

trotec



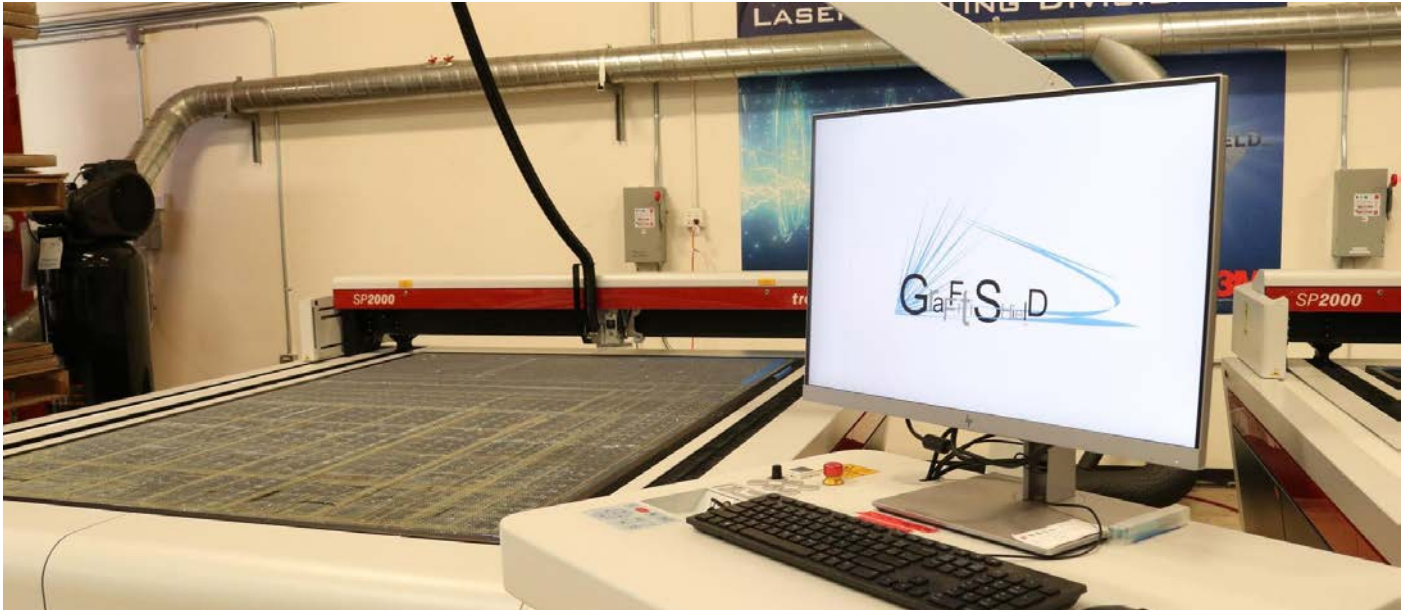
Customer Stories

Be inspired by the success stories of our customers

Large Format Edition

Graffiti Shield

“Trotec really put us in a new arena.”



A Holistic Approach to Graffiti Control.

