EAGLE

WINGS

#3 / 2024-2025

EAGLE TRUST

A CLIENT-CENTRIC APPROACH

EAGLE TRUST: A Commitment You Can Rely On

From Coil to Completion: How FlowinCO Redefines Laser Cutting Efficiency

www.eaglelasers.com

REVOLUTION

IS EVOLUTION

EAGLE: EXCELLENCE AS A STANDARD

Reaching our nineteenth year is not a moment to pause, but a call to redouble our efforts. At Eagle Lasers, we never settle for 'good enough'; we aim for excellence in everything we do.

This drive fuels our expansion into North America with the launch of Eagle Americas, and it powers our R&D on transformative solutions like FlowIn, FlowInCo, and our FlowFactory ecosystem.

Underpinning all of this is Eagle Trust, which goes beyond promises to become the engine of our continuous improvement: a commitment to raising the bar on reliability, support, and transparency.

We're ready for tomorrow's challenges, because we're already building the tools to meet them.

JANUSZ MARCIN EJMA
EAGLE CEO

Our industry's momentum never lets up, and meeting its evolving demands is what drives our engineering team every day. We're continually enhancing our machines to deliver faster cycle times, pinpoint accuracy, and rock-solid uptime.

FlowIn exemplifies this spirit of reinvention: it turns the traditional cutting model on its head, streamlining downstream processes in ways we once only imagined.

Opening our Szczecin engineering branch has expanded our R&D bandwidth and brought fresh expertise to machine architecture and automation. With this strengthened foundation and our relentless pursuit of better solutions, Eagle Lasers is not just keeping up with the market: we're shaping its future.

TOMASZ WOŹNICA
EAGLE CTO

I'm continually impressed by the determination and commitment of our teams, who are pursuing Eagle Lasers' key strategic projects with such passion. In the face of dynamic market changes, our cross-functional teams demonstrate remarkable collaboration while simultaneously implementing our new ERP system and developing a comprehensive ESG strategy.

Every department brings its unique expertise to these ambitious initiatives - from IT specialists to production teams - all working with full dedication toward digitizing our processes and strengthening the company's sustainable development. I particularly appreciate the creativity and professionalism with which our teams tackle technological challenges, transforming them into real competitive advantages.

It's precisely this collective determination and collaboration that ensures our investments in modern technologies and environmental responsibility not only meet current market needs but build a solid foundation for Eagle Lasers' long-term growth. Without this team commitment, our most ambitious goals would remain merely plans on paper.

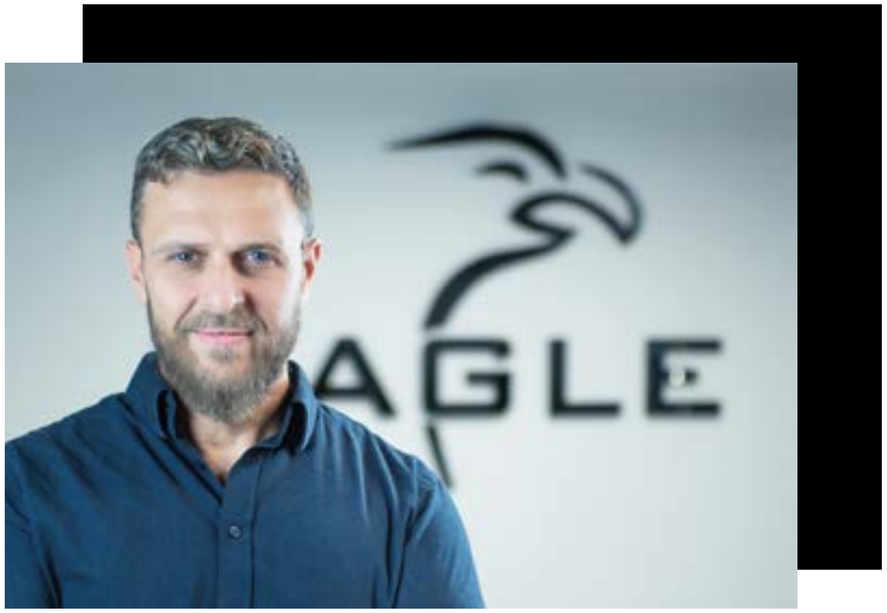
LIDIA WOŹNICA
EAGLE CFO

The global reach our teams have achieved, from our roots in Poland to the launch of Eagle Americas and our operational branches across Europe and beyond, is incredible. Every day, I witness the dedication of our sales professionals who build relationships and bring our solutions to such diverse markets.

I'm proud of every colleague who champions Eagle Lasers in their market, whether it's securing new opportunities in North America or nurturing long-standing relationships in the EU.

Competition is fierce and ingenious, and facing it head-on inspires us to outpace and outthink the rest. Their challenge sharpens our responsiveness and drives us to deliver even greater value for our customers.

BARTOSZ KRZEWINA
EAGLE CSO



Welcome to Wings—a magazine born from passion, curiosity, and the need to see beyond the obvious.

In this third issue, we open with a message of transformation. The world is evolving fast, and so are we. Innovation isn't just about technology—it's about mindset. It's about seeking new, authentic ways to connect with the market, to understand our customers, and to shape the future before it arrives.

You'll find in these pages a reflection of this journey: stories of progress, behind-the-scenes insights, and a deep dive into the values that make our brand not just visible, but solid, relevant, and respected.

Let this magazine be more than a showcase. Let it be a spark—an invitation to think differently, act boldly, and believe that the best ideas are the ones we haven't yet imagined.

Enjoy the read, and keep your wings open.

CAMILLO BRENA
Marketing Director

EAGLE TRUST

EAGLE TRUST: A COMMITMENT YOU CAN RELY ON

In the world of modern laser cutting technology, success doesn't depend solely on machine parameters. Customers are increasingly asking themselves: Can I trust the manufacturer to keep their promises after the purchase? Eagle's answer to this need is EAGLE TRUST – a cooperation model that turns declarations into concrete actions and marketing into real commitments.

The Trust That Comes from Fact-Based Decisions

EAGLE TRUST is a comprehensive approach to building customer relationships, where purchasing decisions are based on facts, figures, and transparent commitments – not just emotions.

When choosing a machine manufacturer and a specific model, two factors are key: the machine's performance and its availability.

The higher the laser power, the greater the machine dynamics, and the more advanced the process automation, the higher the business potential and profits for the user. At Eagle, we ensure that our machines deliver maximum performance by manufacturing up to 80% of our components in-house, including our patented eVa cutting head and reliable linear motors. The remaining 20% are sourced from top-tier global suppliers who share our vision for innovation and reliability. Moreover, all Eagle machines and automation systems are manufactured at our headquarters in Poland under the strictest EU guidelines and regulations. There are no compromises when it comes to quality.

However, with EAGLE TRUST, we don't stop at declarations. It is essential to accurately determine a machine's potential before purchase.

"There is one effective method based on facts, not opinions – one that we always strongly recommend: testing in the manufacturer's factory or showroom on your own parts," says Marcin Ejma, CEO of Eagle Lasers.

Objectively determining and comparing machine performance is the only trustworthy way to reveal the true potential of the systems being evaluated. Our goal is to give customers peace of mind – the confidence that they are investing in a system designed to last and deliver many years of reliable operation and stable profits.

Availability – The Guarantee of Uninterrupted Operation

Even the best and most efficient machine cannot fulfill its role if it isn't available when needed. Machine availability primarily depends on two factors:

- Spare parts availability
- Service availability

Spare Parts Availability – MachinePortal as a Testament to Transparency

The traditional spare parts purchasing model often leaves machine users without direct access to offers from parts manufacturers – everything depends on the machine supplier. Eagle breaks this pattern through its partnership with MachinePortal, a fully transparent spare parts marketplace where customers can independently compare available parts in terms of price, location, and delivery time.

This approach removes limitations and shifts decision-making power to the customer, giving them real choice and a sense of control – both over their spare parts and their relationship with the supplier.

Service availability – A wide service network and the key role of MyESP

Service – and how a machine manufacturer keeps its promises after the sale – is just as important as timely spare parts delivery, if not more so.

That's why Eagle not only maintains a broad, highly experienced service network but also invests in proprietary technologies that ensure transparency, fast communication, and secure cooperation for customers.

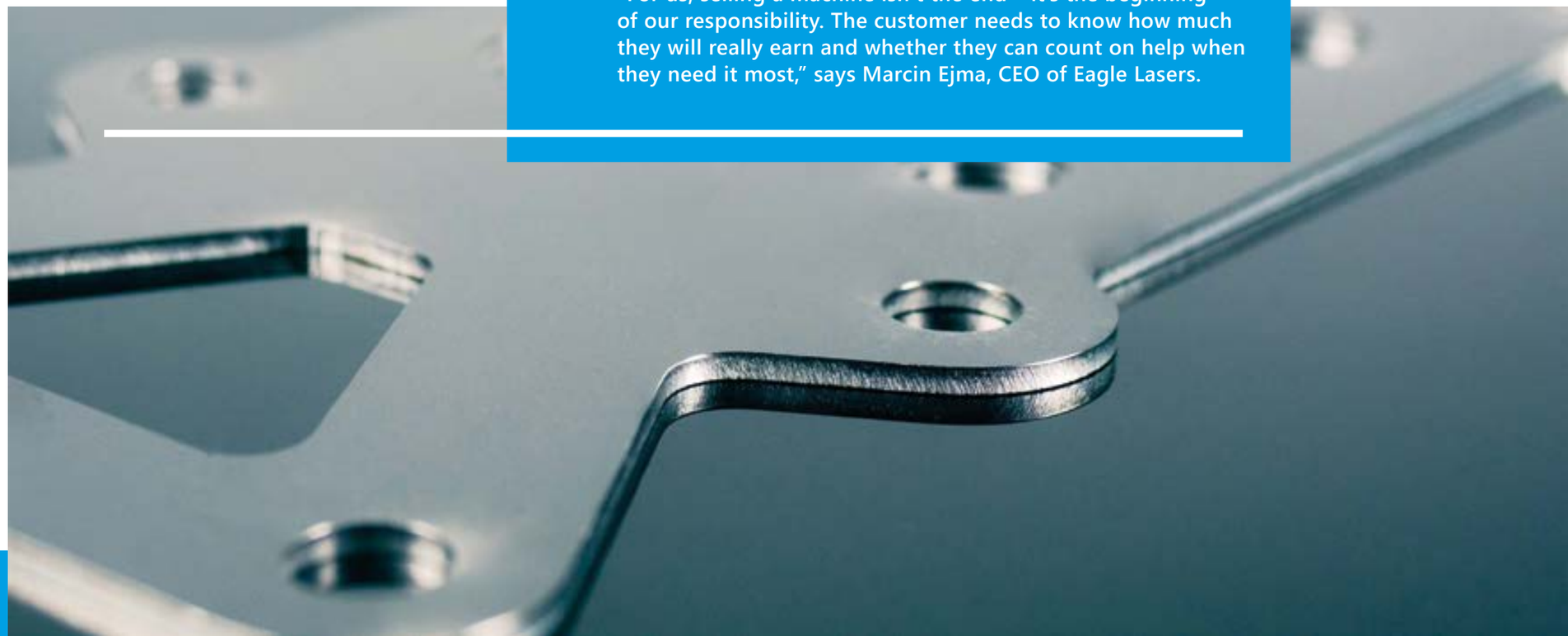
One of these technologies is MyESP (Eagle Service Platform), which connects machines directly with service teams. This platform allows customers to:

- Submit service requests directly from the machine
- Track in real time whether response times meet Eagle's Service Standards

This represents a unique level of transparency in customer service. Moreover, even before purchasing a machine, thanks to MyESP's integration with MachinePortal, every customer can check:

- The manufacturer's current service standards
- Actual service response times
- The effectiveness of operator support

"For us, selling a machine isn't the end – it's the beginning of our responsibility. The customer needs to know how much they will really earn and whether they can count on help when they need it most," says Marcin Ejma, CEO of Eagle Lasers.



