

DELWIGROENINK
THE NETHERLANDS

FUTURE-PROOF WITH LVD

DelwiGroenink Machinefabriek develops and manufactures complete lifting and transport systems as well as handles contract work. Important links in the production line are the Phoenix FL-4020 laser cutting machine, a fully automated storage system from Remmert and the LVD ToolCell, all connected by smart software.

Future-proof

In 2015, Johan Delfsma, founder and owner of DelwiGroenink Machinefabriek invested in expanding production and added new disciplines to part of the factory, including laser cutting and an extensive blasting and coating line. In one fell swoop, outsourcing was no longer necessary, costs fell dramatically and capacity doubled. Since the completion in mid-2018, turnover has soared. “We work faster, more efficiently as well as more economically. It was a massive investment, but we are now future-proof.”

Lifting systems

The company grew rapidly, in part through the acquisition of the metalwork company Groenink in 1996. The purchase of a piece of land earlier in 1995 meant a new building, a move and more expansions over the course of the years. In 2018, a healthy company has been established on 2.3 hectares of land with more than 130 employees. The new warehouse is the latest crowning achievement on a quarter of a century of dedicated entrepreneurship.

DelwiGroenink Machinefabriek works on projects for clients in logistics, chemicals, offshore and

equipment construction, in addition to its single largest client, Hyva International, global provider of transport solutions. Johan Delfsma: “For Hyva we design and manufacture lifting and transport systems which can be mounted on trucks. The client grows, we grow with them, and besides that we still have several other large projects running.”

In house

This rapid development also has disadvantages. “We started to outsource a lot, like blasting and coating the parts. Besides the logistic organisation and costs, outsourcing

also means lost time. At the same time, requirements became more stringent. OEMs expect innovations and more competitive prices. Competition worldwide is tough, so you need to distinguish yourself. The question is how."

For DelwiGroenink the answer is: "Manufacturing and processing everything in house. In 2014, we invested in an *Easy-Form* press brake with 400 tons of pressing force and we went to LVD for the second press brake too. This time a *ToolCell* with automatic tool changer. LVD was the only company that was willing to guarantee ± 0.3 degrees accuracy on the bend angle with their *Easy-Form® Laser* system. Their engineers were also very involved in the total production process and ensure that all the individual systems work together."

"With the *CADMAN®* suite, everything is connected and we get transparency in the different layers of sheet metal production. The factory operates just as we hoped it would. We now have a super modern

production line which enables us to eliminate transport movements and shorten lead times - to the client's great satisfaction."

Simple

To the outsider, it seems simple. Every day the laser cutter and press brake are automatically fed with around 20 tons of steel from the two stock towers, driven from the CAD department where the designs are made. The *Phoenix* fiber laser cuts everything to size, while the *ToolCell* ensures exact bending. The products are then welded using robots and move to the blasting line, powder coating and then into the oven before finally being assembled.

Connecting

Johan Delfsma explains: "Together with LVD, we spent an intensive period organising, assembling, training people and connecting all the systems. The ERP system is connected to LVD's *CADMAN* software and sends purchase orders to production. There, most of the bending solutions are calculated automatically and nestings are made for laser cutting.

"On the LVD machine controls, the operators on the work floor can see the information that is relevant to them and implement it. The machine feeds production information back to the system so that management always has access to real-time data. Thanks to this integration, we've made huge progress in both production and administration."

Sustainable

The results are gradually becoming visible in the accounts. "We are growing very fast. Fortunately, we attract good people because we offer good terms of employment and we present ourselves as a sustainable and social company. Last year, we covered the entire roof with solar panels, while in the halls everything is lit by a smart and economical LED system. That interests young people. They are keen on sustainability. DelwiGroenink may be a manufacturing company, but it's still high tech with appealing and innovative products. Automated and robotised. Sexy? I think so."

Jos Cortenraad, BCcommunication