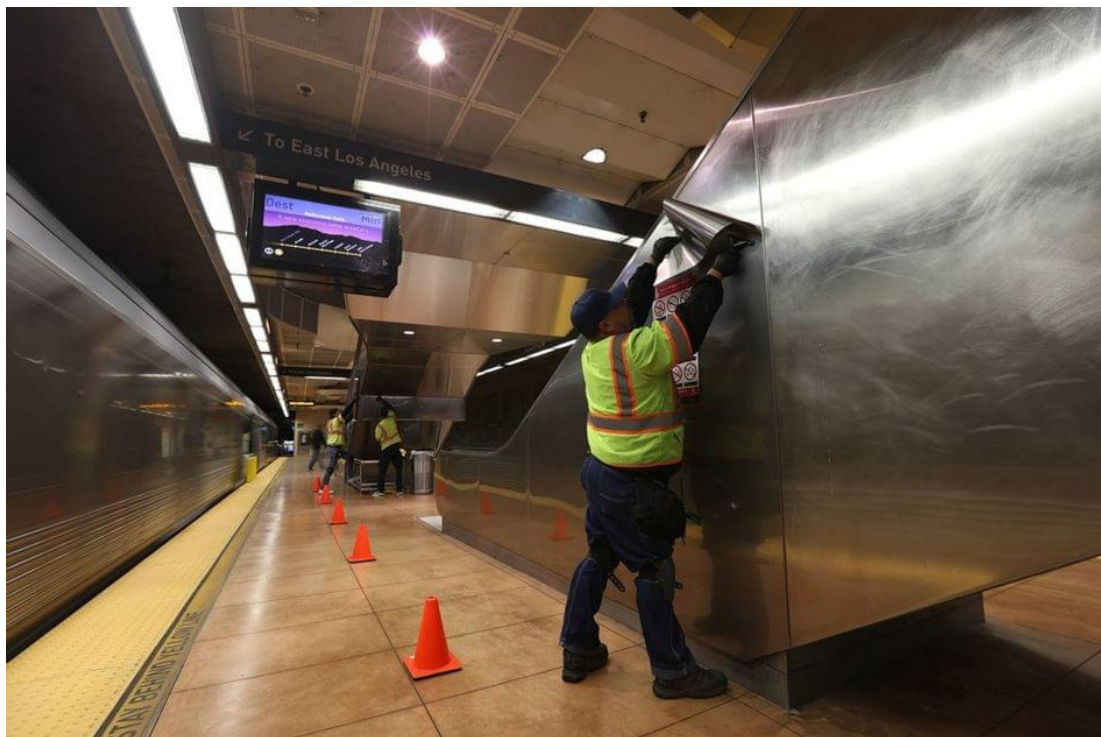
Graffiti Shield is a manufacturing converter of anti-graffiti films and surface protection films. They specialise in creating custom anti-graffiti shields, or sacrificial films, to protect new surfaces or cover up existing vandalism. Most of their customers fall in the mass transit industry and are located in large US cities such as Los Angeles, Seattle and New York.

In addition, they install anti-graffiti films in commercial properties for the protection of elevators and escalators. Graffiti Shield's headquarters, located in Anaheim, California, currently operates with two SP2000 100w to create customised surface protection solutions.

Graffiti Shield contacted Trotec to improve quality and expand product offerings.

Before purchasing a Trotec laser system, Graffiti Shield manufactured anti-graffiti films using other technologies such as knife cutters and CNC machines. For a time, those technologies were producing adequate quality, but were not able to achieve OEM quality standards that some of their clients required. They were also experiencing limitations regarding material size. Working with mass transit agencies requires creating custom solutions for large surfaces such as train and bus windows.

Unfortunately, the equipment Graffiti Shield was previously operating with was unable to produce the required specifications, so they decided to research laser technology. After speaking with other laser manufacturers, Graffiti Shield found they were unable to provide the necessary size and safety requirements. Soon after, Graffiti Shield reached out to Trotec Laser.



Initially, Graffiti Shield reached out to multiple different laser manufacturers only to find they were unable to provide a solution that addressed their size requirements and desired safety features. After speaking at length with Trotec and receiving a product demonstration, Graffiti Shield found that the SP2000 was able to increase cut quality to meet OEM standards, accommodate anti-graffiti shield sheet sizes for large transit windows AND operate as a safety class 2 laser – no other laser manufacturer could present all of these features in a single-source solution.

Since purchasing their laser, Graffiti Shield has been able to accept a wider range of custom jobs because of the machine's size, precision and speed. Because of this influx of custom jobs, Graffiti Shield bought a second SP2000 shortly after and plans to expand with the addition of a SP3000 in the near future.

Seitzberger Display

Seitzberger Display relies on the SP1500 laser for shop fitting



Seitzberger Display, based in Austria, specialises in individual and unique acrylic glass processing, displays and vacuum formed parts for shop fitting and trade fair construction as well as digital printing. The company currently employs around 30 people and has been known for technical expertise, professionalism, solution orientation, reliability and flexibility for over 34 years.