DESIGNED WITH YOU IN MIND

Eagle Service Standards – Our Promise Made Visible

At Eagle, we understand how critical fast and effective service is for our clients' operations. That's why we introduced Eagle Service Standards – our official commitment to every client. These standards guarantee:

First diagnosis within 30 minutes of a report

Spare parts shipped within hours, with delivery in up to 24 hours

Full machine repair within 48 hours of failure notification

As the first laser manufacturer in the world to define and publicly commit to such standards, we ensure complete transparency. Thanks to MachinePortal.com, our service results – what these standards are and how we uphold them in practice – are available for clients to review even before purchasing a machine.

EAGLE TRUST is more than a marketing promise. It is a fact-based system that provides clients with investment security, predictable costs, and uninterrupted production. In a world where trust is the most valuable currency, we turn it into real action.

What does reliability mean to you?

Eagle Lasers is a leading manufacturer of high-quality fiber laser cutting systems. Reliability is built into every last detail of our machines.

Don’t settle for less.

Patented eVa cutting head with 2x larger lenses and 10x less glass replacement needs.

Polymer concrete body for the highest stability even at peak dynamic motion.

Eagle-manufactured linear motors on all axes for wear-free stability and precision.

Built-in conveyor belt transporter for higher quality cut parts and reduced downtime.

Accuracy, repeatability and new generation software for the highest quality cut.

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ISMR

CREATING STRONG CONNECTIONS

ISMR sat down with Camillo Brena, Eagle Laser's marketing director, at EuroBLECH to discover the company's latest new fibre laser innovations, customer service philosophy and views on global market developments.

Fibre laser pioneer, the Eagle Group, is headquartered in Wałcz, Poland, and present in over 30 countries through its branches and distributors. It is a technology and R&D company specialising in fibre laser systems and automation.

The debut of Eagle's revolutionary FlowIN system, along with its upgraded 40kW iNspire 2.0 fibre laser cutting machine, attracted significant attention and kept its booth buzzing at EuroBLECH in Hanover this October.

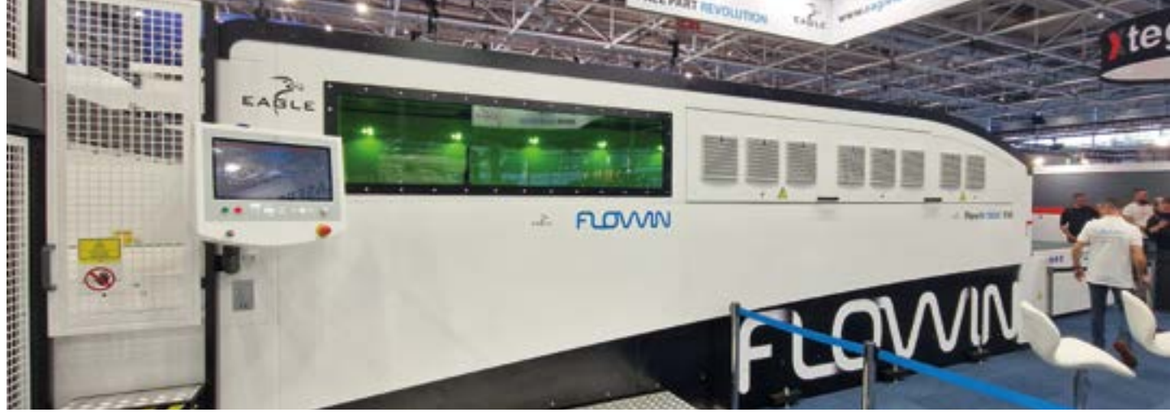
FLOWIN

ISMR: Tell me about the new products, concepts and technologies that you brought to your booth at EuroBLECH at Hanover this October?

CB: We decided to bring something completely new to the market this year at EuroBLECH. We are a young, disruptive company (now almost 20 years old) and were the first to introduce high-power fibre laser cutting systems on the market. With a history of almost two decades, Eagle has come to a deep understanding of the industry's challenges and our answer to them has been to create an entirely different solution; FlowIN.

FlowIN was designed to tackle the sorting problem through a breakthrough concept that completely eliminates combs and pallet changer. In doing so, it eliminates all comb-related issues such as comb cleaning, comb cutting, parts being welded to combs, micro and nanojoints. Additionally, it allows for sorting without compromising cutting speed or requiring inefficient nesting patterns that need more space between parts, so it makes a better use of materials and features an innovative waste-management system.

How did we achieve it? By completely shifting our perspective and changing the way we cut. Instead of focusing on cutting the part, we focused on cutting the scrap around. The result is that only ready cut, scrap-free parts exit the machine and sorting becomes as easy as a pick-and-place process.



40kW iNspire 2.0 fibre laser cutter

In addition to FlowIN, Eagle Lasers premiered its upgraded iNspire 2.0 fibre laser cutting machine, equipped with 40kW of power, at EuroBLECH 2024.

"The new iNspire introduces several features, including Eagle's MyEMIX 3 Pro all-in-one gas mixing system, MyECOCUT reduced gas consumption technology and MyECATFAST oxygen-cutting technology for exponentially faster processing compared to traditional methods" Eagle Lasers told ISMR. The iNspire series machines feature powers ranging from 4kW to 40kW, up to 6G acceleration, 340m/min maximum positioning speed, 150m/min maximum cutting speed, 0.05mm cutting accuracy and 0.03mm repeatability.

ISMR: How do you see global fibre laser markets developing around the world? Are there any particular trends that you can identify?

CB: The market this year has been very difficult for everyone. The fibre laser-cutting market is entering a new and more mature phase with some companies using fibre laser technology for the last 20 years, and more adopting it every year because of its obvious benefits.

Thanks to our collaboration with IPG and Eagle's innovative vision, we were pioneers in betting for high powers and over the last few years, we have seen a trend towards increasing laser power and performance across the board. But the truth is that to really exploit the full advantages of high powers, the whole laser cutting ecosystem needs to be built to handle it. And power is not the only variable. Innovations should start to focus on tackling other challenges such as automation and sorting. That's why I believe that Eagle's FlowIN will be a real game changer.

Labour shortages are a real issue, so automation around the laser is also gaining increasing importance.

Next year, I believe the market will improve. Political changes, of course, will affect market developments and, in some countries, government incentives are encouraging manufacturers to adopt new technologies. Competition is not a bad thing. It encourages us to offer better, more reliable machinery, technology and service to our customers.

Since the advent of COVID-19, our clients have taken a different approach to the market. Their orders are smaller and more varied. Even the automotive market has changed to smaller and more flexible production with hybrid and EV models gaining popularity. Manufacturing machinery and tools should mirror this flexibility. Also, job shops today need versatile, dynamic systems that can process a range of material thicknesses with shorter lead times.

ISMR: How is EAGLE Laser handling sustainability in both its products and it organisation?

CB: This is a very important topic. There are a lot of new environmental regulations in Europe and it is crucial that laser machine manufacturers from all countries comply with them. We have focused on introducing machines that use less electrical energy and gas consumption. Our equipment is built to last and, because we do most of our production in-house, we reduce our carbon footprint. Our MyECOCUT technology is designed to reduce gas consumption by up to 75% and MyECAT allows users to cut up to 20% higher thicknesses while using the same laser power. Emerging technologies should follow this pattern; reduced consumable usage and energy savings. Controlling and making the most of laser power is also key and we make that possible through our unique cutting head design.

ISMR: Thank you for your time.

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STAL

PRECISION WITHOUT COMPROMISES

Fiber laser cutting has gained immense popularity worldwide due to its high efficiency and precision. One of the key factors in laser cutting is selecting the appropriate cutting technology and process gas.

Cutting Mild Steel

When cutting mild steel, using nitrogen ensures high edge quality by eliminating oxide formation, which simplifies subsequent processes such as welding or powder coating. Cutting with nitrogen and high laser power also enables significantly faster processing speeds compared to oxygen cutting. However, nitrogen cutting consumes more gas than oxygen due to the higher pressure and increased flow required — but the greater efficiency and superior cut quality often outweigh these additional costs.

A recent game changer is Eagle's MyECOCUT technology, which uses a specially designed nozzle to reduce nitrogen consumption by as much as 60–70%. As laser power increases, so does the thickness range of sheets that can be cut with nitrogen — and cutting speeds improve significantly.

However, when cutting mild steel thicker than 8–10 mm, dross may form on the lower edge of the sheet, potentially affecting subsequent processing.

As laser power increases, the role of oxygen cutting also evolves. Oxygen has traditionally been used with lower-power lasers but is increasingly being replaced by nitrogen or gas mixtures in modern high-power machines. While oxygen cutting delivers a high amount of energy to the material, it can alter material properties, introduce internal stresses, and leave an oxide layer on the cut edges — often necessitating additional mechanical processing.

Mild steel 20mm Laser power 20kW

OXYGEN

NITROGEN

GAS MIXTURE

> **Oxygen has traditionally been used with lower-power lasers but is increasingly being replaced by nitrogen or gas mixtures in modern high-power machines.**

MYEMIX

Gas Mixing Technology

A solution to the burr issue associated with pure nitrogen cutting lies in advanced gas-mixing technologies such as Eagle's MyEMIX. This system enables precise dosing of oxygen into the nitrogen stream in controlled proportions, effectively eliminating burr and improving cut quality. The added oxygen also stabilizes the cutting process and, in many cases, increases cutting speed. As a result, even sheets over 20 mm thick can be cut cleanly and prepared for further processing without the need for post-cut finishing. MyEMIX is engineered to adapt successfully to the various steel types and qualities available on the market.

Aluminum Cutting with Gas Mixtures

Gas mixtures are not only beneficial for mild steel but also for aluminum. The correct nitrogen-to-oxygen ratio ensures clean edges and minimizes burr formation on the bottom surface of cut parts, significantly improving quality and boosting overall efficiency.

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Eagle's Latest MyEMIX Update

The latest version, MyEMIX 3.0, is available in three variants tailored to specific customer needs. It offers improved cutting parameter optimization thanks to an extended gas mixing range. The system enables precise control of oxygen content in the gas mixture — both via the machine interface and directly from the mixer panel. MyEMIX 3.0 also eliminates the need for a buffer tank, ensuring stable gas flow while reducing inspection and certification requirements.

In summary, Eagle's MyEMIX 3.0 represents a major advancement in laser cutting technology. It offers unparalleled flexibility and precision in gas control. By intelligently combining nitrogen and oxygen, it enhances cut quality, reduces burr, and optimizes gas usage — even when processing thick mild steel or aluminum. With real-time control, a broader mixing range, and simplified installation (no buffer tank needed), MyEMIX 3.0 supports faster, cleaner, and more cost-efficient production — making it an ideal solution for manufacturers seeking top-tier performance and process reliability.

EAGLE FEATURED

TECNOLAMIERA

WHEN LASER CUTTING BECOMES ART

When speed meets precision, something extraordinary can happen, something that goes beyond technical performance and enters the realm of art. That's the vision behind Eagle Lasers, the European pioneer in fiber laser cutting technology. Founded in Poland in 2006, the company has become a key player in the sheet metal industry and, since 2018, has brought its know-how to Italy, where it is rapidly gaining ground.

From the very beginning, Eagle recognized the potential of fiber laser technology, which can deliver cutting speeds up to 15 times faster than CO_2 systems. "Our machines are like Formula One cars for sheet metal cutting: they combine linear motors, high acceleration, and up to 40 kW of power," says Andrea Porta, CEO of Eagle Italia. But for Porta, true performance is not just about power. "I prefer to talk about high dynamics. That's what really reduces cycle time and improves competitiveness. High power is only needed for very thick materials."

Eagle Italia began as a bold move, but with strong confidence that the Italian market, demanding and quality-driven, would respond. Today, the branch has over 100 systems installed, a team of 16 people (9 in after-sales), and a dedicated Tech Center near Turin.

"From the start, we focused on two things Italian customers really care about: reliable service and the ability to buy locally," Porta explains.

At the heart of Eagle's offering is a design philosophy built around simplicity: fewer critical components mean higher reliability over time. The body is made of synthetic granite, crossbeams of carbon fiber. Since 2018, Eagle has used only its own proprietary eVa heads, designed in-house with fixed optics, a self-centering system, and a patented solution that keeps the collimator lenses stationary while adjusting the beam diameter externally. This minimizes friction dust, even at high power levels.

