



LASERPOINT

The Laser Magazine by eurolaser

13th edition / May 2012

The beginning of a new era

The new laser system generation
of eurolaser



Protective films for display screens

Protection against dust and scratching for electrical and electronic equipment

eurolaser international

Trade fair appearances in Poland, the Czech Republic, Hungary, Sweden and Turkey

Setting standards and conveying messages

Austria's largest flag manufacturer

Looking ahead

Dear Reader,
Customer and Business Partner,

Basic technologies and automation standards are continuing to develop in leaps and bounds due to consistent process analyses and thanks to a rapid development in the electronic and IT branch. Laser technology in particular has become firmly established in many new branches. New possibilities are opening up before our very eyes – detail solutions, flexibility, advantages for humans and the environment and more security are all programmed to become part of our production flows and part of our lives.

eurolaser has been quick to respond to these new developments with the launch of a completely new generation of laser machining systems. These constitute the perfect symbiosis of 20 years of laser know-how and the latest innovative technologies. Gen up on all the latest information and quite simply place your ideas on our lasers. So together we can set out to achieve completely new targets and products.

In addition to an article on the social commitment of our company in Northern Germany this edition also includes reports about the new export offensive, info days at our upcoming open house events and our new lists of team partners and specialists. We thank you for your interest and look forward to receiving your feedback - welcome onboard!



We wish you all success,
M. Kluczinski & H. Hasse

Next generation performance

With more than 17 years of expertise in the development and construction of innovative laser system technology - we are now launching our new generation. We have taken the development of our high-performance laser systems one step further for you.

Our new generation technology will make your heart beat faster! Move into the future with us and exploit the biggest system diversity on the market. Take a look at the new technology live and make an appointment for a demonstration. ■

Make a future-proof investment!

Even longer life

- The modular design of our laser systems guarantees you multifunctionality and unbeatable expansion options.
- Updates and upgrades can be added quite simply whenever you like, so you are always equipped with state-of-the-art technology.
- Improved protection of the drives and guides lengthens the life of the machines and ensures consistent high quality.

Even more solid

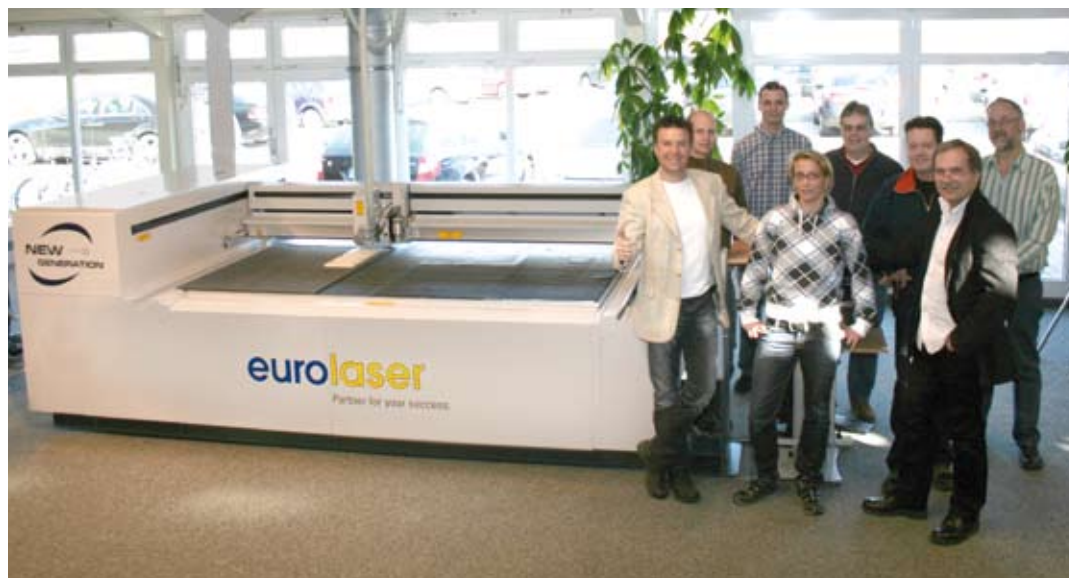
- The use of high-quality system components and robust processing are ideally suited for industrial utilization (24 hours / 7 days).
- The flow-optimized shape of the table ensures even more consistent extraction performance.
- Sturdier tool guidance guarantees you maximum production reliability, for example more force during grooving or during the cutting of thick X-Board.

Even faster

- Setup times are a thing of the past because the laser head and mechanical tools can remain installed simultaneously, which in turn saves you valuable time.
- With the enhanced laser beam guidance you will be able to cut 5% quicker in future.
- Service and repair work that can be carried out even faster thanks to improved access to the system components saves you time and money.