Shop fitting requires quality and efficiency

To be able to produce the various applications in the best and most cost-efficient way, Seitzberger Display has an extensive range of machinery at its disposal.

For shop fitting applications, a machine was needed that delivers perfect engraving and cutting results with acrylic and Plexiglas® and at the same time works highly efficiently and requires low maintenance. With the large-format laser SP1500, Seitzberger has been optimally equipped for all customer requirements since 2009.



SP1500 delivers high-quality engraving and cutting results in best time

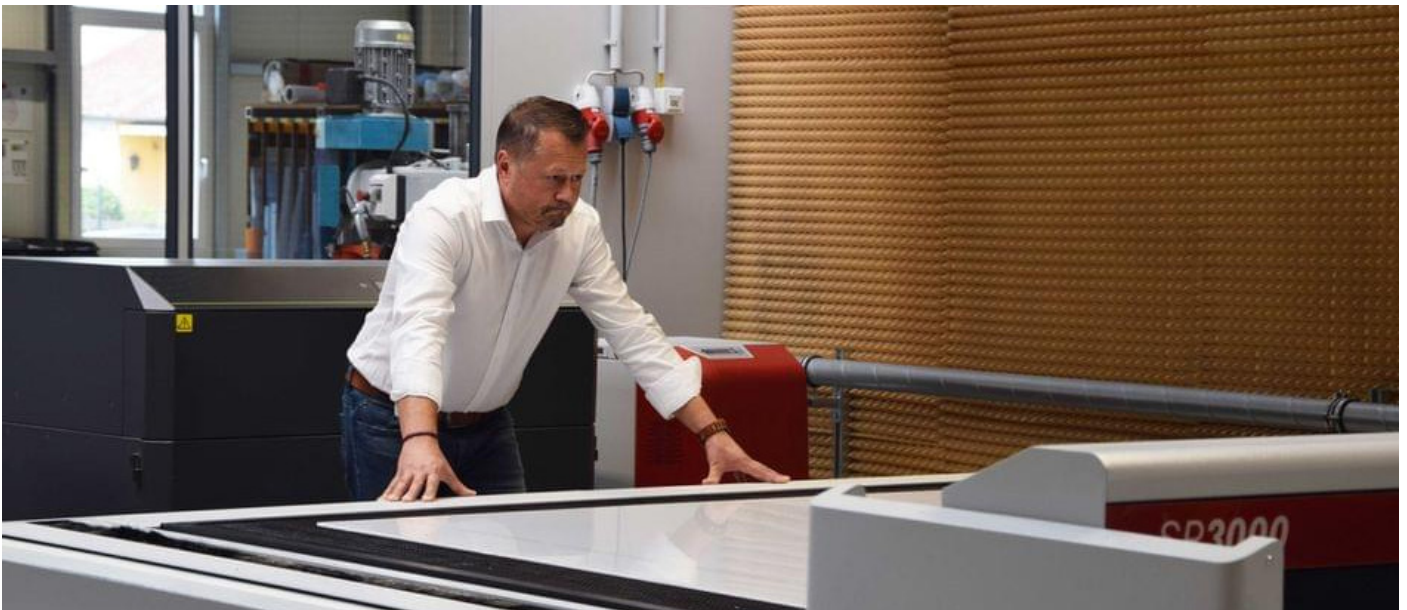
The SP1500 laser cutting machine is mainly used for engraving trophies and displays of all kinds. Thanks to the machine's flexibility, individual customer requests can be realised quickly and cost-efficiently.

As a result of the high power, the SP1500 is also fast when cutting white acrylic for displays and delivers visually perfect cutting results - burnt corners are a thing of the past. As the machine is very intuitive to handle, many employees can quickly become familiar with its operation.