Even the pallet changer has been simplified: it no longer uses hydraulic motors, but instead features a mechanical double-slide system that simultaneously swaps tables. "If it's not there, it can't break," Porta sums up. The same logic applies to Eagle's full suite of smart technologies, all aimed at improving consistency, speed, and cut quality. MyEFLY enables on-the-fly piercing for fast, repetitive cuts; MyECAT compensates for variations in material quality and reduces burrs by up to 80%; MyEFAST boosts cutting efficiency on thin and medium sheets; MyEMIX switches gases automatically to optimize results; and MyECOCUT minimizes gas consumption with a specially designed nozzle.

All these options can be added later, as production needs evolve. To further support customers, Eagle joined www.machineportal.com, a marketplace where clients (and non-clients) can buy spare parts and consumables transparently. The MyERS system offers integrated remote support: with a single click from the machine, Eagle technicians receive all relevant data and can act immediately.

Eagle offers three product lines: iNspire (up to 6G acceleration), eVision (up to 3G), and eSmart (a more essential solution). Alongside these are ever more advanced automation systems, including FlowIN—a revolutionary machine set to debut in 2026. "Like Michelangelo said: 'The statue is already inside the stone, the artist only has to set it free.' It's the same for us: the part is inside the sheet, we just have to reveal it."

"With FlowIN, the focus is no longer on cutting the part, but on releasing it from the scrap," Porta says.

In a world racing toward greater efficiency and productivity, Eagle proves that laser cutting can still be an expression of vision, and even a form of art.

ANDREA PORTA
CEO of Eagle Italia

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DEFORMAZIONE

RELIABILITY, TRUST, TRANSPARENCY

Eagle's 2025 strategy focuses on three main elements: a new customer-centric framework called Eagle Trust, the evolution of iNspire 2.0 fiber-laser system, and the FlowIN continuous cutting and separation solution.

Eagle Trust is built on reliability, clear service processes, and supply-chain transparency. To ensure machine reliability, Eagle produces 80 percent of critical components in-house, including its patented eVa cutting head. This approach maintains consistent quality standards, reduces maintenance needs and extends the operating life of each machine.

For service, Eagle has upgraded its MyESP cloud portal. Customers submit assistance requests, review service history and track response times through the Eagle Standard system. Performance metrics—such as average response time and issue resolution—are visible in real time. This makes service delivery measurable and comparable against agreed benchmarks.

For service, Eagle has upgraded its MyESP cloud portal. Performance metrics—such as average response time and issue resolution—are visible in real time.

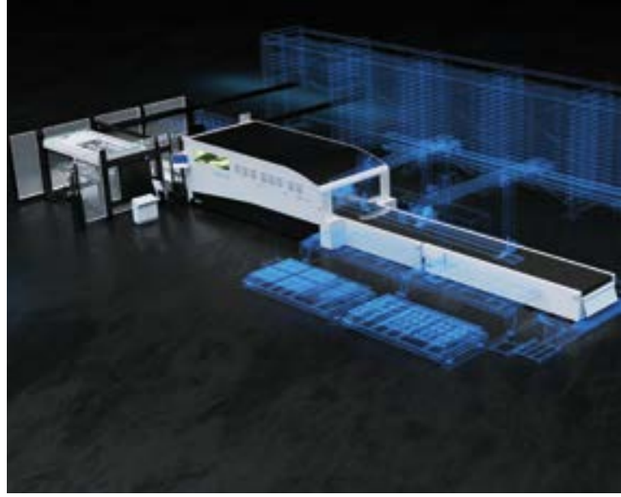
Eagle also partnered with MachinePortal to simplify spare-parts sourcing. Instead of relying on intermediaries, customers search a single marketplace for parts, compare suppliers by cost, delivery time and quality, and order directly. This reduces delays, travel distance for parts delivery and overall emissions. Meanwhile, an operational dashboard displays live data on gas flow and pressure, energy consumption, laser power, cutting duration and machine status. This data supports preventive maintenance and minimizes unscheduled downtime.

Within this framework, Eagle's iNspire 2.0 machines deliver up to 40 kW of laser power. They cut at up to 150 m/min with accelerations to 6 g and positioning speeds to 340 m/min. Three main technologies support these figures:

MyECOCUT uses an eco-nozzle in contact with the material to cut gas consumption by up to 75 percent without reducing speed.

MyEMIX 3 Pro blends nitrogen and oxygen in a single gas stream, combining fast cutting and added thermal power for cleaner cuts.

ANC CAM is an onboard nozzle changer holding up to 72 nozzles and uses real-time image analysis to recentre the laser beam automatically after each tool change.



automation. No support combs, micro-welds or pallet changers are needed. An integrated camera feed and touchscreen interface allow operators to nest parts on irregular scrap sheets. Leftover scrap can be reused for new parts using Eagle's MyEdrop nesting tool.

To complement its machines, Eagle offers automated material handling solutions—CraneMaster cranes and eTower loaders—that load raw sheets and unload finished parts. These modules reduce idle time and operating costs and integrate with the iNspire and FlowIN systems. Their modular design allows configuration for small workshops or large production lines.

THE PILLARS THAT GUIDE THE FUTURE OF LASER CUTTING

The eVa cutting head itself uses only three optical elements, reducing wear points and contamination risk. Larger lenses distribute energy more evenly, and placing the protective window 355 mm from the nozzle cuts contamination-related replacements by 90 percent. Built-in collision sensors and an automatic re-centering routine allow the head to resume cutting with minimal intervention if contact occurs.

Eagle also improved support software. MyESP 2.0 lets operators raise service requests directly from the machine interface, while MyECATFAST accelerates oxygen-based cutting of mild steel (10–60 mm thick) up to five times compared to conventional methods. A special engraving function handles precise marking on steel and aluminum without manual tool changes.

The FlowIN system changes how parts are separated after cutting. Instead of cutting parts free and leaving them in a scrap skeleton, FlowIN cuts the surrounding material. Finished parts exit the machine ready for pick-and-place

By combining in-house component production, transparent service metrics, direct parts sourcing, advanced laser technology and integrated automation, Eagle aims to improve productivity, reduce operational costs and provide predictable returns on investment.

The 2025 roadmap positions Eagle's solutions—fiber-laser cutting, continuous part separation and data-driven support—as practical tools for manufacturers seeking reliable performance, clear service processes and streamlined workflows.

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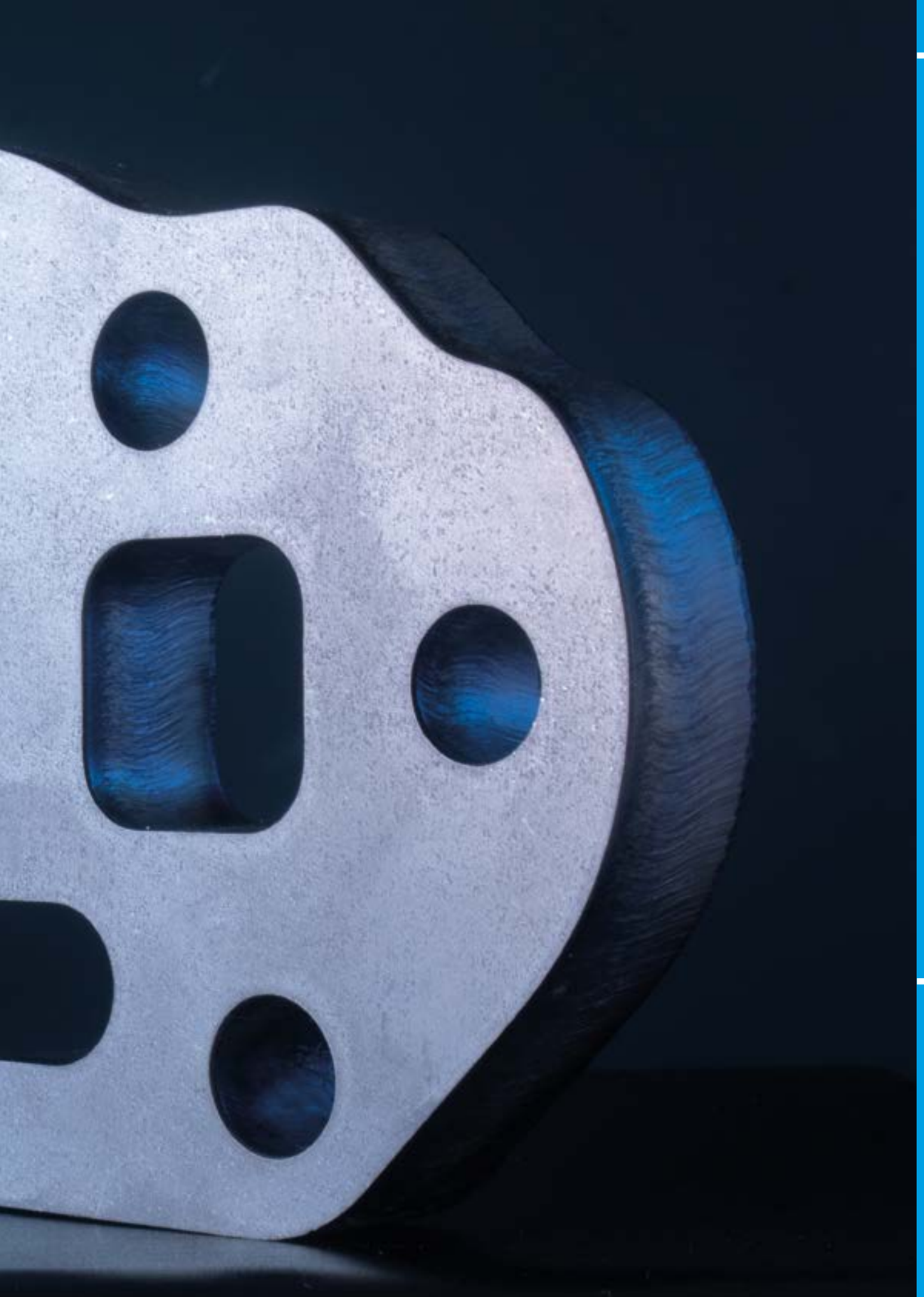


SPREADING OUR WINGS MEET THE LEADERS OF EAGLE AMERICAS

SPREADING OUR WINGS MEET THE LEADERS OF EAGLE AMERICAS

LEADING THE WAY: EAGLE AMERICAS TAKES FLIGHT

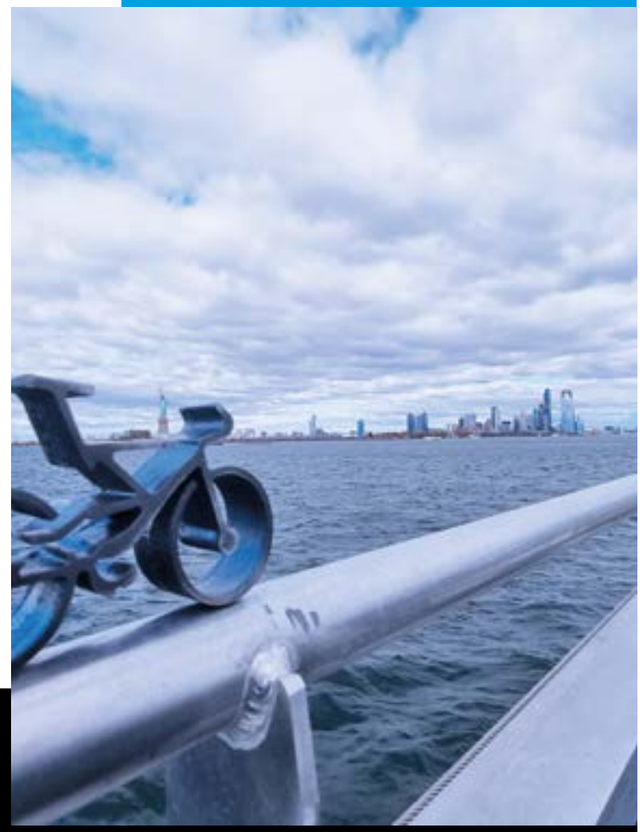
One of the most significant milestones for Eagle this year has been the launch of Eagle Americas, our new subsidiary in the United States. But growth and expansion only have meaning when they're guided by expertise, responsibility, and a deep understanding of the market.

That's why we're especially proud to have Chad Jackson as CEO and Dan Cortez as Executive Vice President & COO leading this next chapter. With decades of hands-on experience in manufacturing, OEM operations, and strategic leadership, both bring not just technical depth, but a shared commitment to building trust, empowering teams, and driving long-term value for our customers.

