

Experience
Job shop



TROL D.O.O.

EVERYTHING FROM A SINGLE SOURCE

Offering the customers a complete service, from product development to its construction with technologically advanced production systems is the goal of Matevž Trojar, owner of TROL d.o.o., a company in Ljubljana, Slovenia, that offers a very wide range of mechanical processings to companies all over Europe and the world.

In 1999 Matevž was working as Technical Director in an Austrian company producing chandeliers, and when the owner decided to move production to China, he did not lose heart and started to produce mechanical components with some machine tools that the previous owner did not take away. *“In the beginning we were 5”*. Matevž recalls: *“The technology available was quite old and was an obstacle to our desired growth. Nonetheless, we followed our customers with enthusiasm and passion and, one of them in particular, was working for important motorcycle companies such as Ducati and KTM, actually made us start working with very important companies”*. High range companies are demanding and pushed TROL to grow, improving its production capability with investments in new machineries: *“Investments in technologically advanced machinery has been the key to really start growing”* explains Matevž *“we managed to grow even in the years of the crisis. In that period, we had less and less competitors and we were very well equipped to do everything. Furthermore, the most important custo-*

mers invested in the development of new products. Our ability to do almost everything was crucial to support these customers and motivated us to continue working". During the crisis period, TROL grew by 10% per year, and in the last years its growth rate has been 30% per year. Now they have 70 employees and have grown out of their existing space. At the end of the year, they are expected to move to a new plant, now under construction, covering 10.000 square meters. Europe has always been our core market area. Germany, Switzerland, The Netherlands, Denmark, and Austria are the countries where most of their business originates, but in recent years they have also sold in USA and Turkey. Domestic market is 30%, but their Slovenian customers export their products that therefore go abroad in any case.

In 2007, they met BLM GROUP when they bought an E-TURN tube bending machine for the production of a special type of office chair with tilting seat, specifically studied to stimulate the adoption of a correct posture. The idea was developed and patented by Spinalis, in collaboration with TROL, during the study and production phase of the components. A specific part was an issue: the bent tube that started under the seat supports to the backrest. It is a bent tube with a double curve with variable radius and a curve with fixed radius that to be made on the E-TURN required triple tooling. Another difficult part was the coil for the seat support spring. These are complex parts that need to be made with great repeatability and only a highly technological machine is able to guarantee the quality and repeatability requested. The E-TURN bending machine has been up to the task and that's why it was chosen. Since the start of production, it has produced more than 80.000 chairs. About two years ago, the range of tube machining pro-

cesses was completed by buying a LT FIBER Lasertube system from BLM GROUP. "The LT FIBER system has arrived as a natural evolution of technology. Initially we worked by hand, then we started outsourcing some machining processes encountering difficulties with deliveries and delays of the suppliers. In the end, we realized that it would have been an advantage to have a Lasertube in-house".

For a company like TROL that also supports the development of products, the Lasertube system is particularly valuable as it suggests new solutions to customers to improve product quality and feasibility, and at the same time reduces cost. "We have a technical office able to develop and discuss solutions with customers. Also thanks to BLM GROUP user-friendly software, for example, we are able to import the three-dimensional model of a product and rapidly look for the work programs for



the E-TURN and LT FIBER and make a prototype. We immediately see any problems and can suggest changes to the customer, while still in the development phase, different solutions, more effective or less expensive. Sometimes designers make things that cost a lot and which, with little changes, may be reduced to half".

Rapid prototyping is an advantage also during job acquisition as Matevž explains with an example: "In Germany, we participated in a bid to supply furniture for shops, but while our competitors came with drawings and rendering, we were able to arrive finished parts showing that we knew in depth the production problems that we would have encountered and that we could really make what we were saying. And so we were awarded the business, even if our price was higher than that of others".

TROL does not have a preferred reference sector, with its machining centers, tube bending machines, flat laser, tube laser, it has a complete machine range with which it is able to produce very different parts and work for the automotive sector as well as for the furnishing sector. Their mindset is to provide the customer with a complete service and they are particularly strong on complex parts where cutting, bending and mechanical removal processing are present. The advantage for the customer is that he can get everything from a single source. This is the secret that allows them to have regular relationships with their customers and profitable projects. "If you work only as a third-party supplier dedicated to bending or cutting, the dimension where you can move is limited to price and time, and we know how to make a more complex product with a very high added value. So, we can satisfy the customer, both in terms of quality and of delivery times, and at the same time ensure our financial goals are met".



+ 80 000 chairs

The E-TURN has already produced more than 80.000 chairs since it started production.

To be technologically advanced it is necessary to keep updated on innovations and Matevž has clear ideas about the future: "The 3D printers will be the next revolution. Those who will be the first to use this equipment will gain the maximum benefit. Only by being the first to use new technologies, that allow us to always be one step ahead of our competitors, it is possible to have, during the first years, more profit that, when the others reach you, you will be able to invest and be again one step ahead of the others".