

Thinking ahead: Investment in Plasma-Jet pays for itself

With their purchase of a KNUTH Plasma-Jet, the Berlin HD-Metalltechnik metalworking shop has positioned itself ideally for the future by cutting all their steel parts in-house. This saves time and money.



What convinced them to turn to KNUTH?

- Consultation: future-oriented and in-depth
- User training: customized and intensive
- Service: comprehensive and quick, including remote service

“For our commercial customers, we build a variety of products, including railings, gates, and screen walls for office buildings,” explained Savo Ostojic, owner of HD-Metalltechnik. These products have to be mounted to a steel plate, which until now we purchased from a subcontractor in Brandenburg, Germany. This added a considerable amount of time and money to the overall expense.

After receiving a very large railing order for the Mercedes-Benz building at the Potsdamer Platz in Berlin, Ostojic started considering to invest in their own cutting system. HD-Metalltechnik mainly cuts commercial-grade black steel S235 in thicknesses from 0.3” to 1.6” (8 to 40 mm). Occasionally, they will also cut stainless steel in thicknesses from 0.3” to 1.6” to 0.8” (8 to 20 mm). For this purpose, Ostojic was looking for a cost-effective portable machine that would serve him well for this large order and also for potential future projects. “KNUTH has a great reputation among metalworking shops and they were one of our primary options from the beginning,” explained Ostojic. “We have been using KNUTH drill presses for many years, and all of them still are working great.”

Future-oriented consultation: opening new possibilities

In their first meeting, sales associate Dirk Rometsch asked many questions. “My work involves much more than just a quick look at the current situation,” he explained. “We aim to help our customers to position their business ideally for the future.” After an in-depth analysis, Rometsch recommended the Plasma-Jet with its premium Kjellberg cutting technology over the initially reviewed standard machine. This system achieves an excellent cutting speed to cutting quality ratio in up to 40 mm thick steel and will enable this 7-person operation to implement efficient production processes.



With the right parameters and Kjellberg cutting technology, the Plasma-Jet will always produce superior cutting results.

Perfectly placed cut parts: The Libellula.cut nesting software ensures minimum waste.

During test cuts at the KNUTH Cutting Center in Wasbek, Ostojic was impressed by the cutting results and the Libellula.cut nesting software and fully convinced that this was the right choice for their needs. "This feature is superior. It allows me to create various shapes at the computer, and the machine will nest these shapes perfectly to ensure minimum waste," said Ostojic. Immediately, they came up with new ideas on how to apply these features for their customers' projects. In the end, he invested more than initially planned, but the investment would pay for itself.

parameters". Savo Ostojic is satisfied. He emphasized, "The training provided by Faruk Saglam was excellent". "I enjoy working with this machine and I am using it every day." Should there ever be a problem, KNUTH technicians can gain remote access to the Plasma-Jet, troubleshoot together with the user, and resolve the issue. "Such quick support will also save time and money," noted Ostojic.

Customized: in-depth user training

Two days after the Plasma-Jet was set up at his workshop, the business owner received in-depth training on its use. "It is very important to us that our customers will be able to achieve the best possible quality with our machines. When using plasma cutting technology, quality depends a lot on amperage and subsequently on the cutting speed," explained Faruk Saglam, Mechanical Engineer at KNUTH. "We will achieve great cutting quality, if we select the right

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