Chad's background spans from the shop floor to executive boardrooms, giving him rare insight into what truly matters to machine owners and operators. Dan's career is equally dynamic—grounded in operations, service, and global leadership, with a clear passion for people, precision, and innovation.

With these two at the helm, we're confident that Eagle's technology and values will continue to reach more manufacturers across North America—helping them elevate productivity, embrace automation, and achieve their growth ambitions.

In the next few pages, we invite you to get to know Chad and Dan through an in-depth article and interview that reflect their vision, experience, and passion for shaping the future of manufacturing.



SPREADING OUR WINGS MEET THE LEADERS OF EAGLE AMERICAS

TRUST, TRANSFORMATION, AND A NEW ERA: LAUNCHING EAGLE AMERICAS

What does it take to launch a new industry standard in one of the world's most competitive manufacturing markets? For Chad Jackson, the newly appointed CEO of Eagle Americas, the answer lies in a powerful blend of hands-on experience, strategic vision, and a commitment to trust and innovation.

Eagle Americas Corporation—what an extraordinary milestone in the industry and a defining moment in my career. If someone had asked me nearly 30 years ago, when I was deep in the trenches setting up and running production on press brakes, turrets, and lasers, where I envisioned myself in 2025, launching a new subsidiary in the USA would have seemed unimaginable. Yet, here we are—introducing a caliber of top-tier equipment, quality, and innovation to the U.S. market that truly sets a new standard.

Over the years, I've been fortunate to cultivate my expertise across both contract manufacturing and OEM environments before transitioning to the sales side of the industry. Those early hands-on experiences—working directly with the equipment and overseeing production—provided invaluable insights into what truly matters to equipment owners and those accountable for its performance. I came to understand not just the operational challenges they face but the practical solutions they seek. And after spending 16 years with two industry-leading OEMs, one overarching theme has consistently emerged: what owners and managers ultimately value most in their equipment can be summed up in one word—"Trust."

Thanks to Fairmont, Eagle's trusted importer for the past 6 years, we are entering this new chapter with a strong customer base and a wealth of experience to build upon. This foundation fuels our excitement as we continue to expand our Team, strengthen relationships with existing customers, and welcome those who choose Eagle as their preferred supplier for lasers and automation systems.

CHAD JACKSON
CEO of Eagle Americas

While several new players have entered the U.S. market in recent years, none embody Eagle America's unwavering commitment to excellence. Our focus is singular: delivering laser and automation solutions that don't just meet expectations but exceed them—solutions that inspire "Trust." This promise is far more than a tagline; it is embedded in the craftsmanship of our designs, the precision of our builds, and the enduring reliability of our equipment.

I am honored to be part of Eagle America's launch and equally proud to uphold our mission of driving transformative innovation in the industry. Together, we strive to provide customers not just with exceptional equipment, but with the assurance and Trust that Eagle will be their steadfast partner for years to come.

SPREADING OUR WINGS MEET THE LEADERS OF EAGLE AMERICAS

CHARTING A NEW COURSE FOR MANUFACTURING EXCELLENCE

An Interview with Dan Cortez,

Executive Vice President & COO of Eagle Americas

With the official launch of Eagle Americas, a new chapter begins—one marked by bold ambition and a fresh approach to laser cutting excellence. A key figure in this exciting expansion is Dan Cortez, a manufacturing veteran with over two decades of experience and now Executive Vice President & COO of Eagle Americas.In this in-depth conversation, Dan shares his journey through the industry, insights on the evolving U.S. market, and his vision for positioning Eagle as a game-changing force in American manufacturing.

From the Shop Floor to Global Leadership

Can you tell us a bit about your background in the industry?

I've spent over 20 years in the manufacturing industry, beginning my career on the assembly line at Ford. From there, I transitioned into a job shop environment, where I operated lasers and press brakes. I quickly moved into a supervisory role, overseeing every part of the operation—from shipping and receiving to laser cutting, bending, welding, and finishing. That hands-on experience gave me a deep, well-rounded understanding of manufacturing that would prove invaluable in the next phase of my career.

I later entered the OEM machine tool world through a Japanese manufacturer, starting in installation and eventually taking on roles in service, applications, and product launches—especially focusing on lasers, automation, and press brakes. It was during this time that I discovered two passions that continue to define my leadership style today: Technical sales, where I could connect directly with customers to understand their pain points and deliver tailored solutions, and building world-class teams rooted in a culture of growth, trust, and care.

One of my proudest achievements was assembling and leading a team that not only broke global sales records but also set new industry standards.

These values led me to become North American Applications Manager, where I oversaw multiple facilities and built an exceptional team—one that remains strong to this day.

DAN CORTEZ

Executive Vice President & COO of Eagle Americas

After that, I joined a European machine tool company and expanded my responsibilities globally, taking on leadership roles such as Global Head of Applications and Director of Service Operations. One of my proudest achievements was assembling and leading a team that not only broke global sales records but also set new industry standards.

What experiences or achievements best prepared you for your leadership role at Eagle Lasers USA?

I've been fortunate to be mentored by some of the most visionary leaders, pioneers, and innovators in the industry. Throughout my career, I've had the privilege of leading exceptional teams and contributing to the launch of numerous new products and successful go-to-market strategies.

But one quote from a leader I deeply respect, Johan Elster, continues to resonate:

"Focus on the people, build processes to support them, and prosperity will follow."

That insight continues to guide my approach to leadership, growth, and long-term success.

The American Market: Trends, Challenges and Opportunities

How have you seen the sheet metal processing market evolve over the past 5 years?

The American manufacturing market remains incredibly fluid and dynamic. One major change is the reduction in skilled labor, which has pushed manufacturers to prioritize automation and user-friendly interfaces. Over the past 3–5 years, there's been a clear shift—from emphasizing high laser power to now focusing on efficiency, reliability, and intelligent automation.

One notable—though diminishing—influence has been the influx of low-cost, often poorly built machines, primarily from China. While tempting due to price and availability, these systems often have proven to be dangerous to operate, lack critical support infrastructure, and fall short in long-term performance and automation capability. As a result, they're increasingly being relegated to lower-tier, cost-driven manufacturing environments.

At the same time, there's a growing cultural shift in the U.S.—buyers are beginning to favor companies that invest in quality, safety, and sustainability—and may increasingly distance themselves from those who cut corners at the

Over the past 3–5 years, there's been a clear shift—from emphasizing high laser power to now focusing on efficiency, reliability, and intelligent automation.

How do these trends influence opportunities and challenges for Eagle?

The U.S. market is ripe for disruption. Many legacy players have grown stagnant, falling short in innovation transparency, and the willingness to truly collaborate with machine tool manufacturers.

Our biggest challenge—and our greatest opportunity—is brand recognition. Too few people in the U.S. know just how advanced, robust, and forward-thinking the Eagle brand truly is.

That's where our mission begins: to educate, inform, and earn trust—not just in our technology, but in the people

and vision behind the Eagle brand. When the market sees what we're capable of, the impact will speak for itself.

What are the biggest challenges regarding service in such a large market?

The physical size of the U.S. is a real factor. One of my favorite moments with a new team is sharing this fun fact: You can fit roughly 29 Polands inside the United States—and that's not even counting Canada or Mexico. It's always good for a laugh—but also a reality check.

The deeper challenge isn't just geography—it's the availability and skill level of technicians. While we have the numbers, technical expertise isn't evenly distributed.

Our biggest long-term hurdle is clear: building a network of highly skilled technicians, strategically placed across the country. It's not just about coverage—it's about quality, and that's where we'll win.

While some of it is still under wraps, we're developing a completely fresh approach to growing, retaining, and elevating our technical staff.

What strategies are you planning to ensure consistent, high-quality service across the U.S.?

While some of it is still under wraps, we're developing a completely fresh approach to growing, retaining, and elevating our technical staff. While I can't share all the details just yet, here's a small sneak peek:

Our strategy is deeply rooted in our core vision—the very reason I chose to join the Eagle team. A vision shared by our CEO and founder, Marcin Ejma:

"We don't aim to be the biggest or the richest—just the best."

The best manufacturer in the world. The best company to work with—and to work for.

That's our vision. That's our dream. And everything we're building is aligned to make it real.

"We aim to maximize the potential of our exceptional technology through positive customer interactions and innovative sales strategies. Our approach will be driven by a bold, confident attitude: Our product is better, faster, bigger, and far superior to the competition. Let us show you how and why."

Eagle Americas: Paving The Road Ahead

What are Eagle's key advantages compared to competitors?

The technology, integration, digitalization, and forward-thinking mindset at Eagle are truly distinctive. Our machine dynamics, the eVa cutting head, the machine's construction, and other features I'm excited to showcase to our clients.

But there are two key advantages I can highlight: First, the thorough testing of systems before they leave the factory is exceptional—it adds tremendous value and will foster strong customer trust. Second, the people. In my brief time here, it's clear that every team member is deeply committed to the company, genuinely cares about its customers, and takes great pride in the products they create.

How do you plan to leverage these strengths to drive growth in the U.S. over the next 3–5 years?

We aim to maximize the potential of our exceptional technology through positive customer interactions and innovative sales strategies, crafted with the support of our outstanding marketing team. Our approach will be driven by a bold, confident attitude—"Our product is better, faster, bigger, and far superior to the competition." Let us show you how and why.

With these strategies and full support, we are committed to positioning Eagle as the premier brand that companies aspire to own.

What's your approach to building strong, lasting client relationships—and how does that translate to Eagle's success?

There's a Chinese proverb I love:

"The best time to plant a tree was 20 years ago. The second best time is now."

We've already begun to shake up the market—the announcement of Eagle's U.S. subsidiary has sparked significant conversation and a surge in inquiries. In partnership with our exceptional Head of Marketing, Camillo Brena, we've developed a strategic information rollout designed to steadily build brand awareness over the coming months.

As the subsidiary continues to gain momentum, our success will rely on staying true to our core values and maintaining focus, all while leveraging data-driven customer targeting to guide our efforts.

With Dan Cortez at the helm, Eagle Americas is poised to bring a new level of performance, integrity, and innovation to the U.S. manufacturing landscape. Combining high-end technology with a deep understanding of the market, Dan and his team are set to redefine what it means to lead in laser cutting one bold step at a time

CHECK
THE NEW
AMERICAN WEBSITE

OUR CLIENTS SPEAK

"The Eagle laser has been transformative for us. It allowed us to more than double our capacity while running around the clock with fewer staff. For example, cutting a 10mm steel sheet previously took up to two hours, but now it's down to just 20 minutes."

ALEX HOFER
OPERATIONS MANAGER AT BORDERLAND CANADA

EAGLE CLIENTS - IN FOCUS

Scan to discover all our Customer Success Stories!

METAL HEADS

SAISTON SHEET METAL ADVANCING WITH EAGLE

Location: UK, Leicester **Machines:** eVision 1530 F6 **Industry:** lighting, electrical, automotive, government

"Increased capacity, faster trnaround times, and superior accuracy, which means Saiston will now appeal to an even wider range of customer bases," Hunt explains.

Watch the full story

saistonsheetmetal.co.uk

KARL HUNT
Company Director at Saiston Sheet Metal Ltd.

Founded in 2009, Saiston Sheet Metal Ltd. has become a precision sheet metal fabrication leader. Located in East Goscote, Leicester, the company offers a comprehensive range of services, including prototyping, CNC machining, welding, powder coating, assembly, and logistics. Serving industries such as automotive, aerospace, and medical, Saiston is committed to delivering high-quality, customized solutions to both local and international clients.

Karl Hunt, who joined Saiston over a decade ago and was appointed as a director in May 2024, has been instrumental in steering the company toward modernization to meet increasing workloads and client expectations. In 2023, Saiston made a strategic investment in an Eagle iNspire 6kW fiber laser cutting machine, significantly increasing their production capacity. According to Hunt, "We visited Poland and saw the lasers in action. We realised how effective this machinery would be for our company with increased workload and faster turnaround for clients."

The addition of the Eagle iNspire machine has led to "increased capacity, faster turnaround times, and superior accuracy, which means Saiston will now appeal to an even wider range of customer bases," Hunt explains. The company's dedication to customer satisfaction continues to be a key focus, with Saiston often going the extra mile to personally deliver samples and prototypes for client approval at every stage of a project.