Even bigger

- The maximum working area dimensions of the new generation have been expanded to 3,210 x 3,200 mm (126.38" x 125.98"), so it enables even more flexibility in the laser processing of large workpieces.
- All tools modules can be used for the complete width of the system.
- A bigger portal clearance means you can now process particularly bulky workpieces.
- All the systems of the new generation can be controlled with the previous software from OptiScout in the usual way. So you do not need an update!



These features apply to following models:

L-3200, XL-1600, XL-3200, 2XL-3200, 3XL-3200

Technical Property	New feature	Standardly included	Your benefit
■ Software-controlled focussing	✓	✓	Fast, exact and simple focussing.
■ Module in which 3 tools can be installed in parallel (laser or mechanical tools)	✓	✓	Setup times are a thing of the past because the laser head and mechanical tools can remain installed simultaneously. All the inserts used previously for the tangential module also fit the new universal module.
■ Adjustable compressed air	✓	✓	The compressed air can be adjusted individually for each layer within a job.
■ Automatic lens recognition	✓	✓	Prevents incorrect use of the optical lenses and signals the machine operator if there are any deviations from the system settings.
■ Control of the exhaust outlets	✓	✓	Optimisation of the cutting quality through three separate exhaust outlets (two table exhausts and one upper exhaust).
■ Pilot laser		✓	Accurate check of data conversion, before actual cutting. Simpler adjustment of the zero point.
■ Electrical Z-axis	✓	✓	The Z-axis can be moved to different positions (heights) without any manual adjustment, for example during engraving and cutting applications in one job. No interruptions in the manufacturing process.
■ Safety concept with emergency stop switches		✓	The even distribution and increased number of switches means an even better safety concept.
■ Laser power scale	✓	✓	Separate definition of the laser power for the X and Y-axes possible. Important especially for the cutting of textiles with properties that depend on the direction of the web.
■ Remote Paging Enable (interruption of the conveyor feed)	✓	✓	The feed cycle of every conveyor can be interrupted until the machine operator triggers an acknowledgement by pressing a button on the unloading table. This means that the automatic feed can be aligned to the working pace of the operator.
■ Camera lighting	✓	✓	Improved scanning of the fiducial marks in the optical recognition system.
■ Preparation for camera installation		✓	More economical upgrade, because preparations are already installed.
■ External compressed air connection		✓	Optimum cutting quality thanks to compressed air for process gas (application of the air on the kerf).
■ Segmented raster plate	✓	✓	Enhanced stability of the table support during the processing of acrylic. Partial replacement of wear parts making maintenance more economical.
■ Parameter settings at re-start	✓	✓	The previously used parameter settings (e.g. zero point) are retained when the laser system is re-started.

Protective films for display screens

PROTECTION AGAINST DUST AND SCRATCHING FOR ELECTRICAL AND ELECTRONIC EQUIPMENT



High-quality screen surfaces

More and more electronic and communication equipment offer users high-quality screen surfaces. No method of protecting this equipment from scratches and soiling in everyday use has proved as successful as the application of a hard-wearing protective film.

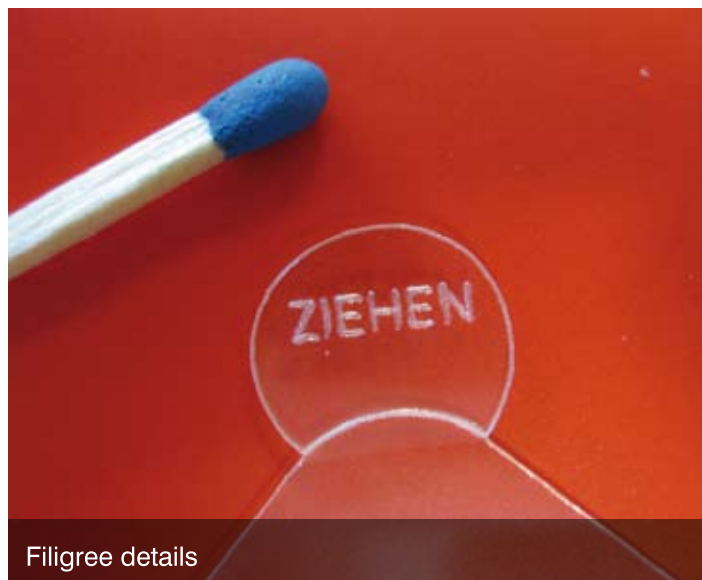
Because of its flexibility laser technology offers a lot of advantages in the manufacture of these films. This means that protective films for new types of equipment can be produced quickly and simply, without having to change the tool. There are many types of protec-

tive film, they come as a completely transparent film or also as an anti-reflection film that not only protects against scratching but against light reflection as well. The demands on protective devices and accessories are rising hand in hand with the con-

tinuously increasing demands on communication and data processing equipment. What is more perfect dimensions and clean, smooth cut edges simplify the application of protective films and lengthen lifetimes thanks to good adhesive properties. ■

