

Customer Report 2

A Dutch Success Story in the Sheet Metal Industry

— ZANTECH —

The 1st of April in 1985, Mr. Jan Van der Zande together with his wife, started his own Job Shop Company ZANTECH, in the heart of Holland. It was only a single punching machine operation in a garage. 16 years



later, the ZANTECH factory covers 10,000 m² (107,600 ft²), employs 20 people with 23 sophisticated machines including 11 laser-cutting machines, and is generating a turn over of 5.5 Million Euros.

■ Entering the market with laser

The first laser machine was Mazak's Turbo X 510 (1500 watts) with a pallet changer in 1989. A few months later ZANTECH, ordered the 6 axes machine Laser Path 50100 3D FMS and started a profitable business in 3D parts cutting. It was very unique in Holland since there is no strong national automotive industry, which is normally the traditional market for 3D parts.

■ Additional productivity = FMS

But ZANTECH was even more ambitious by purchasing in 1991 a complete FMS with 2 Mazak Super Turbo 48 in line. "It was very successful and the output very impressive" said Mr. Zande, and he purchased a second FMS in 1994.

■ New concept developed by customer's opinion

A few years later, ZANTECH wanted to buy another FMS with a sorting robot. After deep discussions with Mazak engineers, a new concept sheet metal sorting robot, was developed, the Opto-Path, which overcomes all limitations of comparable systems. It can automatically select varieties of cut workpieces and stack them individually on pallets. This is a unique fully automatic system, which is very versatile and easy to program.

■ Unsurpassed productivity of laser FMS

About 70% of the weekly output (30 to 160 tons), which used to be produced by 3 punching and 6 laser machines, is now produced on this FMS line with 2 machines. In other words 22% of the previous number

of machines now cuts 70% of the total 2D cutting volume.

■ A new business with new Mazak product

Since 1999 ZANTECH started the laser cutting of pipe. Like the Opto Path, ZANTECH and our Design Department had long discussions to establish the specifications of the Fabri-Gear 300, the world's first laser machine with 25 axes (11 axes simultaneous) and the ability to cut pipe and structural steel with a cross-section up to 267 mm. They have been receiving so many orders, far more than they were expecting, that a plant was built to install up to 8 of these innovative machines.



Mr. Jan Van der Zande



3D FABRI GEAR 300

Mr. Van der Zande has a policy to always purchase the most advanced machines in order to escape from traditional severe competition and to maintain good profitability.