Looking to the future, Hunt is confident that Saiston is well-positioned for continued growth. "The iNspire's advanced capabilities will enable Saiston to explore new design frontiers and deliver innovative solutions. By embracing the latest technology, Saiston is poised to continue its growth and success in the years to come."

> Saiston is committed to delivering high-quality, customized solutions to both local and international clients.

By betting on the most advanced fiber laser cutting technology Saiston Sheet Metal Ltd. underlines its commitment to excellence in precision sheet metal processing and its readiness to meet the evolving demands of its customers.

OUR CLIENTS SPEAK

"The machine allows for fast cutting of thin sheets while also handling thicker ones, like 25mm and 30mm. This saved us from buying a plasma cutter or outsourcing, in addition to enabling nighttime automation through a tower that runs the cutting process automatically."

CATHERINE LENTZ
SITE MANAGER AT BIP DISTRIBUTION LASER FRANCE

"We were immediately impressed by the cutting speed and quality, and especially the machine's solid construction. When we saw it in action and examined a cut piece ourselves, the decision was clear. Efficiency is essential in our line of work, and this system allows us to load sheets, cut, and unload them automatically—productivity at its best."

LEON VAN KERKHOF
CEO AND CO-FOUNDER AT VAN KERKHOF HOLLAND

METAL HEADS

MEWO S.R.L.: INNOVATION AND GROWTH WITH THE EAGLE EVISION 8 KW FIBER

Location: Italy, Varese **Machines:** eVision 1530 F8 **Industry:** automation, plastics, HVAC, maritime, aerospace

"Right from the first days, the benefits were clear," says Scodellaro. "Our material range expanded to include copper, brass, and aluminum, and we cut processing times by 30 % on standard jobs."

www.mewo.it

Watch the full story

MeWo S.r.l., founded in 2010 near Milan by Massimo Scodellaro and Paolo Tettamanti, follows a true turnkey philosophy: offering in-house CAD design, laser cutting, bending, welding, and painting.

This all-in-one model has won the company clients across industries, including industrial automation, plastics, HVAC, marine, and even aerospace, by accommodating everything from single prototypes to large production runs in materials ranging from ultra-thin 0.5 mm sheets to 30 mm plates, with a focus on high-volume cutting up to 10 mm thickness.

MeWo began encountering the limits of its older turret punches and CO_2 laser: "slower cutting speeds, high maintenance demands, and insufficient versatility," recalls Scodellaro. The company launched a six-month evaluation, testing various solutions firsthand. Ultimately, they chose the 8 kW Eagle eVision.

"We wanted the right blend of versatility and quality without exorbitant costs," explains Scodellaro.

Eagle's system stood out for its high performance, energy efficiency, and low maintenance. Installation was seamless, and thanks to the intuitive interface and MeWo's SolidWorks know-how, operators were up and running within hours.

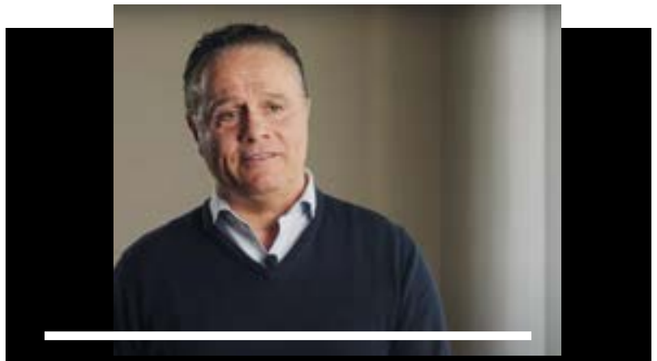
"Right from the first days, the benefits were clear," says Scodellaro. "Our material range expanded to include copper, brass, and aluminum, and we cut processing times by 30 % on standard jobs." The integrated vertical loading tower played a key role by automating sheet changes and rush orders.

The investment's payoff was immediate: greater efficiency, lower operating costs, and better margins. "We can offer more competitive quotes and win new customers." Visibly, the workshop also changed. "A neater shop floor, a machine that looks as good as it performs, and cutting-edge technology present an image of solidity and professionalism that the market appreciates."

Support after purchase further validated the decision. "Thanks to fast, knowledgeable local service, we've had zero unplanned downtime and minimal need for spare parts over nearly four years of operation."

"I'd recommend this technology to anyone seeking reliability and performance: our experience has been outstanding," Scodellaro concludes.

Looking ahead, MeWo is planning its next strategic moves—ready to expand and evolve with the same passion that's driven its success so far.



MASSIMO SCODELLARO
Sales Director

METAL HEADS

HAKAN SAC METAL A.Ş.: FROM STEEL FURNITURE ROOTS TO LASER FABRICATION

hakanmetal.com.tr

Location: Turkey, Ankara **Machines:** iNspire 2040 F20 | eVision 3080 F15 | iNspire 2040 F20

Industry: steel furniture, automotive, defense, construction, machinery-manufacturing

Founded in 1970 in Ankara's Atasanayi district by Hüseyin Bilgin, Hakan Sac Metal A.Ş. began as a modest steel-furniture workshop. Over the decades, the company expanded steadily, opening new branches in 2000, 2011, and 2013, and relocated one facility to a sprawling 15 000 m^2 site. What started with steel chairs and tables grew into a comprehensive metal-processing enterprise across automotive, defense, construction, and machinery-manufacturing sectors.

"We aim to blend our heritage with the latest manufacturing technologies," Karademir affirms, "so we can continue meeting—and exceeding—our clients' evolving demands."

Branch manager Sami Karademir reflects, "Our core business areas include sheet metal processing, laser cutting, and press brake bending. We process materials such as stainless steel sheets, aluminum sheets, and black steel sheets, providing both production and supply services to various industries."

As demand for faster turnaround and higher precision mounted, Hakan Sac Metal recognized that traditional equipment could not keep pace. Large stainless-steel, aluminum and black-steel plates often required multiple setups and secondary machining, delaying delivery and driving up costs. "We constantly follow the latest technologies to stay competitive," Karademir explains.

After evaluating several laser-cutting providers, the company partnered with Eagle, via Turkish distributor Lazer Teknik and founder Burak Çalışkan, because of Eagle's high cutting speeds, energy efficiency and low maintenance. The first installation, a 15 kW iNspire 2040 fiber-laser cutter, immediately boosted throughput. Within months, as projects grew in scale, Hakan Sac Metal invested in the region's largest Eagle machine "To respond to customer demands more quickly and increase efficiency in large-scale projects, we decided to invest in a larger machine. The 15kW iNspire 3080 allows us to process large sheet metal plates in one piece, significantly improving our production speed," notes Karademir, "This investment has helped us reduce delivery times, giving us a strong competitive advantage in the market."

Since integrating these systems, the company has realized a swift return on investment. High-speed cutting combined with lower power consumption has driven down per-part costs, while the precision of the fiber lasers often yields parts ready for assembly, eliminating secondary finishing. "Our customers frequently comment that the edges are so clean there's nothing more to do," Karademir says.

Looking ahead, Hakan Sac Metal remains committed to innovation. As Turkey's metal-processing industry shifts toward fully automated, digitally integrated workflows, the company plans additional investments in automation and Industry 4.0 solutions.

EAGLE

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the head structure
for reduced contamination
and maintenance

62 mm lenses for 5 times
less energy density
and reliable control
of high laser power

5 times less risk
of contamination
and 10 times less
frequent glass replacement

3 times more distance
between the nozzle
and the protective glass

Discover how Eagle can help boost your production

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SUCCESS STORIES

- SOLVING OUR CLIENTS' CHALLENGES

SUCCESS STORIES - SOLVING OUR CLIENTS' CHALLENGES

ALL METAL SOLUTIONS: INVESTING IN SPEED TO STAY AHEAD OF THE GAME

allmetal.com.au

Location: Australia, Mackay **Machines:** iNspire 2040 F8 | iNspire 2040 F10 | eVision 2560 F12 | eVision 2560 F30

Industry: mining, sugar, agricultural and health

The challenge

Located on the Coral Coast of Queensland, Australia, All Metal Solutions serves diverse industries, including mining, sugar, agriculture, and health. Founded in 2004, the company faced a growing challenge: they needed to deliver products faster to meet increasing customer demand.

While they had a plasma cutting machine, the speed and efficiency were no longer sufficient for their expanding operations. This created delays, longer lead times, and a struggle to remain competitive in Australia's fast-paced metal fabrication market.

According to Brett Naumann, Laser Manager at All Metal Solutions: "We were running our old machines 24 hours a day, but it just wasn't enough to keep up with orders. technologies held us back."

The solution

In 2018, All Metal Solutions acquired their first Eagle Laser cutter—an 8kW 2040 fiber laser. Impressed by the performance and speed, they quickly scaled up their operations with additional Eagle machines. Today, their lineup includes four Eagle fiber laser cutters: 8kW, 10kW, 12kW and a 30kW powerhouse, alongside other metal processing equipment.

Why Eagle? Speed and reliability. Eagle machines' linear motor technology and motion dynamics delivered performance like nothing they had seen before. Naumann elaborates:

"Our old laser's traverse was slow because it ran on screws. The Eagle Laser uses linear motors with a magnetic field, which makes it much quicker. The speeds on the 30 kW machine are mind-blowing. To stand in front of it is incredible" says Brett Naumann

Watch the full story on All Metal Solutions in partnership with Eagle Lasers.

BLAKE BEST
Workshop Supervisor

BRETT NAUMAN
Laser Manager

The results

Dramatically Shorter Lead Times

The addition of Eagle Laser cutters enabled All Metal Solutions to reduce delivery times drastically. Their commitment to meeting customer deadlines—often overnight—became a competitive advantage. Naumann shared a real-world example:

"If a client says, 'I need this tomorrow,' we drop everything to deliver that job. The machines have helped us shorten lead times, which means happier customers, more work, and better margins."

Reliability Under Pressure

Running 24-hour production requires machines that can perform consistently. Eagle's reliability ensures uninterrupted output, even under maximum loads.

"Our machines are running at full speed through all thicknesses—from 0.5 mm stainless to 80 mm mild steel. Eagle lasers are very effective and durable. Maintenance is key, but even our oldest 8kW machine is still in great condition," said Naumann.

Ease of Use

Training new operators is quick and efficient.

"We had a new operator start on Monday, and by Wednesday, he was already proficient. The Eagle interface is intuitive—it's like riding a bicycle: once you've got it, you've got it forever," Naumann added.

"The technology just keeps getting better, and Eagle is helping us stay ahead of the game," Naumann concluded.

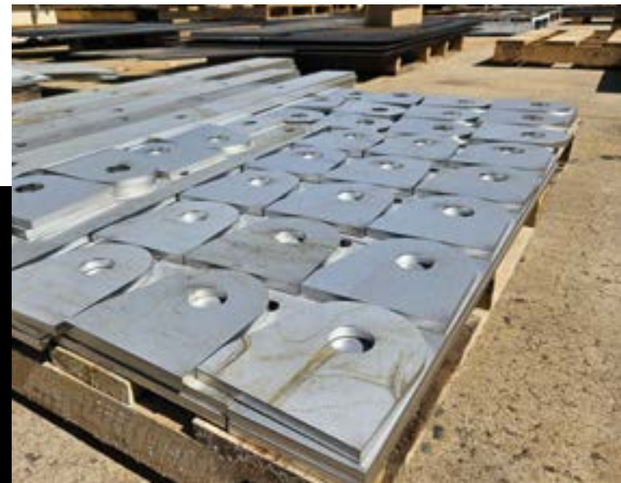
"If a client says, 'I need this tomorrow,' we drop everything to deliver that job. The machines have helped us shorten lead times, which means happier customers, more work, and better margins."

Customer Satisfaction

The company's ability to deliver quickly has not only fueled their growth but has also helped their clients expand. There is no better advertisement than customer growth and satisfaction.

Naumann shared: "One client told me, 'We've built our business because of your lead times.' Hearing that from a client was very rewarding."

By investing in Eagle Laser's top-performing cutting technology, All Metal Solutions has strengthened their reputation as a leader in Australian metal fabrication. Their motto is "No job is too big or too small", and their commitment to speed, quality, and customer satisfaction is stronger than ever.



