

## User report

### Individual solutions non-stop

**Both of them are experts in their fields: the tractor builder Same Deutz-Fahr and the manufacturer of industrial high-speed doors EFAFLEX. The implementation of extraordinary customer needs is their daily standard.**

“For us, meeting requirements on an international scale means to produce tractors which comply with customer needs in every detail,” says Franz Gufler. He is the person in charge for the technology and service sector. Together with his colleague Jörg Seyfarth he is responsible for the planning and maintenance of all factory buildings.

He is looking at the test bench for tractors which is separated from the production hall by two transparent high-speed folding doors. “Efaflex manufactured and assembled these doors exactly according to our requirements and requests.” The EFA-SFT® high-speed doors are 4000 x 4200mm and 4000 x 4005mm. Made of hollow aluminium sections and provided with acrylic double glazing, the doors replace the previously used conventional roll-up doors. The new product offers transparency and allows more light into the test booth. The room must be highly sealed because exhaust gases and noise must not get through to the production hall. The upper part of the doors is provided with crane track cut-outs for exhaust gas rails. Another requirement was an emergency exit door in one of the segments. The doors are opened for the tractors with a speed of 2.0 meters per second immediately providing full clearance height.

These doors are not the first Efaflex high-speed doors which have been installed for Same Deutz-Fahr at their Lauingen production site. The specialists for agricultural machinery have already placed 35 orders for Efaflex products ranging from PVC doors in the production hall and folding doors to high-speed doors for exterior areas.

The fact that Efaflex is in the position to supply the right door for each wall opening in the factory is the solid basis for a good cooperation with Same Deutz-Fahr. “For any door being subject to heavy load we decided to take an Efaflex door”, says Jörg Seyfarth. The doors are opened and closed with high speed. The advantage is that production halls cool down less during opening than it was the case in earlier times. This minimises the loss of heating energy. „The wind resistance of the doors lies in a range which cannot be met by other manufacturers.”

Every 16 minutes, a tractor leaves the production line at Same Deutz-Fahr. However, this does not mean that all tractors are similar: “Our clients’ wishes are the focus of our work. Each tractor is individually and exactly manufactured according to customer requirements. This is, of course, exactly what we expect of our suppliers and service providers. We do not want off-the-shelf products but expect that our suppliers are aware of what we need at our production site.”

Since September 1996, we have been producing approximately 60,000 tractors at our factory in Lauingen. More than 500,000 Deutz-Fahr tractors are used around the world by today; 320,000 in Germany alone. Each of the powerful vehicles leaving Lauingen has at least 120 horsepower.

Same Deutz-Fahr not only produce the green „Deutz“ but also the red „Hürlimann“ and the silver Lamborghini tractors. Franz Gufler explains: “What is important is the overall package of the product and not just individual technical characteristics.” The task of tractor manufacturers is the development of practical solutions for farmers, and this is what we expect of our suppliers: optimum results. “We need doors which allow for utmost efficiency and profit at lowest possible operating costs.”

Since the last 10 years, Same Deutz-Fahr has continually installed Efaflex doors in their Lauingen plant with the trend towards high-speed doors. Jörg Seyfarth adds to the comment of his colleague: “Efaflex doors are my favourite doors. I like both their technology and structure.”

Of course, the doors in the Deutz-Fahr plant also require maintenance. According to Seyfahrt, maintenance is necessary to ensure the general safety both for man and technology. The service provided by Efaflex is as reliable as their products. It only takes a maximum of two days until the customer service is on-site. Franz Gufler does not expect any problems in case of repairs. If a door is damaged, the technician checks the customer's photos to establish which part of the door is severely damaged. He then attends site with the appropriate spare parts thus reducing downtime.

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