

According to STEVILA there is no machine on the MARKET that can compete with the price, flexibility and productivity of the **DMU 50 ecoline**.



Modern CNC technology ensures healthy growth

Technological know-how and many years of experience on the one hand and the use of innovative machining technology on the other have characterised the Lithuanian STEVILA Group since its foundation in the year 1997. According to the statements made by the leading Lithuanian subcontractor, which is located in the Lithuanian city of Marijampole, it today supplies across all sectors to major global players such as Knorr-Bremse, Siemens and ABB. The plant has 120 skilled workers and around 50 models in its extensive machine park at its disposal. The machining experts in production have trusted in machine tools from DMG MORI for many years now. The ECOLINE has been the focus of particular interest at STEVILA recently: In 2013 alone the company procured four DMU 50 *ecoline* machines.

Rising demands on quality and the pressure of ever shorter delivery times determine the day-to-day work in the metal cutting sector. In particular subcontractors need to plan strategically if they are to meet the requirements of demanding customers with low-cost solutions and as few workers as possible. STEVILA hit upon a way of meeting this trend successfully very early on. "State-of-the-art technologies in both production and production planning are a must if you not only want to keep up with increasing competition but to expand as well," believes Dr. Vilius Senkus, Managing Director of STEVILA. And the way the business has developed has proved him right. In just 10 years his company has grown from a small operation with four employees and a few old Russian machines to become a well-established industrial enterprise with a machine park that is more than competitive.

A look at its customer references confirms that STEVILA's strategy has more than paid off. Dr. Vilius Senkus mentions Knorr-Bremse as good example in this respect: "We are registered there as a 'preferred supplier' – a status awarded to only 27 of its 1,500 suppliers." It has also built up



➔ Strategic investments in machine tools from DMG MORI have helped STEVILA become the leading subcontractor in Lithuania

close relationships with other customers – around 50 in number located mainly in Germany, Switzerland, Denmark and Sweden. It owes its success here to the customer-orientated

Reliable

STEVILA can rely on their staff and machinery

approach of the STEVILA Group. Not only convincing standards of quality, but also a high degree of flexibility and commitment to providing a good service are key issues of the corporate philosophy. “We are able to guarantee such flexibility because all process steps are carried out in-house – right down to logistics,” Dr. Vilius Senkus goes on to explain. Production is currently specialised in the manufacture of complex parts in small and medium-sized batches with delivery times of around six weeks.

The STEVILA product range encompasses all sectors. Car manufacture, automation technology and the print industry are just a few of the many sectors they supply. The often complex workpieces all have a high demand on quality in common. Dr. Vilius Senkus next turned to the vital question of reliability: “The way we can rely on our employees and machines ensures our customers that they, too, can rely on us completely.” Because in the last instance STEVILA is, of course, responsible for ensuring its customers can keep their own production running.

DMU 50 *ecoline*: unrivalled on the market

STEVILA meets the high demands on production quality and productivity with a modern machine park. While machines from the NL and more recently also from the NTX series have long been used for turning, it was not until three years ago that STEVILA started consistently using machining centres from DMG MORI for milling, a decision resulting not least from its close cooperation with DMG and MORI SEIKI. Models from the *ECOLINE* in particular caught the eye of



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Dr. Vilius Senkus: "We were very impressed especially with the DMU 50 *ecoline*, because in our opinion there is no other machine on the market that can compete where price, flexibility and productivity are concerned." They bought their first milling machine of this type in the year 2011 and last year saw the purchase of not just one but another four machines.

DMU 50 *ecoline*

No other machine can compete in terms of price, flexibility and productivity, STEVILA says

The DMU 50 *ecoline* machines not only serve to expand production capacity, like all other investments they are intended to optimise processes, as Dr. Vilius Senkus explains: "The crux of the matter is to produce the most sophisticated parts cost-effectively." That is the only way you can offer customers acceptable prices. The Managing Director has also noticed a high level of satisfaction among his workers. "The ergonomic design of the machines from DMG MORI makes them extremely operator-friendly and they fit perfectly into our production cycles. "Without doubt the ease-of-use provided by the SLIMline® panel and optimum accessibility of the work area are outstanding features of the machine.

STEVILA is so satisfied with the machine tools from DMG MORI that they will definitely opt for the CNC technology of the market leader in the future as well. "It is not only satisfaction with the innovative technology that counts, but also with the way they treat us as customers," says Dr. Vilius Senkus about the good support given when selecting a machine as well as the fast response of the service team. After all, reliable operation of the machines is what STEVILA counts on for ensuring flexibility.

STEVILA intends to continue the positive business development of recent years – it has almost doubled its turnover since 2006 while at the same time maintaining a constant workforce. Further investments in production are already in the pipeline. In future the machining experts will be able to manufacture even more complex mill-turn parts on a DMU 125 FD monoBLOCK® and other models from the DMU 50 *ecoline* series are also under discussion: "In particular we would like to replace older 3-axis machines with ECO-LINE machining centres that offer 5-sided machining."

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