Werner + Plank

Illuminated signs and displays from Werner + Plank

The company was founded in 1969 by Günther Werner as a three-man business in the field of advertising systems. After a continuous and strong growth of employees, Roland Plank took over the company in 2015 with its 85 employees at the Rocksdorf location. Since then, he has successfully continued to manage the company as Werner + Plank Licht & Metalltechnik GmbH and now employs 145 people. The core competence of the company is the development, planning and production of high-quality illuminated advertising systems and metal components of all kinds. As the market leader in the field of large-area illuminated advertising systems, the Upper Palatinate company serves B2B customers from all over Germany (approx. 60%) and the rest of the EU (approx. 40%).



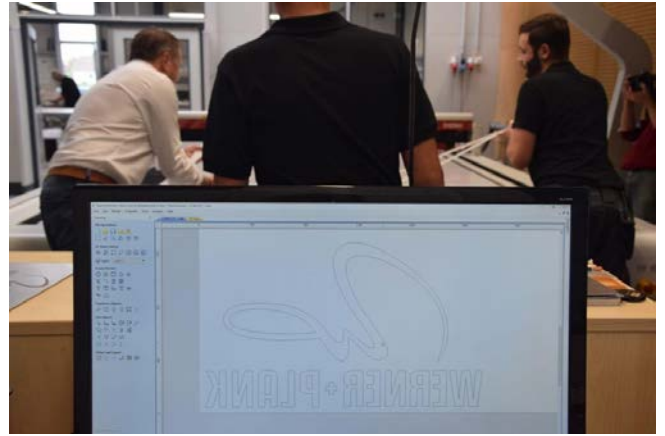
"Our customer inquiries became more and more specific and we were therefore looking for a partner who could serve us here on a long-term basis. With the Trotec SP3000, all applications that are required in lighting technology can be covered. Acrylic inlays can be cut very sharply with the laser cutter. In addition, the SP3000 allows us to nest geometries very efficiently with regard to materials and thus produce parts economically."

Roland Plank

Managing Director, Werner + Plank Licht & Metalltechnik GmbH (Germany)

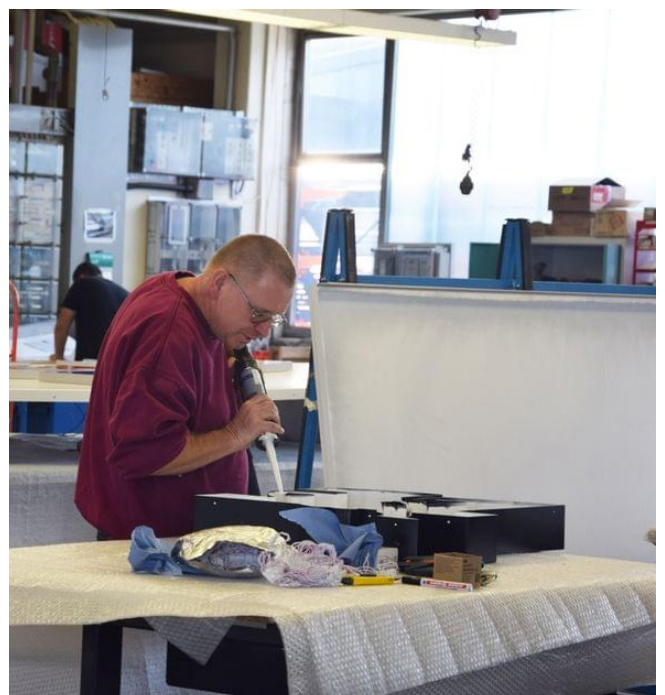
Milling cutter for material processing reaches its limits

Werner + Plank illuminated advertising systems are mainly made of acrylic and metal. Many light fixtures consist of a basic framework of metal and a backlit cover of acrylic glass, often with inlays. For these inlaid works, at the beginning mainly with the milling machine, later also with a laser plotter from China was used. However, the milling cutter was not precise enough for the production of the inlays and the service and mechanics of the China laser were not satisfactory. Roland Plank therefore looked for an alternative to be able to work more economically and more precisely.



