

# Applications for Plasma Cutting Technology

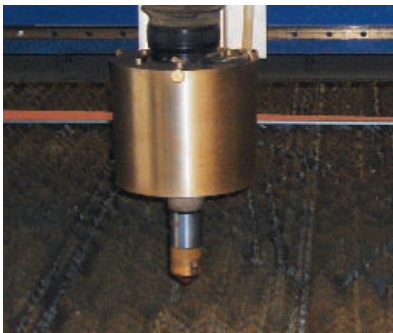
Industry: Steel service center

Equipment: HyPerformance® Plasma HPR260™



## Steel service center improves productivity by as much as 50%, taking on jobs they couldn't do before HyPerformance Plasma

- Productivity increased by as much as 50%, with exceptional cut quality, no secondary operations, faster cut speeds, and savings on repair and maintenance.
- Outstanding savings on consumable life and cost – over 50% savings.
- Holes and bevel capability now means taking on jobs that they couldn't do before.



- Because of the HPR260, Thomas Klostermann is able to “offer services to a wider range of customers because of the possibility to cut small holes and also bevel cutting.”
- Thomas Klostermann is a huge fan of the HyPerformance Plasma HPR260. “This combined with the enormous savings on the consumable and repair cost was one of the best decisions I have ever made.”

### The company and products

Otto Klostermann GmbH is a steel service center located in the town of Castrop-Rauxel Germany. With a population of 80,000 and a close proximity to all of the motorways, Klostermann is in a great location to provide service to customers throughout Germany. Klostermann started out as a blacksmith in 1848. Today, they provide parts for manufacturing companies who in turn make vehicles, trailers, earth moving equipment, and even cranes.

### The problem

Being a steel service center, Klostermann is responsible for a variety of jobs. They cut all kinds of metals (mild steel, stainless, aluminum) and also cut varying thicknesses from gauge to very thick. Originally using a SAF 300 amp plasma system, Klostermann was experiencing some challenges.

- They were experiencing a lot of downtime due to maintenance and repairs, sometimes as much as days. This severely impacted their ability to deliver to their customers in a timely fashion.
- They were being asked to cut more holes and more bevel cutting, which they were unable to do.
- The cut quality was a concern as well, with excess dross and slag requiring extensive secondary operations.
- Perhaps their biggest concern was poor consumable life, often replacing consumables during a single job.

### The solution

Working with a local German table manufacturer, Klostermann decided to purchase a new table and a new plasma system; the HyPerformance Plasma HPR260. Right away, Klostermann saw a huge improvement in all areas. They were able to not only cut the required holes, but do bevel cuts

as well. Their cutting speeds were not only much faster, but the cut quality was excellent. They no longer needed to perform extensive secondary operations as the cuts were dross-free. The consumables were lasting much longer; therefore, their operating costs were cut at least in half. All of this translated into a greater than 50% increase in throughput and a savings of 50% on consumable costs. Best of all, their downtime was significantly reduced so they were able to consistently provide better and faster service to their customers.

### Benefits

Klostermann is now able to do things they've never done before because of the HPR260. Being able to cut small holes and bevels means they can now offer more services to a wider range of customers. With the reduction in secondary operations and faster cut speeds they've increased their productivity by 50%. Klostermann even finds less need for their laser cutting system and oxyfuel torches, since they moved these jobs over to the HPR260. The results: jobs are getting done fast, with good cut quality and reduced production costs.

Perhaps the greatest benefit of all is their significant savings in both repair costs and consumable costs. Their system requires a lot less repair, which has a positive impact on reducing both downtime and reduced expenses. Add to that the huge increase in consumable life, and Klostermann is much more competitive and profitable in the marketplace.

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