

Mitsubishi Electric establishes a new laser cutting division in Poland

Ratingen, Germany 26th of April 2013

On January 1, 2013, Mitsubishi Electric Europe B.V. established a new laser processing division to cover Central and Eastern Europe (CEE). Located in Mitsubishi Electric's CEE headquarter in Balice, Poland, the LPM (Laser Processing Machines) division will provide complete laser processing machine services for users as well as technical training, and will work with distributors to develop the business in the region.

The first CEE distributor for the laser processing machines has been announced as Polteknik LTD Sp. z o.o., a Polish company based in Miszewko, near Gdańsk. Polteknik has more than 22 years experience in the metals industry and has established a strong reputation in the field of CNC machine sales. It also provides a range of complementary technologies such as cutters and press brakes. Polteknik has already sold and installed several Mitsubishi Electric LPMs. The company is also working on a number of new projects, providing a good base for sales development as well as for building trust with new clients. Trust and service are high priorities for Mitsubishi Electric, and both companies see this as the key for the dynamic development of business across the Central and Eastern European region.

Innovative features

Mitsubishi Electric LPMs represent an innovative approach to the cutting process. The patented 3-axis gas excitation resonator allows materials to be cut with a quality that until now has been impossible to achieve with both fibre and CO2 technologies. Perfect energy deployment in the cross-flow system allows a laser beam to be precisely controlled. This means that, for example, holes with a

minimum diameter of 3 mm can be cut in stainless material 12 mm thick. These advanced LPM's, based on CO2 technology, are the only lasers in the world equipped with a resonator that eliminates the need for a multiple rotating turbine, which is expensive to use and costly to replace. The cost of replacing a turbine is EUR 20,000-60,000, depending on the type and power, so Mitsubishi laser processing machine's provide considerable savings in maintenance costs. Additionally, a resonator without a turbine uses only three litres of laser gases an hour and is replaced once every 24 hours. By contrast, other systems on the market use more than eight times as much gas, and their pumping systems require electrical energy at all times.

Furthermore, the use of CO2 technology allows reflexive materials, such as copper, bronze and brass, to be cut. Previously, such of materials could only be cut using fibre technology and water cutters.

Simplicity of operation is another key feature of the Mitsubishi Electric machines, thanks to a 15inch LCD operator interface and the ability to record and enter programs using a bar code reader. Fast and precise control is assured through the use of state-of-the-art 64-bit processors, while the solid construction and innovative technologies mean a long lifespan with considerably reduced maintenance costs. The enduring appeal of the machines is witnessed by the fact that there are more than 10,000 Mitsubishi Electric LPMs in use across the globe.

Complementary technologies

Alongside the new LPM division, the Polish branch of Mitsubishi Electric offers the full portfolio of Mitsubishi Electric's automation technologies, including PLCs, HMIs, industrial robots, servo and motion technologies, variable frequency drives, CNCs, and low voltage systems. The company provides all-encompassing solutions across the spread of industries, including food, automotive, plastics, water, chemical, electronics and life sciences.

The Polish branch is headquartered in Balice, Poland, and also serves as the Factory Automation headquarter for the CEE region. The Polish operation has

business offices in Pruszków, Wrocław and Poznań, and works with numerous distributors and together provide qualified service, an engineering team responsible for technical support, and training for the automation industry. The local team also conducts free, regular seminars around the country addressing key issues in industrial control and presenting innovative products. The main areas of activity cover both heavy and light industry as well as the electrical machinery industry.

Looking to the future

Mitsubishi Electric sees great potential for growth in Central and Eastern Europe, and has established a showroom and educational centre within the Balice HQ to provide customers and partners with access to the newest products and solutions and the highest level of training. Visitors are always welcome at the showroom, whilst there are further details of the products and services on the website www.mitsubishi-automation.pl and at www.mitsubishielectric.com.

Mitsubishi Electric has built an enviable reputation for the highest quality products and services, with its dynamic growth driven by a focus on long-term cooperation, business honesty, environmental best practice and a partnership approach to tackling key business issues. The company is now looking for distributors and business partners in the Czech Republic, Slovakia, Romania, Bulgaria, Hungary, and other Central and Eastern European countries.

Photo Captions



Picture 1: Mitsubishi Electric lasers represent an innovative approach to the

cutting process.



Picture 2: Tomasz Słoboda, CEE Sales Manager, Mitsubishi Mechatronic Division, Laser Processing Machines

Note to Editor: if you would like the text in another language please contact Stephanie Jones at DMA Europa – Stephanie@dmaeuropa.com.

About Mitsubishi Electric:

With 90 years of experience in providing reliable, high-quality products to both corporate clients and general consumers all over the world, Mitsubishi Electric Corporation is a recognized world leader in the manufacture, marketing and sales of electrical and electronic equipment used in information processing and communications, space development and satellite communications, consumer electronics, industrial technology, as well as in products for the energy sector, water and waste water, transportation and building equipment.

With around 117,000 employees the company recorded consolidated group sales of 36.3 billion Euro* in the fiscal year ended March 31, 2012.

Our sales offices, research & development centres and manufacturing plants are located in over 30 countries.

Mitsubishi Electric Europe B.V., Factory Automation European Business Group (FA-EBG) has its European Headquarters in Ratingen near Dusseldorf, Germany. It is a part of Mitsubishi Electric Europe B.V., a wholly owned

subsidiary of Mitsubishi Electric Corporation, Japan. The role of FA-EBG is to manage sales, service and support across its network of local branches and distributors throughout the EMEA region.

**Exchange rate 109,56 Yen = 1 Euro, Stand 31.3.2012 (Source: Deutsche Bundesbank)*

Further Information:

www.mitsubishi-automation.com

www.mitsubishielectric.com

Mitsubishi Electric Europe B.V.

Factory Automation European Business Group

Monika Torkel

Marketing Communications Coordinator

Gothaer Str. 8

40880 Ratingen, Germany

Tel.: +49 (0)2102 486-2150

Fax: +49 (0)2102 486-7170

Monika.Torkel@meg.mee.com

PR agency:

DMA Europa Ltd.

Mr. Roland Renshaw

Europa Building, Arthur Drive,

Hoo Farm Industrial Estate, Kidderminster

Worcestershire. DY11 7RA, UK

Tel.: +44 (0)1562 751436

roland@dmaeuropa.com

www.dmaeuropa.com