More profitability with the Trotec Laser Cutter. The entrepreneur became aware of Trotec lasers and especially of the large-area laser cutters after extensive online research. He was immediately convinced by the design of the laser cutting machines and the ability to produce many small components economically on a large work surface.

Roland Plank has now had the Trotec Laser Cutter SP3000 with 400 watts installed in his production hall since 2018. The long-established company uses the large-format laser to cut mainly acrylic (PMMA), whether large letters and lettering or smaller inlays. However, the laser cutting machine is also used for many other applications in the company, such as sign engraving. At Werner + Plank, the SP3000 is used to full capacity every day in 1.5 shifts. Roland Plank and his team are enthusiastic about the precision of the Trotec laser cutter and especially appreciate the good service and the high-quality mechanics.

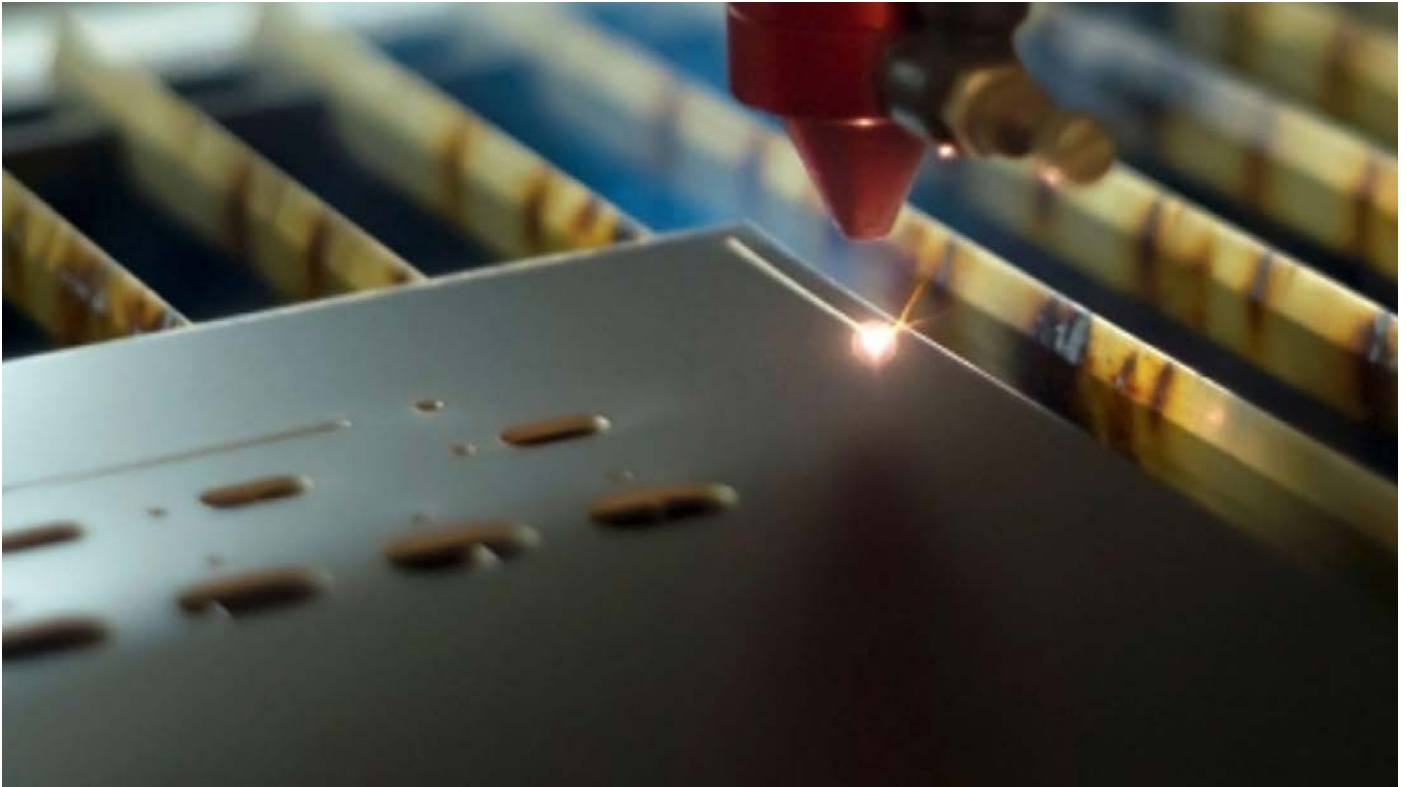


BMTEC

From startup to well renowned company

About BMTEC

The 28 year old Bakschik Martirosian started his business BMTEC six years ago from his small bedroom. Today it's a renowned company with 14 employees, more than 700 customers, 4 Trotec laser systems and a premises of 1200m2..

