUMPF's Track&Trace works. Satellites are installed within a manufacturer's production facility and communicate with markers containing transmitter chips. Once the markers are attached to stacks of parts or load carriers, the chips transmit data to shop floor computers, tablets or smartphones via the satellites, allowing production workers to access information on the part and its location on their screens. Data such as the job number or other required information for the production process can also be transmitted back to chip and displayed on the marker to increase transparency and completely eliminate the use of paper.

Increased efficiency

Being able to pinpoint an order on the production floor increases transparency and keeps a manufacturer's production flow running smoothly. It also eliminates the need to reproduce parts that are considered lost and saves costs when it comes to material and the interrupted processes. If a change is made or an urgent order needs to be located, Track&Trace allows production floor workers to find the job immediately. Not only are the parts being tracked from location to location, but the routes are being traced. The data for these routes is then presented in a spaghetti diagram allowing manufacturers to analyze the efficiency of the shop floor layout and material flow. The data sent from the markers can also identify any bottlenecks within the production process by noting which step the marker is on and the length of time which it sat for.

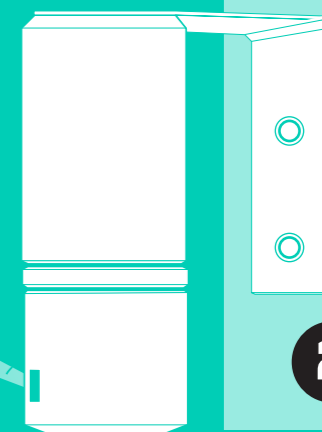
Track&Trace

TRUMPF has introduced a solution for locating objects inside buildings. Thanks to ultra-wideband (UWB) technology, the new system can accurately determine an object's position even when it is surrounded by large amounts of metal. That gives sheet metal

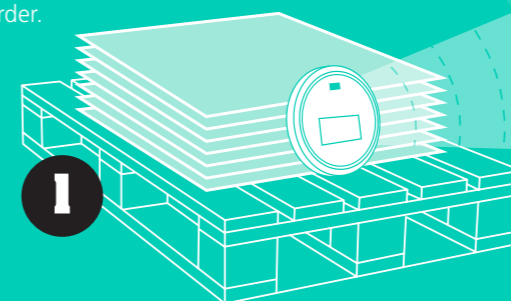
fabricators the perfect tool to optimize how they track their jobs, load carriers and transportation equipment. Satellites mounted on the ceilings and walls detect markers on batches of parts in the production facility and transmit their location to an industrial PC.



3. Industrial PC: The industrial PC receives the data and then processes and visualizes it to enable accurate indoor positioning.



2. Satellite: Satellites installed in the production facility pick up the markers' location and transmit the information to an industrial PC.



1. Marker: Users can transfer the order number and other information digitally onto the e-ink display of the marker. They can then simply place them on or beside the parts of the order.

Key benefits of Track&Trace:

Easy to use:

The system is intuitive and fun to use.

Plug & play:

Track&Trace simply slots into existing manufacturing processes and provides user-friendly assistance in everyday tasks.

Boosts transparency:

Track&Trace helps visualize the flow of materials.



Please scan the QR code for additional information



Interesting. Worthwhile. Surprising.



The new TruBend 7050

TRUMPF's new TruBend 7050 bends with a press force of 55 tons and has a bending length of 60 inches. The ergonomic high-speed machine's 6-axis backgauge guarantees exact positioning of components with remarkable precision. This new generation of TruBend Series 7000 machines comes with TRUMPF's ACB Wireless system which measures and corrects users' angles. The machine's new touchscreen control panel simplifies programming on the shop floor and the streamlined views present just the essentials so users can quickly find the right screen for entering data. A sit-stand stool, a table to support users' arms, a shelf for documents and a footrest keeps the operator comfortable and minimizes fatigue.



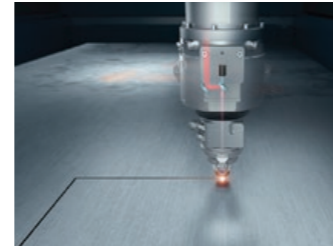
TruTool N 160

The TruTool N160 is the newest addition to TRUMPF's power tool portfolio and can cut up to 1/16". This nibbler is ideal for interior contours and notches and enables fast and tool-free change of a user's cutting direction. The TruTool N160 also allows for a clear view of a user's cutting line while fast and accurate working speed is achieved without sparks and corrosion to the material. The tool can cut flat, corrugated, and trapezoidal sheets of approximately 40 mm and with an easy to retrofit extension, it can cut even deeper profiles up to 60 mm. Users can choose between an electric or 10.8 V Li-Ion version of this tool.



A new generation

TRUMPF's new generation ToolMaster allows for automatic tool changes in seconds. The new generation continues to minimize tool changeover time, increase productivity and lower cost per part. It also has an increased storage capacity of 279 feet and can automatically load standard, ACB Wireless, and custom tooling.



