



Lantek News

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Stronger Leadership, year by year



Lantek's Board of Directors together with the National Managers of Lantek's worldwide branch offices held the 5th International Meeting at the Alava Technology Park during the first week of February 2004. The aim of this meeting was to analyze the company's results in 2003 and to establish the main objectives and strategic lines for 2004.

Lantek's turnover in 2003 was 5,5 Million €, 5% less than in 2002.

Lantek managed to bring 525 new customers in 2003 and right now 3.750 companies in 65 countries rely on Lantek as their sheetmetal CAD/CAM software provider. The company is proud of being a market leader in countries such as Spain with more than 1.200 customers, Italy with more than 600 customers, France

with more than 500 customers and in Brazil with more than 200 customers. Furthermore, in 2003 Lantek consolidated a significant market share in countries such as United Kingdom, South Korea and The Netherlands, where the company established recently, currently having more than 100 customers in each of these "new" markets. Other countries such as Canada, Mexico and Turkey, where Lantek's presence was not very strong until now, have seen a very promising increase of the customer base.

"We must consider 2003 a positive year for Lantek in general in spite of a negative growth of 5% in our turnover compared to 2002. We need to have in mind that the fabrication industry has gone through difficult times over the last 2-3 years and that 2003 has not been the year of recovery as we all expected. In these

circumstances, Lantek have been able to contain the drop of sales in a very efficient way. It is necessary to highlight the fact that we have been able to increase our market share in each and every country with respect to our main competitors who have seen their sales drop significantly more than 5%. With this, we can proudly say that Lantek is nowadays as stronger a market leader as ever" states Alberto Gabika, Commercial Director of Lantek.

On the other hand and in spite of the difficult year, Lantek have managed to maintain their investment in R&D and during 2003, development of existing and new products has been intense. By doing this, Lantek's products continue to be the reference in the industry.

In opposition to the market trends, Lantek have not reduced their presence in the major industry exhibitions. Lantek have exhibited their products in 12 different shows in 2003. Besides participating in the traditional exhibitions such as EMO or Fabtech, Lantek have been present for the first time at CIMT 2003 (China) and TECMA 2003 (Mexico).

2004: Main Targets

Lantek's main target in 2004 from the turnover point of view is to reach 6,25 Million € in sales. Other important objectives are to maintain a leading position in their most important countries such as Spain, Italy, France and Brazil; to consolidate Lantek's increasing market share in "new" markets such as United Kingdom, Canada, South Korea and Japan, and last but not least, continue to gain market share in upcoming markets such as Turkey, Mexico and China.

Interview

"From the R&D point of view, Lantek's investment will continue to be 15% of our total turnover. This is something we do not want to change since it has proved to be the key of our success. By doing this, we expect to continue delivering state-of-the-art products that not only will provide our customers with the most powerful CAD/CAM system available in the market, but also with a significant added value in the field of controlling the whole manufacturing environment from quoting through to invoicing, which is

what our customers are demanding" highlights Gabika.

Finally, another target of **Lantek** is to continue enforcing their international leading position by participating in the main industry exhibitions. Customers will find a **Lantek** booth in 13 different exhibitions to be held in 12 different countries. The most important events will be Euroblech in Germany and BIEMH in Bilbao (Spain) where the impressive new BEC (Bilbao Exhibition Center) will be officially opened.

Intec

the complete metal working solution

Intec Laser Services are one the of the leading Sub Contract laser profilers in the UK. They were also one of Lantek UK's first customers and have been using the system since August 2001.

At their headquarters based in Redditch, Intec have invested in a wide range of Machine tools in order to offer a complete solution in what has become a very competitive market. Their range of machine's include, Trumpf Laser and Punching machines, Bystronic Laser, Flo & ABB-IR Waterjet Cutting machines.

Lantek Expert Gold is used to program all Intec's Laser and Punching machines and the flexibility of transferring parts between machine tools is one of the key features that attracted Intec to the **Lantek** products. The accurate Time and Cost functionality allows them to easily compare pricing between all of their machine tools and helps them remain competitive at all times. **Lantek** having the industries leading Nesting package also ensures that Intec gain maximum sheet utilisation and efficient program run times.

