

DFM supports booming growth with Lectra's Industry 4.0-ready leather cutting solution

The Polish upholstered furniture manufacturer equips its new plant with Versalis to increase production capacity and reduce leather consumption.



The Challenge

DFM needed to maximize production capacity to respond to steady growth in sales. The company sought to improve its leather cutting process in order to maximize production efficiency and optimize leather consumption.

Lectra's response

Lectra suggested implementation of an offline leather cutting process with Versalis®, the automated leather cutting solution. With the offline process, DFM could increase hide yield and achieve a streamlined workflow.

Results

Within the first few months of implementation, DFM reduced hide consumption by 5%. Separation of the hide scanning, nesting and cutting stages allowed DFM to maximize workflow speed and efficiency.

Lectra Solution

VERSALISFurniture

Investment and steady growth

Founded in 2001, DFM produces furniture—from concept to finished product—for sophisticated customers from North America, Europe and the Middle East. In 2015, the company enlarged its operations to include creating furniture for its own brands.

To fulfill the growing list of orders, DFM pursued a twofold production expansion strategy: invest in a new plant equipped with only best-in-class technology and optimize the production process. A long-time Lectra customer and strong believer in the importance of Industry 4.0 technology, DFM's first choice for the project was Lectra.

Selecting the best partner for change

"We have been collaborating with Lectra for 20 years, so it was an obvious choice for us to approach them to identify the best solution to increase the flexibility of our leather cutting process, and thus increase production efficiency," explains Marek Nowogrodzki, Vice President, DFM.

"Prior to implementing the Versalis, the leather marking process was carried out using colored ribbons. It wasn't very precise and required an additional post-cutting leather cleaning stage. There was no room for optimization or efficient material use," explains Tomasz Mazurowski, Leather Department Manager, DFM.

Lectra and DFM teams decided an offline process with Versalis, Lectra's automated leather cutting solution, would enable the company to improve nesting efficiency without affecting productivity.

By separating the production workflow into three steps—scanning and marking, nesting, and cutting— each stage can be optimized to obtain the best results in terms of flow, efficiency and labor.



A foundation for success

"With this offline process workflow, we increase cutting efficiency and productivity with better planning of production orders, achieve significant material savings, and offer shorter lead times for production orders," says Tomasz.

"We knew that Lectra's combination of advanced technology, services and cutting-room expertise would help us transform the way we work and ensure maximum cutting-room efficiency over the long term."

Roman Dariusz Kołakowski
Owner and CEO, DFM

"Operation of Versalis is very intuitive and requires a minimal amount of experience. Nevertheless, Lectra provided us with a number of implementation training sessions. Lectra's experts have many years of experience. We use the knowledge from these sessions in our daily work," continues Tomasz.

The results of the new process surpassed DFM's expectations. The company reduced hide consumption by 5% within the first few months of implementation.

"We knew that Lectra's combination of advanced technology, services and cutting-room expertise would help us transform the way we work and ensure maximum cutting-room efficiency over the long term," says Roman Dariusz Kołakowski, Owner and CEO, DFM.

About DFM

DFM specializes in the production and export of upholstered furniture to companies throughout the European Union and North America. High quality products and punctual deliveries are DFM trademarks.

For more information, please visit www.dfm.com.pl



The Hive 
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* Versalis is a registered trademark of Lectra.

About Lectra

For forward-looking companies that breathe life into our wardrobes, car interiors, furniture and more, Lectra is committed to crafting the premium technologies that facilitate the digital transformation of their industry. Lectra's offer empowers brands and manufacturers from design to production, providing them with the market respect and peace of mind they deserve. Supporting the furniture industry, Lectra offers CAD software, cutting room solutions and expert services dedicated to upholstered models. Founded in 1973, today Lectra has 32 subsidiaries across the globe, serving customers in over 100 countries. With more than 1,700 employees, Lectra reported revenues of \$313 million in 2017. Lectra is listed on Euronext (LSS). For more information, please visit www.lectra.com

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