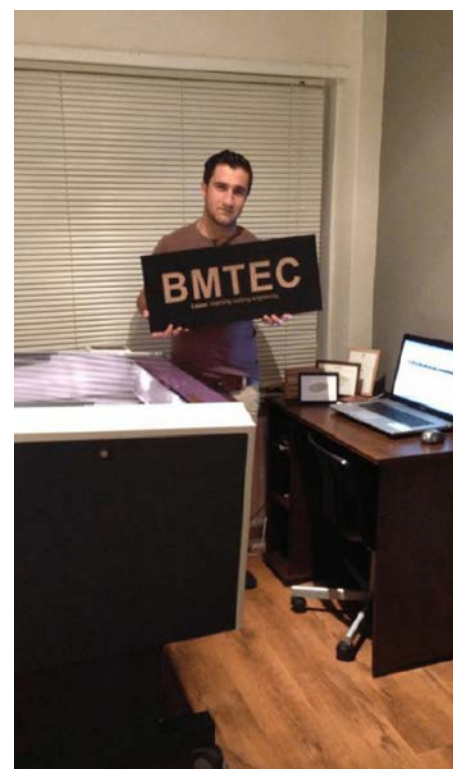


Once upon a time...

Bakschik Martirosian (founder and owner of BMTEC) studied Engineering and Mechanical Engineering. "During my studies and internship I discovered how beautiful production processes and systems are. I wanted to do something with that. The small bedroom was transformed into an office space. Soon my one-man business expanded and I had to look for a premises. At BMTEC we are experts in laser cutting, but also in giving engineering advice. With unprecedented enthusiasm we support our customers to get more out of laser cutting plastics - every step they take gives us a big energy boost", thus Bakschik Martirosian.

Various Trotec laser systems

For more than seven years BMTEC is a specialist in semi-finished products for customer groups in mechanical engineering, yacht- and ship building, the automotive-, medical and energy industry. Renowned names like Honeywell, Shell, Siemens, Campina are customers of BMTEC. It didn't take too much time before the machinery had to expand with two more Trotec laser systems. Today BMTEC is working with a laser engraving system (Speedy 300) and two laser cutting machines (SP1500 and SP2000).