Active Speed Control

TRUMPF's new Active Speed Control is a specialized vision system where the cutting head looks through the nozzle while the machine is working and ensures optimum process parameters regardless of variations in the raw material. If material thickness or quality varies, Active Speed Control adjusts laser parameters on-the-fly to keep the cut stable and reliable. This results in reduction of scrap parts and rework caused by material quality issues while making the cutting process less dependent on the equipment operator. Conversely, if the material quality allows for it, Active Speed Control can increase the cutting speed above 100% of the programmed feed rate, allowing fabricators processing good quality material to improve overall cutting productivity by as much as 8% without having to manually adjust any machine parameters.



Learning for Life

TRUMPF Training has implemented Learning for Life – a program which offers customers unlimited training access anytime, anywhere. The Learning for Life program includes all machine tool courses in the current training course catalog. This offers customers the opportunity to enroll their employees in as many courses as they need – whether it is an online class or a face-to-face training at one of our TRUMPF US training locations. For additional information and to obtain your Learning for Life pass, please contact training@us.trumpf.com



Award winning architecture

This year, the TRUMPF Smart Factory in Hoffman Estates, Illinois was presented with the Architecture Award from the American Institute of Architects. Each year, the AIA recognizes impressive buildings and space and the architects behind them. Constructed in 2017, the Smart Factory was built with 272,825 lbs. of corten steel and serves as the International center of Excellence in Industry 4.0



TRUMPF Mexico goes direct

After almost 20 years of using a single representative sales channel, TRUMPF Mexico has introduced a new direct sales structure in order to improve growth and customer satisfaction within the country. The new sales team consists of four regional managers, one lead coordinator, and two application engineers to ensure full country coverage in coordination with TRUMPF's service and spare parts departments.

6%

Increase in sales

The TRUMPF Group has increased its revenues to 4.3 billion dollars in fiscal 2018/19, up around six percent from last year. TRUMPF continues to make most of its sales in Germany, with this fiscal year's figure standing at 823 million dollars. Next in line is the US at 624 million dollars, followed by the Netherlands at 525 million dollars and China at 474 million dollars. The company's global workforce also increased in size this fiscal year by eight percent to around 14,500 employees.

Aha!
**YOU CAN'T BEND
 THE FACTS**

Bending sheet metal with 1,100 tons of press force precisely to 0.3°? TruBend machines make it possible. This page highlights fascinating facts and illustrates what you can bend under optimum conditions.

30%

**weight
 savings**

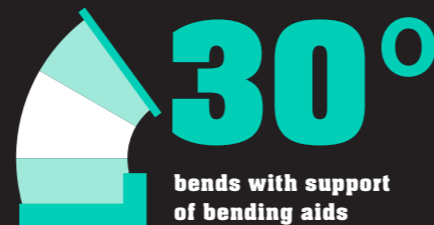


with lightweight
 bending tools

TRUMPF has delivered over

280 MILES

of bending
 tools to date



30°
 bends with support
 of bending aids

You can bend

1,100t



of large and thick parts precisely

0.3°

guaranteed angular tolerance

Positioning precisely to
0.00008 in.



492 ft/min

backgauge speed for fast station operation



#05

pARTgallery



When technology is transformed into art. Every issue of TRUe showcases selected components in a whole new light. This time: **the cutting nozzle as you have never seen it before.** We have taken this TRUMPF consumable out of its familiar environment and placed it in an entirely different setting.

DETERMINATION INSIGHT

Asthma attacks the lungs. It makes breathing very difficult. It occurs most often in young children. It is a scary episode and can be terrifying for the child and the parents. Theodore Roosevelt was born in New York City in 1858. From his early childhood, TR as he was later called, suffered from asthma making it difficult for him to sleep. It came on suddenly and often lasted for hours. In those days, inhalers weren't available and the remedy for TR was the comfort of his father in nightly carriage rides in and around the fresh air of Central Park in New York City.

As TR grew, his father encouraged his son to build up his physical and mental stamina. The young man developed a passion for strenuous exercise. It seemed as if TR and his father were determined to out-run asthma. The future President climbed trees, hiked through forests and up and down mountains and grew to appreciate nature including birds, animals, insects, and even trees, leaves and rocks. TR did push-ups and pull ups and taught himself to box – and the more he exercised, the less frequent the asthma would occur and the better he felt.

The same determination and discipline that TR channeled to overcome asthma enabled him to excel at Harvard and to develop an intense curiosity and appreciation for nature as well as politics. He became an advocate of progressive ideas and policies which helped define America at the turn of the 20th century. As the youngest president to assume office, he was known to be fearless, but more than his courage, it was his determination to accomplish tangible things that set him apart. During his eight years as President, the conservation of national forests and wildlife was high on his national agenda and became a part of America's landscape. No one would have predicted that this young boy who overcame asthma, would grow up to be President of the United States – but he did.

Burke Doar



TRUe #05

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