SUCCESS STORIES - SOLVING OUR CLIENTS' CHALLENGES

PEQUEA: REVOLUTIONIZING AGRICULTURAL MANUFACTURING

Location: USA, New Holland **Machines:** iNspire 2040 F15 & CraneMasterExtended **Industry:** agricultural

The challenge

Pequea Machine began as a small, family-run business. Over the years, it evolved into a leading agricultural equipment manufacturer. By 2000, the company moved to a 100,000-square-foot facility, housing 85 employees and the latest manufacturing technology.

However, despite this growth, Pequea faced increasing challenges in maintaining quality, managing costs, and meeting demand. The company was still relying on a plasma cutter and outsourcing laser-cut parts from local vendors, which resulted in quality issues, long lead times, and higher costs.

Dennis Skibo, owner of Pequea, shares, **"Taking Pequea from a small shop to where we are now involved constantly updating our tools and processes to remain competitive. Moving to fiber laser technology was one of those crucial steps forward."**

DENNIS SKIBO
Owner of Pequea

The solution

Pequea invested in Eagle's iNspire 15kW fiber laser cutter in response to these challenges. The decision to move from plasma to fiber laser cutting transformed their operations. Skibo explains, "The difference between plasma and the Eagle laser is like night and day. With Eagle, we're getting exceptional edge quality, tighter tolerances, and higher speed. The acceleration up to 6G of the Eagle means we're effectively doubling our productivity with a single machine."

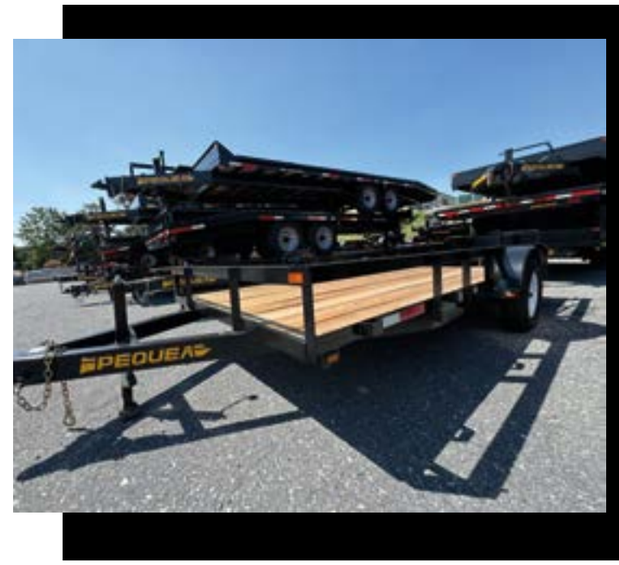
The results

Enhanced Efficiency and In-House Control: By integrating the iNspire into their operations, Pequea significantly improved production efficiency and gained greater control over their manufacturing processes. Plant Manager Jim Westlake notes, "We can cut, bend, and weld nearly all of our parts in-house now, saving time and eliminating outsourcing delays. The ability to respond to market needs immediately is invaluable." The laser also reduced inventory, streamlined production, and improved the ability to perform tasks such as edge cleaning and robotic welding.

"The cost reduction per part is substantial," Westlake confirms. "It's not just energy savings, but also labor reductions. Cutting time for some parts has been reduced to a quarter of what it was with plasma. When we're pricing out job shop cutting, Eagle's efficiency gives us a competitive edge in terms of both speed and profit margin."

Increased Productivity Through Automation: Initially, Pequea operated the iNspire without automation, limiting its cutting time to 50% of the shift. However, the addition of Eagle's CraneMaster automated loading and unloading system transformed productivity. "With the CraneMaster, we now have the machine running close to 90% of the shift. It easily handles heavy loads, including one-inch steel plates," Westlake explained. This increase in uptime has been particularly beneficial for Pequea's contract manufacturing business, enabling them to offer services to other companies.

Reliability and Support: Reliability was crucial for Pequea, as they had only one laser machine and no backup. Eagle's consistent service and support exceeded expectations. Skibo noted, "Eagle's service, including remote diagnostics and rapid response, has been exemplary. Even when we had a rare issue, they addressed it within hours." The Eagle Eye system, which allows for real-time monitoring and diagnostics, provided Pequea with additional peace of mind.



Cost Reduction and Longevity: With the transition to fiber laser cutting, Pequea saw substantial cost reductions. "The Eagle laser operates at a fraction of the cost of plasma cutting, saving us on gas, electricity, and labor," said Westlake. He confirmed a 4-5% reduction in production costs for certain items and an overall increase in throughput.

Conclusion

Pequea's investment in Eagle's iNspire fiber laser has been a game changer for their manufacturing operations, enabling them to respond faster to market needs, increase productivity, and improve product quality. "The speed, precision, and reliability of the iNspire have changed the game for us," said Skibo. "It's a partnership that we rely on, and I wouldn't hesitate to recommend Eagle to anyone serious about laser cutting."

Watch the full story on why Pequea has invested in the Eagle fiber laser cutting systems.

SUCCESS STORIES - SOLVING OUR CLIENTS' CHALLENGES

VAN KERKHOF METAALBEWERKING: REDEFINING METALWORK WITH PRECISION AND POWER

Location: Netherlands, Oss **Machines:** iNspire 2040 F30 **Industry:** agricultural, machine-building

The challenge

As customer expectations rose and demand for high-quality metal components increased, Van Kerkhof Metaalbewerking faced challenges with their existing CO2 laser technology. Their CO2 lasers struggled to keep pace with the need for faster production, higher cutting precision, and the ability to handle thicker materials efficiently. The company realized their current equipment was limiting their ability to meet market demands and maintain their competitive edge in the agricultural and machine-building industries.

The solution

In 2022, Van Kerkhof Metaalbewerking upgraded their capabilities by investing in Eagle's iNspire 30kW fiber laser. This machine offered unmatched cutting speed, precision, and reliability, even for thicker materials up to 60mm. Its advanced features, including the polymer concrete base and carbon fiber traverse, provided superior stability and robust performance, critical for their high-volume production needs.

To further enhance efficiency, Van Kerkhof integrated the iNspire with a warehouse tower and automated loading/unloading system, enabling seamless, automated sheet metal processing. The machine's intuitive interface and minimal learning curve ensured their operators quickly

LEON VAN KERKHOF C.E.O

LENNY VAN KERKHOF

PIETER FLEUREN C.O.

"We're producing faster, with better quality, and less downtime. Our collaboration with Eagle has been a great experience, and we're excited to see where this journey takes us next," concludes Leon Van Kerkhof.

The Results

Improved Efficiency and Productivity The Eagle iNspire 30kW fiber laser, paired with the automated loading and unloading system, has significantly streamlined Van Kerkhof's operations. The team now processes more material with fewer machines.

"With the 30kW Eagle, we've essentially replaced two CO2 lasers in terms of production volume. Efficiency is essential in our line of work, and this system allows us to load sheets, cut, and unload them automatically—productivity at its best," says Leon Van Kerkhof.

Enhanced Project Versatility The advanced engineering of the Eagle machine ensures flawless cutting results, even with thick materials and intricate designs. This has enabled Van Kerkhof to take on more complex and demanding projects for their clients.

"The 30kW provides us with the flexibility needed to handle both standard and heavy-duty projects. We're now able to achieve very high cutting speeds and handle thicker materials with ease," says Lenny Van Kerkhof

Operator-Friendly Integration The iNspire's intuitive interface has empowered operators, both new and experienced, to quickly adapt to the machine, minimizing downtime and ensuring a smooth workflow.

"The machine interface is well-structured, and our operators became familiar with it very quickly. The learning curve was minimal, which meant that we could integrate it into our production line without delays. It's as simple as loading a program, setting parameters, and hitting start," notes Peter Fleuren, C.O.

Solid and Reliable Support In addition to the machine's outstanding performance, Van Kerkhof has found Eagle and MML's support to be invaluable.

"We have a great experience with Eagle and MML," shares Fleuren. "Their team is incredibly knowledgeable, and their support has been reliable throughout. The machine installation went smoothly, and any minor issues during the startup phase were resolved quickly."

With the Eagle iNspire 30kW fiber laser, Van Kerkhof Metaalbewerking has redefined its production capabilities. By combining cutting-edge technology with a commitment to quality, they've positioned themselves for continued growth and success in an evolving industry.

Watch the full story on Van Kerkhof's Journey.

SUCCESS STORIES - SOLVING OUR CLIENTS' CHALLENGES

SAFEROAD POMERANIA: FROM OUTSOURCING TO EFFICIENCY WITH EAGLE'S TECHNOLOGY

Location: Poland, Szczecin **Machines:** iNspire 2040 F30 & CraneMaster **Industry:** agricultural, machine-building

Founded in 2003 in Szczecin, Poland, Saferoad Pomerania is part of the Norwegian Saferoad Group, a provider of road safety solutions across Europe. The company manufactures a wide range of steel products, including noise barriers, crash components, and wind tower parts, and works with black steel and aluminum in thicknesses from 1 mm to 40 mm.

The challenge

Before acquiring their own fiber laser cutter, Saferoad relied on external subcontractors for laser cutting. This created multiple bottlenecks:

- Extended lead times
- High production costs
- Limited control over quality and delivery schedules

As Dariusz Simiński, Production Manager at Saferoad Pomerania, explains:

"Outside services generated extended lead times and often meant higher production costs and less control over the quality and timeliness of the work."

Rising supply costs and growing demand pushed the company to seek a more efficient solution.

"In the 10mm-15mm sheet thickness ranges we were interested in, the Eagle cutter was superior to the others both in quality and speed." says Dariusz Simiński

DARIUSZ SIMIŃSKI
Production Manager

The solution

After a six-month evaluation process that included real-world testing and cost comparisons, Saferoad Pomerania chose Eagle. The Eagle fiber laser outperformed competitors, especially in the 10–15 mm sheet thickness range where both speed and cut quality were decisive factors.

Ultimately, the company invested in an eVision 2040 8kW fiber laser cutting machine and a CraneMaster automation system.

"Our calculations told us that about 30% of production time goes into sheet metal transportation, loading and unloading, so we decided to automate," said Simiński.

Installation was smooth and non-disruptive:

Ongoing technical support has also been key to a seamless experience. Eagle's remote service response, backed by a professional service agreement, helps resolve any issues quickly and efficiently.

"The installation process was the least invasive for me and our entire production team since I can remember. It went so smoothly that I practically didn't have to get involved."

The Results

Reduced Production Costs

By bringing cutting in-house and automating handling, Saferoad lowered part production costs by 20–30%.

Increased Control & Efficiency

Saferoad eliminated delays caused by outsourcing and gained full control over production timelines, quality, and flexibility.

Minimal Downtime

With responsive remote support and fast on-site service when needed, Eagle helps keep production running without interruptions.

Professional Collaboration

The partnership with Eagle has been highly professional, from machine installation to ongoing cooperation.

Watch the full story

By transitioning from outsourcing to owning a high-performance Eagle fiber laser and automation system, Saferoad Pomerania has achieved faster workflows, higher margins, and a more scalable production model.

Their investment reflects a broader strategy: improving internal capabilities to deliver better results for their clients—on time and at lower cost.

OUR CLIENTS SPEAK

"The quality of the parts cut on the Eagle, compared to the other machines we tested, turned out to be the best. The edge quality, cutting quality, and lack of dross were all excellent. After nearly two years of using the Eagle laser, we haven't had a single breakdown."

TADEUSZ HAŃCZYK
OWNER AT KHS OSTRORÓG
POLAND

MASTERS BEHIND THE MACHINE

MASTERS BEHIND THE MACHINE

INSIDE THE EAGLE LIVE CUTTING SHOWS WITH DAMIAN

DAMIAN BILKIEWICZ
Application Technician

It's great to see how impressed customers are when they see the machine in action.

Damian, can you walk us through what a typical day looks like for you? A day in the life of a machine operator at Eagle Lasers.

My job at Eagle Lasers is about ensuring everything runs like clockwork. On a regular day, you'll usually find me in our showroom in Germany, although a big part of my work involves visiting clients on-site. I start each day by checking that the machine is ready to go—safety and precision always come first. Then I move on to operating the laser: loading the program, setting the material, calibrating the parameters, and launching the cutting process. During cutting, I monitor the quality and make adjustments if needed.