The advantages of Trotec Laser

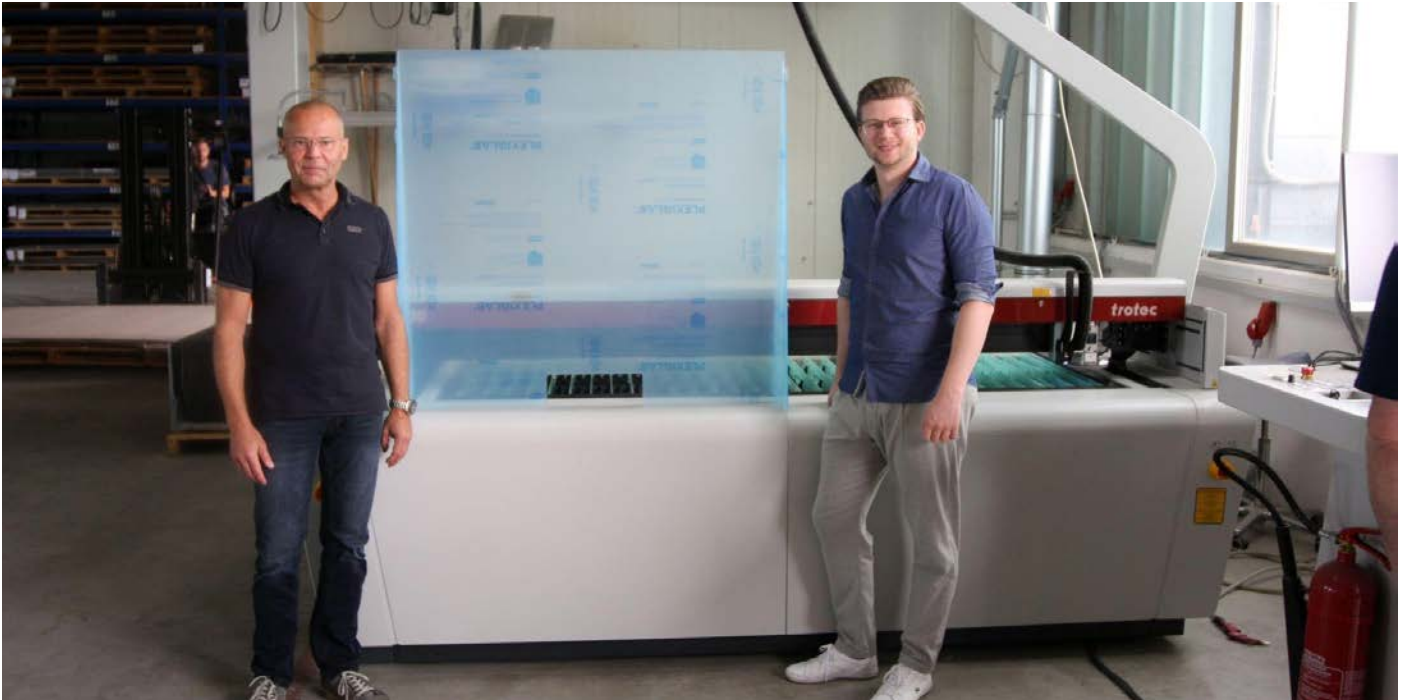
“For us it’s very important the laser system produces constant quality and clear cutting edges. Also the tolerance and lifetime of the machine is very important when buying a laser system. We’ve decided to buy Trotec laser systems not only for the high quality of the machine, but also for their service. I should be able to trust my supplier; with Trotec I found quality, service and trust.”, Bakschik Martirosian.

Automation is the future

“The plans for the future are full automation. We are already streamlining the entire process and integrating all components with the help of the laser systems, but we would like to go a step further. By automating, we hope to become even faster and better than we already are”, Bakschik Martirosian.

Polymehr GmbH

Polymehr cuts acrylic with the large format laser cutter SP3000



About Polymehr GmbH.

Since the turn of the millenium the Polymehr GmbH produces most different products, first of all made of acrylic glass for customers in the exhibition, store fitting and advertising industry. Meanwhile also other kinds of plastics are processed, so that customers from the machine, container, plant construction, medical, conveyor, electrical and automation engineering, but also private persons belong to the clientele of the company. In order to meet the requests quickly and qualitatively, Polymehr continuously focuses on the expansion of high quality production facilities but also e.g. into a webshop, in order to enable fast and comfortable shopping with short delivery times.





A good feeling right from the start


Until a few years ago, the materials were processed by means of milling machines, which required a lot of time but also intensive post-processing, e.g. for acrylic (by flame polishing). Due to the high demand, a large part of the products was also purchased from a laser service provider.

Thanks to a recommendation of a supplier at that time, Trotec introduced us to their large format lasers; the SP series. Compared to other suppliers, the SP3000 scored points not only in the handling of the laser machine and software but also because of the production country Austria. “This means that you have a laser that was manufactured exclusively here and you are not dependent on the delivery and service capabilities of third-party or intercontinental suppliers for any subsequent additions or service work,” says Mr. Göke. At the same time, laser processing now also opens up other types of material that can be processed easily and quickly, such as wood, MDF, etc.

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