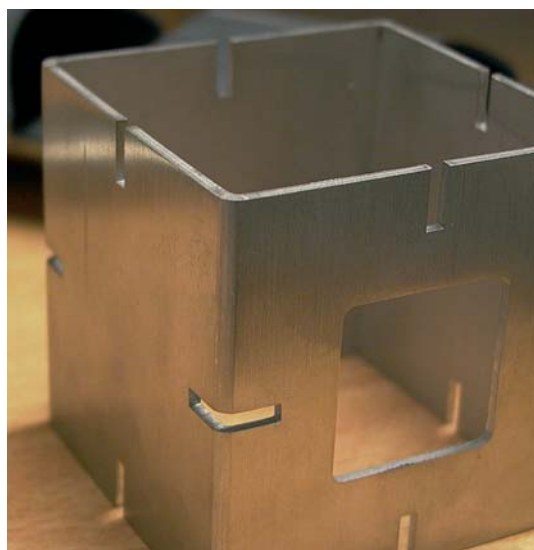
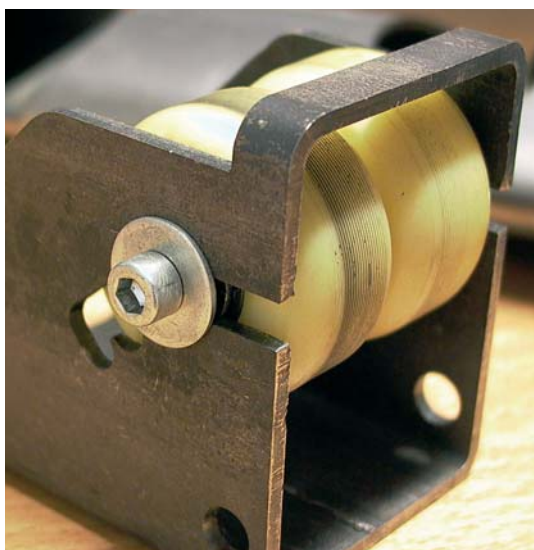


Three laser tube cutting systems of different generations work side by side.

Three “**Laser tube**” generations



That fortune favours the brave is a matter of fact at Metrio in Ense-Hohingen. Despite being located in Nordrhein-Westfalen, Germany, an area overflowing with laser cutting sub-contractors, Metrio have established a market-leading position in only six years by specialising in the laser tube processing. At the beginning, this was truly a gamble for the two founders Wolfgang Peuker and Ulrich Duser. “We started up from zero in December 1998 - without any customers or contracts - but pretty confident our idea would get a positive response from the market, which needed an operation like Metrio”.

The Laser tube revolution

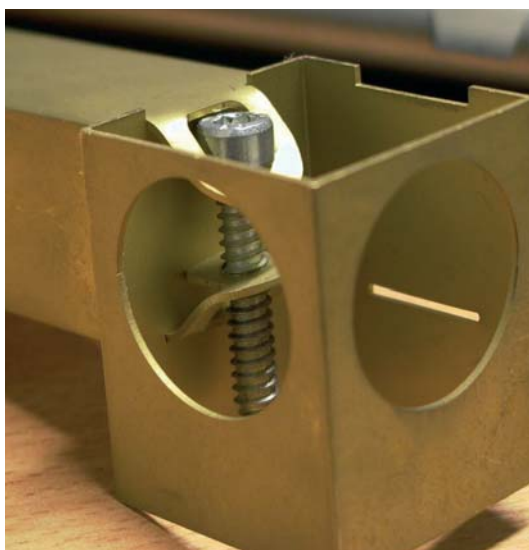
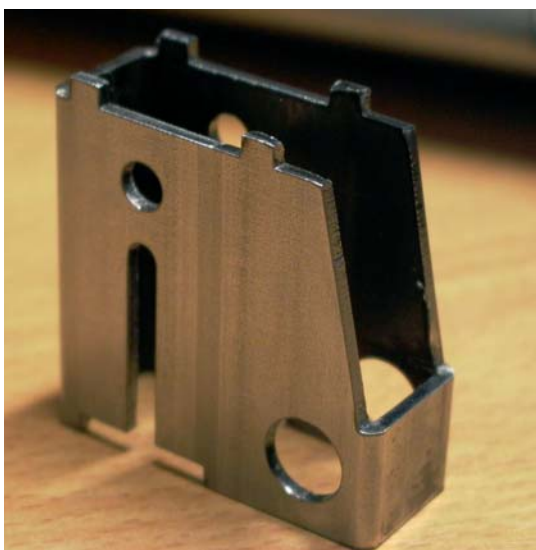
Wolfgang and Ulrich clearly remember the early days after taking delivery of their first laser tube cutting system; the LT651 from ADIGE in Italy. “In the first six months, when time was available, we literally “played” with the machine, to enable us to discover and exploit the potential of the laser tube cutting technology, and to really get to grips with even the most obscure features of the machine. We did not want to make our customers promises, that we could not keep and we wanted to give them the optimum benefit of this then ground-breaking technology,” says Ulrich.

“Our first customers were from the lighting, furniture and sports equipment industries” explains Ulrich. “With us they found what they had never had before: high flexibility and fast deliveries. The next step was to establish both ourselves and the massive potential of the “revolutionary” (at the time) laser tube technology. We arranged an open house for potential customers, to highlight the differences between laser tube cutting and traditional machining. It was not just a matter of how laser tube cutting could radically improve product design and manufacture and final-assembly; but mostly how it eliminated old and cost-inefficient processes such as tube, sawing, milling, punching, notching, deburring etc”. This convinced even the most sceptical customers.

A unique know-how for tube

After this provident start, Metrio saw the possibility to win new customers in the automotive industry, who, along with the usual accuracy pre-requisite, demand the ultimate in on-time delivery.

“The need of another machine was at once clear - explains Ulrich – and this happened in the year 2000 (less than two years from the first machine



being installed). The choice was again ADIGE, this time the new model LT652, and not only because of the excellent service.

"Our experience with ADIGE has been positive in all respects: firstly, we always have the same contact point, which provides the necessary support, and let's not forget the prompt delivery of spare parts, usually received within 24 hours from BLM GROUP Deutschland GmbH, a subsidiary of BLM GROUP, or directly from the ADIGE Headquarters in Levico Terme".

"Moreover" - adds Ulrich - "BLM-ADIGE possesses a unique know-how for tube processing, which is very important for quickly resolving any application problems. ADIGE regularly draws on customers' experiences to develop innovative and efficient solutions, which are then implemented in the new machines to make our work easier".

Special and irregular profiles

With new contracts undertaken for the automotive and motorcycle industries, the two laser tubes were soon filled with jobs and working three shifts. In 2004, three new people joined the company staff, which now totals twelve.

In the same year came the third new machine,

the latest generation ADIGE LASERTUBE LT712D, with a customised selection of accessories to also handle and process irregular shaped tube and section.

"We now have three laser systems, of different generations, working side-by-side 24-7, producing components in stainless steel and mild steel in batches from 1 off, to 30,000 pieces per month." The first machine the LT651 is still going strong, working all-day, every-day" says Wolfgang Peuker. "We recently replaced a key part of the machine, which had worn, and although the machine has been out of production for five years, the part was available from stock and was fitted immediately, it was as if it had been manufactured in Germany"... praise indeed.



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