

Baykal, sheet metal working machinery

First founded in 1950, Baykal today stands as Turkey's leading manufacturer of sheetmetal working machinery. The company specialises in the production of hydraulic press brakes (in conventional or CNC execution), hydraulic shears (in swing-beam or variable-rake construction), mechanical guillotines sheet folders, CNC plasma cutting system and a range of spot and arc welding equipment.

1.- How did you get to know about Lantek? When did you purchase the first Lantek systems? Which needs did you have? Have these needs been satisfied?

We have used a different CAD software before but we were not satisfied. We looked for a new CAM software and we met one of the **Lantek** representative in the exhibition. We have purchased the first **Lantek** product (**Lantek Expert**) in May of 2003. We have been satisfied and think that **Lantek** was correct decision.

2.- Why did you choose Lantek?

We think that **Lantek** is very user friendly program especially for someone who has experienced in

technical drawing. Also it includes very useful utilities for users, which helps to use the machine efficiently.

3.- Did you look at other systems before purchasing Lantek?

Yes, we compared your product with your competitors and we decided to use **Lantek**.

4.- What type of Lantek system have you purchased?,In what type of jobs and machines do you use our software?

We use your **Lantek Expert II** software for Plasma Cutting machine, and in the near future we hope that we'll use your software for Plasma-oxyfuel and Punching machines.

5.- How would you evaluate the potential of the software?

We think that **Lantek** is quite user-friendly programs and it includes very useful utilities for productions and specially for controlling the product processing (sheet, cutting order, kerf simulation, etc..) so it also gain time and money to customer. I think that **Lantek** increases production in %70-80, It saves cost and time %100.

6.- Please, point out the strong and weak points of the software that you use.

Strong points: Database structure, User-Friendly, many useful utilities, Import and export selection. Weak points: Need powerful hardware, no previous selection in nesting screen.



7.- We would like you to make a comparison before and after the installation of the software. What problems that the software does not solve currently would you like us to consider, do you have any suggestion to improve the performance of the software?

In drawing screen, after perform delete; the graphic go on to stay in screen and it is broken up to refresh it. And We have a customer that his database has been broken 3 or 4 times for 3 months I think the reason may be windows.

Plasma Cutting Systems



8.- If you had to evaluate the software from 0 to 10, What your rate be?

It must be over 8.

9.- Do you update your software regularly?,Do you think that our staff informs you well about new versions and new products?

We have been using your software (**Lantek Expert**) for 1 year and we know one time the version updated (from 23.13.13.13 to 23.13.13.14) and we don't know so much in detail.

10.- How would you evaluate our technical service?

We think that your technical service is quite good. As you know in the beginning we faced some problems and we can solve them immediately together.

11.- Would you recommend Lantek to other companies if you were asked?

We'll be glad to recommend **Lantek** to other companies.

12.- Do you know all the products in Lantek? Our bending solution; 3D Unfolding software,tube and profile cutting software etc? Do you have any need for these products?

We use **Lantek Expert** and have your demonstration CD so that we have a short knowledge about your other products and I think we'll use **Lantek** program for punch and it is also possible for bending machines.

Baykal sheetmetal working machines command a leading position in the domestic Turkish market through the company's direct sales organisation and country-wide dealer network. Baykal has been a major exporter of press brakes and shears since 1975, and at present the machines are sold in over 45 countries worldwide through appointed dealers.

Hydraulic variable-rake Guillotine Shears

HNC 6100 x 13 mm



Baykal