David Millar Intec's owner says we have no regrets in choosing **Lantek** for our CAD/CAM programming. All of our programmers find it easy to use and reliable. We have been impressed at the way **Lantek** allows us to program all our machines without compromising on functionality.



INTEC LASER SERVICES
Woolaston Road
Park Farm North
Redditch, B98 7SG
Tel. 01527 518550
Fax. 01527 518551



Product

Where, when, how?, all in real time

A big problem that many companies have to face is not being able to view the status of the work being done during the different stages of the production process. Imagine a particular job, for example, consisting of 200 or 300 parts, and imagine that the specific status of any of the parts could be seen at a glance. Imagine all the parts of the same thickness could be nested on the same plate, even though they belonged to different manufacturing orders. Well, do not just imagine but see it for yourself!. Lantek has a solution to all these problems. And the name of the solution is Lantek *Expert II Advanced*.

In one single product, Lantek has included three different solutions: the power of its prestigious CAD/CAM system **Lantek *Expert II*** (cutting and punching); the basic production management and control system; **Lantek *Expert III Fabrication Basic***; and **Lantek *Was***, for nesting tracking.

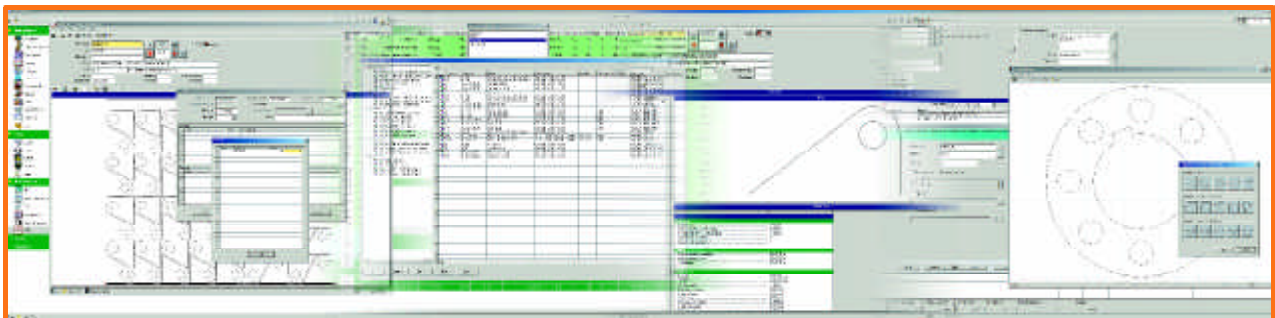
The main benefit of this new product is to inform the user in real time, about the status of any part or group of parts: pending, nested or finished. When the user enters the program a screen appears showing all the jobs and parts in the database. The display can even be customised for greater efficiency in accordance with the user's specific needs.

The production management and control module **Lantek *Expert III Fabrication Basic*** allows the user to select the parts that will go to the CAM module for nesting. Parts with similar material/thickness can also be nested together.

Compatible and flexible

Lantek *Expert II Advanced* is totally compatible with external ERP systems. All the data needed for carrying out a fabrication order in the **Lantek CAM** module can be imported and exported using an XML importer.

The user can change from **Lantek *Expert III Fabrication Basic*** module to the CAM module with a simple mouse click, and the same applies to changing from the CAM to the nesting tracking module **Lantek *Was***. With this system, the production manager distributes the workload to be carried out on each work center from his office, and this is then displayed on-screen to the operator on the shop floor. The operator starts up the process by pressing the Start button in the order indicated to him by the production manager. The operator can also track production time and record any incidence occurred during the process.