I also collaborate with other Eagle departments—logistics, service, and engineering. I run cutting tests for customers, host live demos during showroom visits, and present online shows for those who want to see the machine remotely. Every day brings something new, and I enjoy the fast pace. There's a real sense of satisfaction when everything runs smoothly and the cut is perfect.

You're now part of Eagle's live online cutting show project, broadcast directly from the showroom in Germany. Sometimes you run up to 10 shows in just two days! Tell us what your prep looks like and what your role involves.

That's right—those online shows are an intense but really exciting part of my job. We sometimes do ten in just two days, so the pace is fast, but we've got a solid routine in place.

My role starts well before the show goes live. I prep the machine, double-check all settings, and run test cuts to make sure everything is flawless. Every detail matters—material selection, programs, technical setup. Everything has to be buttoned up.

During the live sessions, I operate the machine, respond to questions from the hosts, and demonstrate what the laser is capable of. It's a lot of responsibility, but also incredibly rewarding. It's great to see how impressed customers are when they see the machine in action.

These shows are streamed live, with people tuning in from all over the world. Do you get nervous before going live?

At the beginning, sure—I felt a bit of stage fright. Knowing that people from different countries are watching live can be a little nerve-wracking. But over time, it becomes second nature.

A well-prepped machine, tested materials, and a solid team are key. When everything's in sync, it's easier to focus on the job rather than the pressure. There's always a little adrenaline rush, but I see it as a positive—something that motivates me. After all, we're showcasing something we're proud of, and that gives me confidence.

Any surprises during a live show? Things don't always go according to plan during a live broadcast.

Oh, absolutely. Live is live—anything can happen. I remember one show where our "TV station" (our broadcasting setup) suddenly froze right before we went live. We had to restart the entire system in record time to make it work. The adrenaline was definitely pumping, but thanks to great teamwork, we pulled it off—and the viewers didn't even notice.

Another time, the material we were using turned out to be a different thickness than what was listed on the agenda. That could've led to a cutting error, but luckily, I caught it in time. These moments teach you to stay sharp and prepared. They also remind you that, even with cutting-edge tech, human experience is still key.

What do you enjoy most about doing these live demos?

What I love most is that we're not just talking about the machine—we're showing it in real action. Not on a slide or in a brochure, but live, with real cuts, real speed, and real sound.

I also really enjoy working with the hosts. They keep the audience engaged and explain what's happening, so I can fully concentrate on running the machine and making the process seamless.

After the shows, we often get messages from viewers saying how impressed they were. They ask for details, compliment the professionalism—it's incredibly satisfying. And on top of that, the atmosphere during the shows is just great: high-energy and full of collaboration.

In your opinion, what impresses viewers the most during a live demo? Does it help them better understand how our machines work and the benefits of the technology?

I think what really grabs people is the speed and precision of the cut. Watching the cutting head move with such accuracy, and seeing a clean, finished part I think what really grabs people is the speed and precision of the cut. Watching the cutting head move with such accuracy, and seeing a clean, finished part come out—that's powerful.

A live demo lets people see exactly how the laser performs in the real world. No add-ons, no fluff—just the core technology and its capabilities. Viewers can understand how each parameter affects the process and why our solutions stand out.

It's a completely different experience from a polished promo video. A live show gives them something tangible, and that's what helps customers truly appreciate what we offer.

If you were inviting someone to watch a live show, what would you say?

I'd say: "If you want to see how modern laser cutting technology really works—no effects, no editing—then join us for a live show.

This isn't just a slideshow or catalog presentation. It's actual live cutting, down to hundredths of a millimeter. You'll see how fast and precise our machines are, how clean the finished part looks right off the table, and what today's fiber lasers are truly capable of.

Best of all, the show is fully narrated by our hosts, so even if you're not a technical expert, you'll still understand what's happening and why it's impressive.

It's the perfect way to experience Eagle's solutions firsthand and see why customers around the world choose our machines. The whole thing only takes a few minutes, but it can open your eyes. If you're into laser tech—or just curious about cutting-edge manufacturing—it's worth it."

DB

Damian joined Eagle in 2021 as a Cutting Technology Service Technician. With prior hands-on experience as a machine operator, he brings valuable insight into production processes. Based in Eagle's German Showroom, he supports the service team, demonstrates advanced cutting solutions to prospective clients, and contributes to the development and implementation of new technologies. Living near the Alps, he enjoys mountain hiking and outdoor sports in his free time.

MASTERS BEHIND THE MACHINE

TECH CENTER MANAGER AT EAGLE LASERS

Interview with Daniele Pitaressi Giannone

DANIELE PITARRESI GIANNONE
Application Technician

Daniele, could you give us an overview of MyEBOOST? What makes this package so relevant for modern sheet-cutting operations?

Absolutely. MyEBOOST is a suite of enhancements designed to make thin and medium-thickness sheet cutting more productive and efficient. It is available on all Eagle laser machine models: eSmart, eVision, and iNspire. At its core, it offers two distinct modes—MyEFLY and MyEFAST—that tackle common slowdowns in the cutting cycle. With MyEFLY, you achieve continuous cutting across nested profiles—be they grids, clusters, or even circular parts—without stopping between each contour. This smooth flow slashes repositioning time and ramps up throughput, especially on sheets up to 3 mm thick. MyEFAST, on the other hand, focuses on the piercing stage. Instead of the laser head stopping to pierce, it glides through with dedicated parameters, piercing on the move and immediately accelerating back to full speed. Depending on the machine's laser power, you can pierce sheets up to 15 mm thick without the usual "stop-and-go" penalties. How does MyEBOOST translate into day-to-day benefits for shop floor managers?

The results are clear. Shops adopting MyEBOOST regularly report up to 30 percent higher productivity compared to traditional cutting schedules. You eliminate idle time between pierce and cut, which means your operators aren't standing by waiting for the head to restart. The continuous motion also keeps heat buildup lower, so the cut's edge quality actually improves.

And because you're not firing the laser at full power while stationary, you save on both energy and assist-gas consumption—which, over thousands of parts, adds up to significant cost savings.

In what materials and thickness ranges is MyEBOOST most effective?

We've validated MyEBOOST across mild steel, stainless steel, and aluminum, with sheet thicknesses from 0.8 mm up to 15 mm. Naturally, MyEFLY shines on the thinner end—up to 3 mm—where rapid, continuous cuts are easiest to realize. MyEFAST pulls its weight on thicker sections, where piercing time traditionally eats into cycle time. Regardless of whether you're fabricating architectural panels or industrial enclosures, MyEBOOST adapts to your material specs and laser power.

MYEBOOST

Let's switch to MyEDROP. What challenge does this software module address?

MyEDROP tackles what I like to call the "last-inch" problem of sheet utilization. In many shops, irregular scrap remnants simply go to waste because standard CAM workflows can't nest parts on them. MyEDROP changes that by using an onboard camera to scan the leftover material. The operator sees a live image on the touchscreen and can drag, rotate, and fit part outlines to the exact scrap shape. The software even prevents overlaps or out-of-bounds placement, so you avoid crashes or mis-cuts. The bottom line: you can produce single parts or small batches on leftover bits without writing a new NC program.

How much operational benefit does MyEDROP bring?

Quite a lot, actually. The system is very intuitive—operators can deploy it immediately, which means minimal training and almost zero setup. You can salvage irregular pieces, even those with holes or gaps, turning what would have been scrap into usable workpieces. That waste reduction directly ties into better sustainability and lower material costs. And for shops running prototype orders or end-of-run batches, the speed of going from scrap to part is dramatically faster than reprogramming through CAM.

I understand there's an advanced version called MyE2DROP. How does it differ from MyEDROP?

MyE2DROP builds on the same principles but adds a second camera to the external pallet. While the machine continues its primary cutting job inside, an operator can simultaneously scan and position parts on the external sheet. It's effectively parallel processing of scrap handling and main production, which boosts overall machine utilization. For high-mix, low-volume shops or service centers inundated with varied scrap shapes, MyE2DROP means less downtime and more throughput.

Finally, how do these technologies fit into Eagle's broader vision for manufacturing?

Both MyEBOOST and MyEDROP are part of our push toward Industry 5.0—where efficiency, sustainability, and human-machine collaboration intersect. By cutting cycle times, reducing material waste, and empowering operators with intuitive tools, we're enabling manufacturers to stay competitive while also reducing their environmental footprint.

MYEDROP

DPG

Daniele has worked in the laser industry since 2004 and joined Eagle Group in 2018 with the opening of the Italian branch. With over 20 years of experience in laser applications across various markets, he plays a key role as Italian Tech Center Manager and Application Specialist. Known for his customer-focused approach, Daniele helps clients choose the most efficient and future-ready solutions to meet their production goals.

MASTERS BEHIND THE MACHINE

MYECAT AND MYECATFAST: THE TECHNOLOGICAL EDGE IN THICK SHEET CUTTING

JAROSŁAW GOŁĘBIEWSKI
Product Quality Management | R&D Specialist

"Many of our customers have significantly improved their production processes and part quality thanks to MyECAT, which has often led to long-term business relationships."

MyECAT technology has been around for some time now. What makes it still so relevant for Eagle and its customers?

That's true - MyECAT is one of our proprietary technologies and, although it was first developed over a decade ago, it continues to evolve - mainly thanks to the advancements in our cutting head. Over the years, we've achieved increasingly better results in both cutting quality and productivity. Many of our customers have significantly improved their production processes and part quality thanks to MyECAT, which has often led to long-term business relationships.

How did the development of higher-power lasers impact MyECAT's evolution?

Initially, the technology was developed for cutting stainless steel. Even then, the edge quality it delivered - especially for a fiber laser - was exceptional. That edge quality is what made our solution stand out in the market.

A breakthrough came between 2017 and 2020, when high-power laser sources became available. Combined with our cutting head, this allowed us to extend MyECAT's capabilities to mild steel as well. We started with 25 mm plates, and today, with our eVa head designed for 40 kW, we can effortlessly cut mild steel up to 80 mm thick.

What makes MyECAT so effective in practice, especially when cutting thick materials?

Above all - precision and process stability. MyECAT enables cutting highly complex shapes and extremely small holes, even in thick plates. For example, it can cut a 1 mm hole in a 10 mm plate - a diameter ten times smaller than the material thickness.

In comparison, CO_2 lasers could typically achieve a hole-to-thickness ratio of about 1:1 (e.g., an 8 mm hole in a 10 mm plate), and even that often came at the cost of contour quality or hole definition.

Another key advantage of MyECAT is its ability to minimize heat input, which eliminates the need for additional processes such as drilling or grinding. As a result, finished parts are produced faster and more cost-effectively than ever before.

So what exactly is MyECATFAST, and how does it compare to the original MyECAT?

We once believed that the original MyECAT had reached the peak of performance - but through our accumulated experience, innovations in head design, and the development of a new type of nozzle, we achieved a major breakthrough.

MyECATFAST is the latest evolution of our technology, specifically developed for cutting mild steel with oxygen, particularly in medium and thick plate ranges. Most importantly, it enables a significant increase in cutting speeds - while still maintaining excellent edge quality.

On what thicknesses is the performance difference between standard cutting and MyECATFAST most noticeable?

The thicker the material, the greater the advantage. For steel 25 mm and above, the difference is especially clear: significantly faster cutting, improved quality, and consistently high precision.

Moreover, MyECATFAST performs exceptionally well even on lower-quality plates - those with rust, scale, or surface irregularities. The process remains stable and is highly tolerant of material variations. The same parameters can be used across S235, S355, Hardox, and sandblasted steels without any need for adjustment.

Cutting thick materials often comes with the challenge of maintaining vertical edge angles. How does MyECATFAST handle this?

That's one of the key challenges - especially in precision manufacturing, where every millimeter counts. The accuracy of our machines, combined with MyECATFAST technology, ensures near-perfect vertical edge angles, even on thick materials.

For plates in the 50–60 mm range, bevel angle deviation is just 0.2–0.3 mm - an impressive level of precision with minimal impact on part geometry. Notably, this accuracy is achieved without compromising speed or throughput. In practical terms, it results in higher-quality parts and a reduced need for secondary processing - delivering real cost savings across the production chain.

Is MyECATFAST available only on new machines?

No - and that's one of its biggest advantages. We can implement MyECATFAST for customers who are already using MyECAT technology.