Laser cutting offers impressive advantages in the manufacture of these films:

- No cleaning of the knife necessary
- No parts stick after cutting
- Consistently perfect cutting results
- Maximum repeat accuracy
- No material distortion thanks to contact-free cutting
- Smooth cut edges
- Narrow radiuses and extremely fine filigree details possible
- Perfectly accurate laser cutting, in particular for printed materials thanks to an optical detection system



eurolaser international

TRADE FAIR APPEARANCES IN POLAND, THE CZECH REPUBLIC, HUNGARY, SWEDEN AND TURKEY

 **RemaDays**

 **SIGN** ISTANBUL


PRINTEXPO


SIGN
SCANDINAVIA


reklama
polygraf
2012


KODU
TEC



eurolaser exhibiting at the RemaDays in Warsaw



PrintExpo in Budapest

The international trade fair appearances of the last few months were dominated by the advertising industry. The advantages of laser technology in the manufacturing of signs, promotional products and displays were presented to the interested visitors at as many as four trade fairs. But wood processing was not forgotten either.

eurolaser was present at the Wood-Tec in Brünn (the Czech Republic) last October as well. Boasting 19,000 specialist visitors last year the Wood-Tec is the most prestigious fair of the woodworking branch in the new regions of the European Union. We showcased there both the cutting of plywood and MDF

with laser and the filigree processing of veneer.

The focus at the following exhibitions was on acrylic. We kicked off at the end of October with the trade fair Sign Scandinavia in Stockholm (Sweden). Two weeks later eurolaser was demonstrating the M-1200 laser system at the PrintExpo in Budapest (Hungary). In addition to presenting the cutting of 10 mm-thick acrylic we also showed the use of laser engraving for fleece finishing. A finishing technique that is becoming more and more fashionable with embroidery and label manufacturers and that opens up quite interesting options especially in the market sectors corporate fashion, advertising and promotion.



Reklama Polygraf



eurolaser received the award „Korony Reklamy 2012“

To round off the year we also made an appearance in Turkey. The Sign Istanbul took place there from 1st to 4th December. We started with the RemaDays in Warsaw (Poland) as the prelude to our 2012 international trade fair program. We have made a lot of positive experiences there in the last few years. We saw the trend continued this year. The RemaDays is one of the largest advertising fairs in Central Europe. So diverse applications were demanded and our laser systems were presented with great challenges, but we were able to meet these every time.

Many interesting applications associated with all aspects of advertising and print finishing were exhibited at the Reklama Polygraf trade fair in Prague (Czech Republic) from the 20th to the 22nd of March 2012.

The bottom line for eurolaser is crystal clear: innovative and most of all cost-efficient processing technologies are in great demand worldwide. So our trade fair activities in the last few months have confirmed that we are on the right course for expanding our international market position even further.

Leolux design furniture

PASSION AND CRAFTSMANSHIP FOR SPECIAL AMBIENCE



The Leolux designer furniture factory located in the Netherlands sells premium class designer furniture. Tables, or rather complete table systems, are on offer in addition to seating furniture and floor coverings.

Established as early as 1934, it soon moved away from the production of simple uphol-

tered furniture to specialise in ultra modern high-quality furniture designs - all inspired by Danish and Italian design. Sweeping organic shapes, a wide selection of leather and fabrics and a large range of colour and product variations are

the outstanding features of the furniture maker.

Thanks to its many years of experience Leolux can now boast an eminently satisfied circle of art lovers among its clientele. The sophisticated design clearly sets Leolux apart

**Its mission statement:
“to make sitting
a pleasant experience“**

from its competitors.

Leolux has always stood for modern and innovative furniture design.

Potential clients can view the latest collections and try them out in so-called design centres, its own showrooms. Great importance is placed upon expert consulting. This ensures that every client finds the piece of

furniture that suits him/her best.

It is part of the Leolux policy to offer works of art created by its own in-house artists in addition to artistic furniture. These works can then be arranged to match the furniture so that clients acquire their furnishings as an integrated whole.

Visitors can watch the furniture being made in Venlo, in the Via Creandi (Street of Creation = Leolux visitor centre).

Tool of the future

As the focus is not only on individual and filigree details but most especially on quality, the owners of Leolux put their trust in a laser system from eurolaser.

