

Automation is essential to survive in today's sheet-metal fabrication market – but it's only one part of the formula. Rock-solid relationships with your employees and suppliers are equally important, says Slovakian fabricator **Martus**. So too is a reliable partner who can provide you with the equipment you need. The result is mutual **trust** – and the **commercial success** that comes from sharing the same goals.



02
SLOVAKIA

Loyalty in Nové Zámky

MACHINES, SOFTWARE AND A PASSION FOR BUSINESS

IMAGES: Klaus Schwaiger



Manual and automatic: Automation helps Martus employees get the job done. Their work would be impossible without robots and modern machinery.

Walking into the Martus factory, you can immediately sense the positive atmosphere. People are smiling and chatting, and they clearly enjoy working together as a team. Clean and neatly organized, the production hall itself is strikingly modern. Many of those working here have encouraged other family members to join the company over the years. As a result, working relationships tend to be friendly and informal. This attitude is encouraged by Martus, which views its employees as a crucial and central part of the business. "Anytime we make a decision, we discuss it with everyone involved, whether that's introducing a new piece of software or adding new machinery," says sales director Igor Kostoláni. "Sometimes that means things take a little longer, but we get better results this way because everyone feels listened to and included." Kostoláni runs the company together with his wife Zuzana Kostolániová and her sister Jarmila Kóňová – joint owners of Martus – as well as technical director Peter Dékany and purchasing manager Jana Urbényiová. Each member of the management team has their own strengths, and they trust each other's ability to do their job. This basis of trust also extends to the workforce: "We all pull together," says Kostoláni. "I know I can rely on the people who work here."

On a growth path

The Martus success story began in 1997 when Kostoláni's father-in-law, Dušan Motus, founded the company at its current site in Nové Zámky. The name came from combining part of his wife's first name, Maria, with part of her surname, Motusová. "When I joined Martus in 2002, we were working in a single 1,200-square-meter production hall. Today, we have four halls – and even with a

"I'm proud that Martus is one of the Slovakian companies with the highest levels of automation."

Zuzana Kostolániová, HR director and owner of Martus

total of 6,500 square meters space is getting tight! We're already renting additional storage space," Kostoláni says. The company plans to expand even further: Martus is currently awaiting permission to build a new hall that will almost double the size of its manufacturing facilities.

Martus started out making a broad range of metal products. "We needed all sorts of different production methods to cope with such a high-variety mix. That made it hard to run the factory efficiently and maintain quality, and the low-volume production runs simply weren't profitable," says Kostoláni. He decided the time was ripe for Martus to take on a more specialist role as a CNC metal fabricator and high-volume producer. In 2007, Martus purchased its first TRUMPF machine, a TruPunch 1000; since then, it has added a new machine every two years. Working with TRUMPF has given Kostoláni the freedom to push ahead with his automation plans and has helped him get his employees on board with this innovative strategy for the future.



Family atmosphere: The company is owned by sisters Jarmila Kóňová (left) and Zuzana Kostolániová (right). Zuzana Kostolániová's husband, Igor Kostoláni, is also part of the management team.

Investing in trust

Martus currently employs 65 people. Finding new skilled workers can be a challenge in Slovakia, as in so many other places. In Martus' case, word of mouth has proved to be an effective recruiting tool. "We're always keen to listen to our employees' recommendations when we need new people," says Zuzana Kostolániová, who heads up HR at the company. Martus also runs its own training programs. "By investing in people and putting our trust in them, we earn their trust in return," says Kostoláni. This helps explain the company's extremely low staff turnover rate. "We need to be sure that our employees are satisfied with their work," she adds.



Martus also scores highly for its impressive array of machinery. "Among Slovakian companies, Martus has one of the highest levels of automation," says Kostolániová proudly. The sheet-metal fabricator automates everything it can to minimize errors. As well as production, this also includes a transition to digital accounting led by Jarmila Kóňová, which will ultimately pave the way for a smart factory. Automation is particularly important when it comes to large-scale series production, and the employees have enthusiastically embraced this new approach: "We purchased our first automated machine with a robot – a TruPunch 3000 – in 2017. It certainly generated a lot of interest at first, but people were worried about losing their jobs," says Kostoláni. Over time, however,

"Our customers **expect a lot** – and we can only meet their needs with **high-performance machinery.**"

Igor Kostoláni, sales director

they have seen just how much they can benefit from automation. When orders spike, the workload is simply too much for workers to handle without assistance. "And at quieter times, we reduce the amount of automation – we don't lay anyone off," says Kostoláni emphatically.

