



XCEL 50 – EUROPEAN DEBUT FOR BENDING

THE XCEL 50 PRESSBRAKE has made its debut in Europe. Since September this year, the machine is available to users in European countries as an extremely favorably priced and compact alternative for bending. The Xcel 50 is based on mature technology and incorporates comprehensive Bystronic know-how. It is consistently focused on the bare essentials and is the optimal choice for the rapid execution of simple bending applications. The Xcel 50 bends over a length of 1,600 millimeters and features a pressing strength of 50 tons. In spite of its low purchase price and operating costs, the machine offers consistent bending quality over the entire bending length and is simple to operate.

The Xcel 50 is the favorably priced alternative for bending. Since September, it is also available on the European market.

LEASING IN EASTERN EUROPE

LEASING INSTEAD OF BUYING: Since June 1, 2011, Bystronic has also been providing this option for Eastern European customers. Bystronic's partner in this business is Raiffeisen-Leasing International (RLI). RLI has

its head office in Vienna, Austria, and currently maintains 18 subsidiaries in Central and Eastern Europe. In these countries, RLI ranks amongst the largest international leasing companies and enjoys a first-class reputation.

Leasing allows companies to go easy on their own capital and hence maintain liquidity. Often it is only through leasing that the necessary investments, and hence increased

competitiveness, can be achieved. This is especially true in the case of small to medium-sized enterprises (SME). It is particularly in its cooperation with SMEs that Raiffeisen-Leasing has established itself as a reliable partner.

The offer applies to all Bystronic products. It is available in almost all Eastern European countries, from Poland to Kazakhstan. Local Bystronic subsidiaries and representatives will be delighted to provide further information.

NEW PREMISES FOR SEVERAL SUBSIDIARIES

A NUMBER OF BYSTRONIC sales and service companies have moved into new premises in recent months. Bystronic Laser India (Pvt.) Ltd made a start on May 20, when the company and its customers inaugurated its new, larger building in Pune. The festivities took place in the presence of Bystronic CEO Ferdi Töngi and Swiss Consul General Werner E. Nievergelt. In addition to the offices, the building incorporates a training area and a demonstration center for machine presentations.

With this move, the subsidiary, which was founded in 2008, is continuing its growth path. Sanjay Kulkarni, Managing Director of Bystronic Laser India, outlines the objectives facing him: "We want to exploit new market segments with our products. In parallel to this, we are expanding our sales and customer services network." Annual growth in India's machine building industry is forecast at around ten percent. While the new head offices of the sales and service subsidiaries in the USA and in Sweden have not yet been officially inaugurated, they are already occupied. This means that Bystronic Scandinavia AB is for the first time housed in a Bystronic owned building complex, which was newly erected during recent months. It is located in Rosersberg, in the north of Stockholm near the airport Arlanda. For the US subsidiary, the relocation of its head office to Elgin, Illinois, is an historic break. After around three decades, the oldest Bystronic subsidiary is leaving the township of Hauppauge, New York, to position itself more centrally and hence nearer to its customers.

The Bystronic subsidiary in Russia and the newly founded representative office in Vietnam have also moved to their new offices in Moscow and Ho Chi Minh City, respectively. As usual, you will find the new contact data under www.bystronic.com.



Opening of the new head office of Bystronic Laser India in Pune. From left to right: Swiss Consul General Werner E. Nievergelt, Bystronic CEO Ferdi Töngi, and Sanjay Kulkarni, Managing Director Bystronic Laser India.



The ByJet Smart waterjet cutting system, one of three world firsts Bystronic presented at Blechexpo.

BYSTRONIC PRESENTS WORLD FIRSTS

BYSTRONIC TRAVELED TO this year's Blechexpo armed with world firsts from the waterjet cutting and automation sectors. The international trade fair was staged from June 6 to 9 in Stuttgart, Germany. The ByJet Smart waterjet cutting system, the ByTower storage tower, and the automatic nozzle centering for laser cutting systems were launched at the exhibition.

At the initial presentation of the ByJet Smart, the Head of the Bystronic Division Waterjet, Michael Merkle, stated confidently: "Per-

formance and quality are not a question of money." After all, the latest addition to the Bystronic portfolio is an affordable, high-value, and compact product. The customer benefits from a low purchase price and low operating costs. For an affordable price, the customer gets a waterjet cutting system that incorporates high-end components, such as the innovative cutting bridge, as well as high-end materials, such as the highly cushioning composite material used in the machine frame. Additionally, the ByJet Smart requires a minimum of floor space and can be accessed easily from several sides.

The ByTower storage tower is also compact. Thanks to its vertical construction, economic use is made of the available floor space. The tower is available in three sizes: with eleven, eight, and six cassette positions. It offers space for the storage of a wide variety of different material types and thicknesses as well as for the return transfer of cut parts. The ByTower automates the work process and permits lightly manned production. Reduced set-up times and an optimal material flow ensure maximum utilization of the laser cutting system's capacity.

Another feature is process automation for laser cutting, not only alongside the machine, but also on the machine itself: Having already automated the changing of the lens cassette and the cutting nozzles in the past, as a third step Bystronic presented the automated centering of the nozzle at Blechexpo. With this feature, the machine is even more independent of the operator, and process reliability is further increased.

BYSTRONIC JOINS ANTICORRUPTION COALITION IN THE CZECH REPUBLIC

REPRESENTATIVES OF over thirty Czech and international companies active in the Czech Republic have founded the Coalition for Transparent Business. Bystronic joined the coalition that aims to take joint steps in an effort to increase the transparency of public contracts in the Czech Republic. The members have signed a code of ethics for public tender bidders and are participating in preparing the amendment to the Public Procurement Act.

The initiator of the coalition is Siemens Czech Republic Group CEO, Eduard Palíšek. "As a company with a significant influence on the Czech industry and economy, we feel the responsibility to be engaged in this issue and to encourage other companies to be active as well," he explains. For him, both parties – the state as the contracting authority and the companies as the bidders – have to

cooperate on cultivating the public procurement environment. Palíšek is convinced that it is not enough just to point to the problems and wait for the state to solve them on its own.

Currently, the coalition includes over thirty companies, such as Siemens, Skanska, Čepro, Makro, T-Mobile, and KPMG. Members of this open association also include representatives of the Czech-German Chamber of Industry and Commerce, the American Chamber of Commerce in the Czech Republic, and civic association Oživení. The coalition also represents an opinion platform where companies exchange their experience and can inspire each other. It is open to all companies that share the same ethical values and want to contribute to the creation of a cultivated and transparent environment not only in the field of public contracts.



Eduard Palíšek, CEO Siemens s.r.o. in the Czech Republic, is the initiator of the Coalition for Transparent Business.

"Transparency and ethics in business are the only way towards successful long-term development of entrepreneurship and the environment in our country," concludes Eduard Palíšek.