The laser system has been specially adapted to meet the requirements of the furniture factory, so that very wide materials measuring anything up to 2.20 m can be processed. The size of a processing system is particularly decisive in the seating



furniture branch. Leolux cuts all its MDF parts with the aid of its eurolaser laser system. So chippings, soiling and blunt tools are therefore just “water under the bridge”. Automatic interweaving means that the MDF boards can be used to the full thus reducing waste to a minimum. Laser is a radius-free tool so any desired contour outlines can be cut without having to take tool limitations into consideration. ■

“Leolux produces designer furniture to order in Venlo. We not only need craftsmanship and expertise in order to produce all possibilities quickly and efficiently, we also need an awful lot of high-tech. The eurolaser laser system is particularly important for Leolux in both the Product Development Department and for the production of small production parts. Fast, efficient and easy to use.”



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On the look out for undesirable intruders

AN UNBEATABLE TEAM: OUR NETWORK ADMINISTRATOR AND HIS FAITHFUL COMPANION



Jochen Förster – eurolaser system administrator

Nasty Trojans, cunning viruses and malicious malware are all part of his day-to-day work. As a network administrator he always has his hands full keeping communication within the company running smoothly and without interruption. Jochen Förster has been responsible for IT at eurolaser since May 2003. His tasks include among other

things the administration of the nine in-house servers, the development and maintenance of the PC equipment, the network and the telephone and fax system. In addition the servicing of the printers and photocopiers has to be coordinated with our external partners and the availability of the technical presentation equipment must be guaranteed

at all times. The strange thing about these diverse tasks is that nobody really notices the work he does. And that is not meant in a negative way! Because very often his work is not noticed until something is not functioning as it should. But this rarely happens at eurolaser. The biggest challenge for Jochen Förster to date was our

move from Seevetal to Lüneburg in 2009. "A move like that must be planned very carefully to ensure that the work processes continue running with as little interruption as possible. There are a lot of eventualities that have to be taken into consideration. I started preparing the move that took place two and a half years ago as early as six



months in advance", says Jochen Förster.

Always at his side and part of things is his faithful companion Nicki from Waldhausen. In the meantime his trusty dog has become an integral part of the eurolaser team and is a welcome visitor in many offices. She enjoys being stroked by everyone and the colleagues use her visit to escape from their stressful daily business for a little while. The old German sheepdog is a tranquil companion who usually looks for a quiet corner to lie down in while Jochen Förster goes about meeting the challenges of modern IT technology. The old lady compensates

by radiating peace and calm, which is certainly necessary in the often stressful and time-intensive work of her master. The walks they take together during the lunch break regularly provide distance to the daily routine and the fresh air helps clear the mind. Afterwards Jochen Förster is able to concentrate again and set about battling with the flood of spam mails and the quirks of technology. Diligently and unobtrusively as he always does and as the eurolaser team have become accustomed to for over almost nine years now. Many thanks to Jochen! ■





Setting standards and conveying messages

AUSTRIA'S LARGEST FLAG MANUFACTURER



Fahnen-Gärtner GmbH was founded in Mittersil in Austria in the year 1945. Continuous investments in line with the market, extensive building extensions and the expansion of technical equipment with state-of-the-art and innovative production systems have helped make Fahnen-Gärtner the market leader for flags and banners in Austria. Today

around half a million square meters of textiles are processed and finished a year.

In addition to its core business of flags and banners the product portfolio also includes small items such as pennants and insignias, embroidered flags for troops and clubs as well as a wide range of accessories such as masts. As the products

of Fahnen-Gärtner often have to withstand demanding conditions, high quality is obviously a top priority.

Offering their customers such high quality means that many years of developing and testing are needed before a product is ready to be sold. This of course involves the use of the latest and most efficient manufacturing

technologies. With the purchase of a 3XL-series laser system Fahnen-Gärtner proved itself a pioneer in this segment. The system's processing area of approx. 10 square meters is ideal for cutting large-format textiles.

Gerald Heerdegen (CEO of Fahnen-Gärtner GmbH):

“What convinced us was the precision achieved through contact-less and distortion free cutting. The flag material can be processed quickly straight from the roll with the eurolaser system. In particular the fused cut edges created by the thermal laser process are a great advantage for us. It means there is no lint or fraying, so time-consuming reworking is no longer necessary. We can cut large-format textiles with perfect accuracy thanks to the enormous processing area of the system and this gives us a unique selling point, because there is no other textile laser cutting system of this size in use anywhere else in Austria.”