The many facets of partnership

A glance at Martus' machinery reveals a clear preference for TRUMPF. "We have very demanding customers, so we need top-notch machinery," says Kostoláni. TRUMPF checks that box, while also offering advantages such as high part quality, minimal downtime and vital support services. "We may be very different sizes, but TRUMPF and Martus are partners working on an equal footing. Their customer advisors continue providing support even after the sale." Ordering spare parts is easy, even for machines that are 15 years old – a clear sign of the durability of TRUMPF machines and the quality of after-sales service.

The partnership has also been good for Martus' bottom line. "In recent years, we've seen our turnover rise by 20 percent – every single year," says Kostoláni. As well as high-quality machines, this success has also been driven by strong, solid relationships. From TRUMPF to its own workforce, Martus can rely on its partners every step along the way.

Reliable partners: Martus believes in everyone pulling together – both within the company and in their partnership with TRUMPF.



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A closer look:

TruMatic 5000 with new SheetMaster

Slovakian company Martus is embracing the benefits of **automation**. The combination of a **TruMatic 5000** and the new SheetMaster is a big step forward on its path toward connected manufacturing. We took a closer look at the new punch-laser manufacturing cell to discover just how powerful, reliable and energy-efficient this new TRUMPF solution is.

In brief

The highly productive, autonomous punch-laser manufacturing cell

The **TruMatic 5000** and the new **SheetMaster** come together to make a **manufacturing cell** that automates the flow of materials in punch-laser production. From loading and unloading to palletizing and sorting, every step is fully automated. With its six kilowatts of laser power, the manufacturing cell takes productivity to new heights while also improving energy efficiency.

Fully automated, autonomous manufacturing

From replacing nozzles to changing tools, the TruMatic 5000 operates smoothly and reliably around the clock thanks to its wealth of **automation components**.

Productive, efficient, energy-saving

With its powerful and highly efficient **six-kilowatt TruFiber laser** – combined with the new **universal cutting unit**, DeltaDrive and SheetMaster – this manufacturing cell achieves **maximum throughput** on the shop floor while cutting energy use by up to **65 percent**¹⁾.

¹⁾ Compared to hydraulically driven punching machines and TruFlow CO₂ laser

Efficient and reliable loading

The new SheetMaster from TRUMPF loads raw materials into the TruMatic 5000 quickly and efficiently. Sheets are pre-separated in parallel to production before being placed in the machine. The smooth flow of materials is perfectly coordinated with the production process.

Flexible unloading and palletizing

The SheetMaster can automatically remove finished parts using individually controlled suction cups. The GripMaster then handles the removal of the scrap skeleton. A new feature is the ability to move the SheetMaster in the vertical axis, which makes palletizing even more flexible.

Highly productive solution for punching, forming and laser-cutting

The TruMatic 5000 is all about top-notch productivity in punching, forming and laser-cutting. Its descending die ensures high part quality and greater flexibility. The machine sorts small parts efficiently while the ToolMaster automatically sets up the right punching tool – without halting production. Laser-cutting jobs are particularly productive thanks to the six-kilowatt laser. And the TruTops Boost programming software takes overall processing efficiency to a new level.

Wide variety of materials

The TruFiber solid-state laser eliminates the problem of **back reflection**, which means it can even tackle highly reflective materials such as copper and brass. Using the same cutting head, the laser can handle both standard materials and various thicknesses of nonferrous metals. This **reduces idle time** and boosts productivity.

Simplified tool handling

Users can load the ToolMaster's magazine with the required tools **without interrupting the punching and cutting process**. Production continues even if tools need to be removed for sharpening.

Customer details

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Machinery

- 3x TruBend Cell 7000
- TruBend Cell 5000
- TruPunch 3000
- 3x TruPunch 5000
- TruLaser 5030 fiber with TruStore
- TruLaser 5040 fiber
- 2x TruBend 5170
- TruBend 5085
- TruBend 7036
- TruMatic 6000