- ? **Real time information about the status of a particular job:** pending, nested or finished
- ? **Estimated time and real production time** can be compared
- ? **Real integration with the nesting module of Lantek *Expert Cut* and *Punch* systems**
- ? **A two-way connection with external ERP's can be established** for either importing or exporting information
- ? The **profitability of each machine can be monitored** by tracking the nature of the most common incidences, frequency of machine stops, etc.
- ? The system **allows parts to be released and returned to the production module if it is confirmed that they do not fit into a plate.** And there is no need to enter all the data again for the specific job
- ? The **display can be customised** so that information or product lines are shown according to the selected criteria
- ? This new product **puts an end to paperwork on the shop floor. Guaranteed**
- ? Parts with the same material, thickness and quality can be nested together on the same plate, allowing **selective nestings and achieving** much better use of material
- ? **Lantek *Expert II Advanced* shows the workload in the different work centres** allowing a more efficient job scheduling

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Exhibitions 2004: Lantek in the world

EXHIBITION	DATE	PLACE
Samumetal	05th - 09th February	Pordenone (Italy)
Industrie	22nd - 26th March	Paris (France)
Techni-Show	06th - 10th April	Utrecht (Holland)
Mach	19th - 23rd April	Birmingham (U.K.)
Lamiera	12th - 15th May	Bologna (Italy)
Mecanica	18th - 22nd May	Sao Paulo (Brazil)
BIEMH	07th - 12th June	Bilbao (Spain)
DMS	16th - 18th June	Tokyo (Japan)
BIMU	01st - 06th October	Milan (Italy)
EMAQH	14th - 19th October	Buenos Aires (Argentina)
Maquitec	19th - 23rd October	Barcelona (Spain)
Euroblech	26th - 30th October	Hannover (Germany)
EMAF	10th - 14th November	Porto (Portugal)



If you would like to receive **Lantek** *W*/*C*/*S*, fill in this coupon and send it to **Lantek Systems**, Malvern Hills Science Park, Geraldine Road • Malvern, Worcestershire WR14 3SZ (United Kingdom). You can also ask to receive it by fax on: +44 (0)168 458 5201 or by e-mail at the following address: sales@lantek-systems.co.uk

Name and surname _____

Company and address _____

Lantek in the world

MAIN OFFICE

Lantek Automatización, S.L.
Parque Tecnológico de Álava
Albert Einstein, edificio **Lantek**
01510 Miñano (Álava)
Tel.: +34 945 298 705
Fax: +34 945 298 714
E-Mail: info@lantek.es
www.lantek.es

ITALY

Lantek Sistemi S.r.l.
Tel.: +39 - 0172 479 208
Fax: +39 - 0172 479 421
E-mail: sales@lantek.it

BENELUX

Lantek Systems C.V.
Tel.: +31 - 036 5407860
Fax: +31 - 036 5409248
E-mail: info@lantek.nl

FRANCE (Lyon)

Lantek Systèmes SARL
Tel.: +33 - 04 74 97 79 49
Fax: +33 - 04 74 97 79 40
E-mail: info@lantek-systemes.fr

FRANCE (Paris)

Lantek Systèmes SARL
Tel.: +33 - 01 43 40 59 00
Fax: +33 - 01 43 40 59 69
E-mail: info@lantek-systemes.fr

GERMANY

Lantek Systemtechnik GmbH
Tel.: +49 - (0)6151 - 997950
Fax: +49 - (0)6151 - 997955
E-mail: info@lantek.de

USA

Lantek Systems, Inc.
Tel.: +1 - 903 714 0709
Fax: +1 - 903 769 9259
E-mail: sales@lantek-systems.com

SOUTH KOREA (Yangsan)

Lantek Korea
Tel.: +82 - 55 385 10 78
Fax: +82 - 55 385 10 81
E-mail: info@lantekkorea.com

SOUTH KOREA (Incheon)

Lantek Korea
Tel.: +82 - 32 589 79 70
Fax: +82 - 32 589 79 72
E-mail: info@lantekkorea.com

UNITED KINGDOM

Lantek Systems Ltd.
Tel.: +44 (0)1684 585 384
Fax: +44 (0)1684 585 201
E-mail: sales@lantek-systems.co.uk

JAPAN

Lantek Japan CO. Ltd.
Tel.: +81 3 5338 9277
Fax: +81 3 5338 9288
E-mail: sales@lantek.co.jp