With its around 130 employees and approx. 7000 m² company site Fahnen-Gärtner today supplies about 30,000 customers worldwide. Again and again they have supplied the flags for events such as Olympic Games and World Championships, starting in 1964 in Innsbruck then on to Schladming, Seefeld, Bormeo (Italy), Ruhpolding (Germany), Saalbach, Lillehammer (Norway), Ramsau and right through to the 2001 Alpine Skiing World Cup in St. Anton, the 2002 Mountain Bike World Championship in Kaprun, the Olympic Games in Turin and the 2006 Sailing, Ski-jumping

and Cycling World Cup. Such a success story is a clear indication that producing quality products pays off and is reflected in a high level of customer satisfaction. And technology from eurolaser plays its part here, both today and in the future. Today Fahnen-Gärtner not only stands for quality awareness and tradition, but also for a modern approach, flexibility and innovation. ■

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eurolaser helps to help

SUPPORT OF REGIONAL RELIEF ORGANISATION OPENS UP NEW PROSPECTS



Social commitment is something that concerns everyone and enterprises in particular are called upon to become involved in many ways. Right

from the start eurolaser has been committed to the vocational education and further training of children and young people. An extensive program

of training schemes and traineeships in different professions and regular school visits are all part and parcel of every day life in our plant. As part of

the regional promotion of social projects eurolaser now lends its support to two organisations in Lüneburg.



The „Kindertafel“ in Lüneburg



The Lüneburg „Tiertafel“ team

Children are our future

Unfortunately there are a lot of children and youngsters who, due to their social situation, have very few prospects. Very often not even basic needs are sufficiently provided and difficult family circumstances and irregular warm meals are the rule. These children did not choose the circumstances they live in, they were born into them and that is why they need help.

“Kindertafel”- a children’s food charity – is a social welfare program that has existed in the Neu-Hagen district of Lüneburg since 1995. In addition to giving the children a sense of security and some attention the charity also provides a warm lunch for them. This helps to ensure the children get a sufficient and healthy diet. Of course the time that the children and young people spend there is used to listen to the worries and problems of these youngsters. The voluntary workers give comfort and are always ready to help and support the “little ones”.

The Kindertafel offers a very varied program. In addition to reading partnerships and remedial teaching they also help with homework and offer computer courses. This assists the children greatly in achieving some school-leaving qualifications, which of course is the basis for finding a vocational training place and giving them some future prospects.

The Kindertafel helps the older ones in finding a job and offers

them various recreational activities. All the services are free of charge and are the result of a close cooperation between youth welfare offices, schools and parents; the charity has received several awards from the State of Niedersachsen and the Republic of Germany.

Helping animals in need

eurolaser also supports another regional institution - the Lüneburg “Tiertafel” - an organisation that gives out pet food. It helps when people can no longer afford to feed and care for their pets because they have fallen on hard times due to becoming unemployed or getting ill. In such situations it is not always possible to provide for pets properly. However, these animals are often a great support for such people. They are playmates for the children, the family therapist or valuable partner. That is why Tiertafel has committed itself to helping in such cases.

This project is run completely by volunteers and financed to 100% by donations. Providing pet food is not the only support Tiertafel gives, it also offers pet owners professional advice on any problems they may have with their pets. So eurolaser helps to save animals from neglect and from being abandoned and takes a little of the burden off the shoulders of people who have been hit by such great misfortune. ■

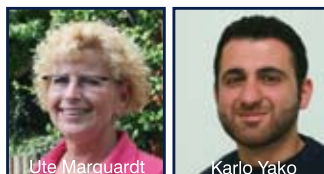
eurolaser - Staff news

New recruitments

Name	Profession	Start of employment
Sascha Blumenthal	Area sales manager	04.10.2011
Jörn-Martin Albert	Service technician	01.12.2011
Guido Schulte	Service technician	12.12.2011
Wolfgang Harbring	Development electrical engineering	27.12.2011
René Albers	Development engineering	01.01.2012
Frank James Wockenfuss	Marketing assistant	01.03.2012
Bernd Mohs	Team leader service	01.03.2012
Marcel Berger	Customer relationship manager	01.03.2012

Anniversaries

Name	Time in company	Date
Karlo Yako	5 years	01.09.2011
Maik Dinter	5 years	01.10.2011
Ute Marquardt	5 years	13.12.2011
Björn Engler	10 years	01.03.2012



Examinations passed

Name	Profession	Date
Tim Thiebach	Mechatronics	15.08.2011

New trainees

Name	Training course	Start of employment
Anna Simon	Dual course of studies / Industrial clerk	23.01.2012

Logistics-Award

eurolaser congratulates the trainee Tobias Gruner for achieving the Logistics School Award 2011.



DATES



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