Even better - the upgrade is completely free of charge and does not require any change in how the machine is operated. It's fully compatible with the existing setup, and the results are visible immediately. That's why nearly every customer who sees MyECATFAST in action wants it installed on their machine. It's a technology whose results speak for themselves.

Jarosław Gołębiewski joined Eagle in 2008 as one of its first employees. With experience in CO_2 lasers since 2004, he transitioned to fiber laser technology at Eagle and has worked across installation, training, and service. Today, as Product Manager for Laser Cutting Process, he leads showroom operations at Eagle HQ and supports the development of laser heads, cutting processes, and software. In his free time, he enjoys sports and woodworking, which helps him recharge and stay inspired.

OUR CLIENTS SPEAK

"We're pushing the machines hard. Cutting quality is also important to us, and the Eagle lasers are very effective. They can cut between 0.5 mm stainless, all the way through to 60 mm mild steel, and 80 mm stainless. They work very well under pressure."

BRETT NAUMANN
LASER MANAGER AT ALL METAL SOLUTIONS
AUSTRALIA

GET TO KNOW OUR PARTNERS IN GROWTH

OUR CLIENTS SPEAK

“Eagle’s approach, with a large lens surface and high cover glass position, appealed to us greatly. This design allowed for better heat dispersion, which we saw as a crucial advantage in maintaining optimal performance The ability to exchange sheets in just 9 seconds is also a major advantage which significantly boosts productivity and streamlines our operations”.

JORIS VERGEEST
OWNER AT VERGEEST METAALTECHNIEK
HOLLAND

“We’ve already reduced both our production costs and production time. In 2016, our turnover was 1 million euros. Now, in 2024, we have reached 5 million euros with 20 employees. I consider it the Apple of laser cutting in terms of innovation. We chose Eagle to stand out from the others.”

DENIS ROQUES
CEO AT SUD DÉCOUPE INDUSTRIE
FRANCE

WE’VE BEEN FLYING HIGH

EAGLE IN THE BENELUX: A MARKET ON THE RISE

An Interview with Jacek Chorazy

JACEK CHORAZY
Exclusive Eagle
Dealer Benelux

Do you remember your beginnings at MML? How did your journey with selling Eagle systems start?

It is now my seventh year representing Eagle Lasers as the exclusive distributor in the Benelux. I clearly remember the early days were challenging, as we had to penetrate a very demanding market with our Eagle lasers, which at that time did not have the brand recognition and reputation we have built today. However, we managed to secure some very important projects that provided the necessary references to expand in the region.

Which models of laser cutters are the most popular among your clients? What are they looking for, and what do they consider essential in an ideal laser cutter?

The most crucial component of an ideal laser cutter is the cutting head. Our eVa cutting head has earned an excellent reputation, allowing us to differentiate ourselves in this highly competitive market. Additionally, the iNspire model is very popular due to its dynamic performance and high productivity, qualities that our clients greatly appreciate.

In the Benelux, our primary target group is the manufacturing industry and job shops, where productivity is considered the greatest added value. Says Jacek Chorazy

Have there been any significant changes in the metal processing industry over the past year? If so, what were they?

In my opinion, after-sales support and service are becoming key factors in convincing customers. At present, the market is saturated with numerous new brands from around the world, leading to intense competition. The best way to differentiate ourselves is to offer not only a highly productive and efficient cutting machine but also exceptional support at an acceptable and transparent price. Service, therefore, is an increasingly important factor.

What is your dream regarding the development of MML and collaboration with Eagle Lasers? What would you like to achieve in the long term?

Of course, we would like to expand our market share with more Eagle machines in the Benelux. This expansion would enable us to open our own showroom featuring a demo Eagle machine, where customers could experience live demonstrations and cutting tests. This is our main goal, and we aim to achieve it as soon as possible because we are confident that the Benelux market has enormous potential for Eagle machines and automation systems.

Who is the main customer for Eagle in the Benelux countries? Which industries do our machines

In the Benelux, our primary target group is the manufacturing industry and job shops, where productivity is considered the greatest added value. Many companies manufacture semi-finished products for other businesses and strive for high efficiency in a competitive market where minimizing cost per part is essential. Due to the high cost of labels, these manufacturers require automation systems—a service we can now offer alongside our laser machines, as Eagle produces its own systems. Additionally, we serve a significant number of customers in the stainless steel industry, particularly those producing machines and furniture for the food and medical sectors, where cutting quality is paramount.

METAL HEADS

SHAPING THE FUTURE OF UK METAL CUTTING WITH PW MACHINE SERVICES

An Interview with Kevin Hudson

KEVIN HUDSON
Director at PW Machine Services - EAGLE Distributor

Kevin, tell us something about yourself. How did you come to work in the industrial sector?

I started working in this sector immediately after completing my apprenticeship, when I was asked to work with press brakes and guillotines. From there, I was invited to join Bystronic as a Service Engineer. After nine years as a Senior Service Technician, I saw an opportunity to transition into sales. My managing director at Bystronic gave me the chance to try my hand at sales, and from that moment on, I have never looked back – that was 13 years ago.

We know that in the UK most of PW Machine Services' customers are subcontract laser cutting companies. How do the requirements for laser cutting systems from such companies differ from others?

There are various sectors in the subcontractor market, including retail, automotive, and agriculture. The requirements differ primarily based on the type of material and its thickness, which dictate the appropriate machine size and power needed.

What is the penetration level of fiber laser technology in Great Britain compared to older technologies like CO_2 and plasma?

Fiber laser technology has grown tremendously over the past 10 years. When fiber lasers first came to market, they were primarily known as thin sheet metal machines, but their growth has been phenomenal. Nowadays, if you rely on a CO_2 laser, you're at a significant disadvantage. Fiber lasers are increasingly capturing work from plasma cutters and flame cutting systems due to their high power and accuracy.

What do your clients consider to be the biggest advantage of our machines?

Our clients value our machines for their advanced technology, reliability, and fast service response times.

You have excellent relationships with your customers—how do you maintain them?

We maintain strong relationships with our customers by continuously updating them on new technologies and innovative solutions that help reduce costs and boost profit margins.

We maintain strong relationships with our customers by continuously updating them on new technologies. Says Kevin Hudson

WE'VE BEEN FLYING HIGH

CANMET & EAGLE: A SHARED VISION FOR INNOVATION IN LASER TECHNOLOGY

An Interview with Peter Minarik

PETER MINARIK
Company Executive

Do you remember the early discussions about collaborating with Eagle? What made you believe in these machines?

Yes, I remember clearly. We first met at EuroBlech in 2016, and after visiting Eagle's headquarters, we reached an agreement almost immediately. Watching the machines in operation, we were very impressed by their quality and advanced technology. We were particularly taken with the robust construction of the machine frame, the cutting head, and the rich standard equipment. Additionally, the full dedication of the sole owner and CEO made a strong impression on us. After years of working with large, stock market-driven corporations, this approach was a refreshing change.

Please tell us what questions your clients most often ask regarding Eagle systems? What do they pay particular attention to when purchasing a laser cutter?

Since the high quality of our products is indisputable and the IPG brand instills confidence, most client inquiries focus on services, spare parts delivery, programming, warranty details, time estimates, and cutting sample tests.

What are the biggest challenges companies face using fiber laser technology?

The main challenges include a shortage of skilled operators and a lack of specialized knowledge. Additionally, companies face intense market competition and aggressive market penetration.

After years of working with large, stock market-driven corporations, this approach was a refreshing change. Says Peter Minarik

From what you've seen, are the Czech and Slovak markets similar, or is there something that distinguishes them?

In the Czech market, businesses are generally more willing to invest in new technology. They also tend to embrace greater risks during uncertain times, and EU funding is applied more effectively and transparently. In contrast, the Slovak market is more inclined toward using Chinese lasers, second-hand equipment, or other low-cost solutions.

Which projects are you most proud of? Which Eagle installation do you remember most?

I am proud of several projects. Notably, the OZT Toužim project—our first eVision with CraneMaster in 2017—and the Jamibo package deal, which included one eVision and one iNspire. I also remember the Feifer project, where we installed an eVision with CraneMaster under strict COVID-19 limitations. Additionally, the Fepeko project marked our first 12kW laser, followed by Klemat, our first 20kW laser with automation.

EXPERIENCE EAGLE TECHNOLOGY LIVE AT OUR SHOWROOMS

We have three showrooms and technology centers located in Poland, Germany, and Italy. These state-of-the-art facilities are designed to showcase our most advanced fiber laser cutting systems in action and bring our latest innovations closer to you. Each showroom has a distinct focus.

POLAND

Located at our headquarters in Wałcz, this showroom features the 40 kW iNspire 1530 on permanent exhibition. Visitors can tour the headquarters, including our production hall, where you can see our machines and automation systems being assembled.

40 KW OF POWER
HEADQUARTERS TOUR

GERMANY

Our German showroom is in Schlierbach, just a 30-minute drive from Stuttgart Airport. It features the 30 kW iNspire 1530 and an advanced camera system for live-streamed cutting demonstrations. This location focuses on technical calculations and in-depth knowledge of Eagle cutting technologies.

TECHNICAL
CALCULATIONS

ITALY

Located in Brandizzo, only 30 minutes from Turin Airport, this showroom features the 30 kW iNspire 1530 paired with the CraneMasterStoreLinear Extended Cross automation system paired with the eTower 115—making it the ideal place to see our flagship laser cutter in action with one of our most efficient automation and storage setups.

AUTOMATION
& STORAGE
IN ACTION!

Book a Showroom Visit!

Wałcz, Poland
Schlierbach, Germany
Turin, Italy

Scan the QR code to select your preferred showroom and schedule a visit.

OUR CLIENTS SPEAK

"The machines at Millux need to be rigid, sturdy, reliable, and suitable for heavy industry. In terms of fiber lasers, we needed enough power to cut thick steel plates and a big enough machine to handle larger material. I would recommend Eagle laser cutting machines to other companies. You gain the advantages of fast movement and fast cutting with good quality."

HARRI LUKKARILA
PRODUCTION MANAGER AT MIILUX
FINLAND

EAGLE HIGHLIGHTS

EAGLE HIGHLIGHTS

REVOLUTIONIZING EFFICIENCY: MYEFAST – THE UNIQUE FEATURE OF EAGLE TECHNOLOGY

By Ivan Melicher

Piercing on the Fly or MyEFAST by Eagle is a technology that has been widely used in plasma and waterjet cutting for many years. Although it has also been tested in laser cutting, its implementation proved far more challenging than with other cutting methods. Eagle achieved a breakthrough by developing the eVa cutting head, featuring a patented technology for adjusting the laser's focal point. Unlike every other cutting head manufacturer—whose focus adjustment is handled inside the cutting head (the 100% market standard for CO_2 and later fiber lasers)—Eagle's patented solution relies on varying the position between the End-Fiber-Cup Collector and the optics.

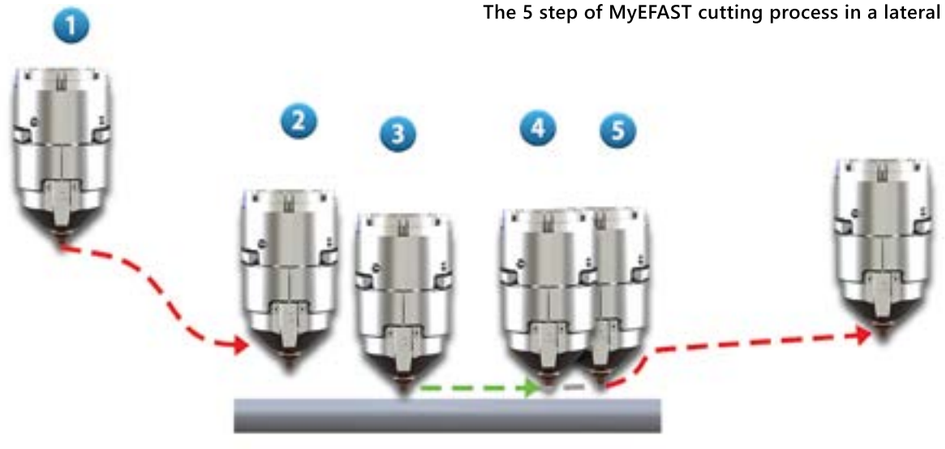
MYEFAST

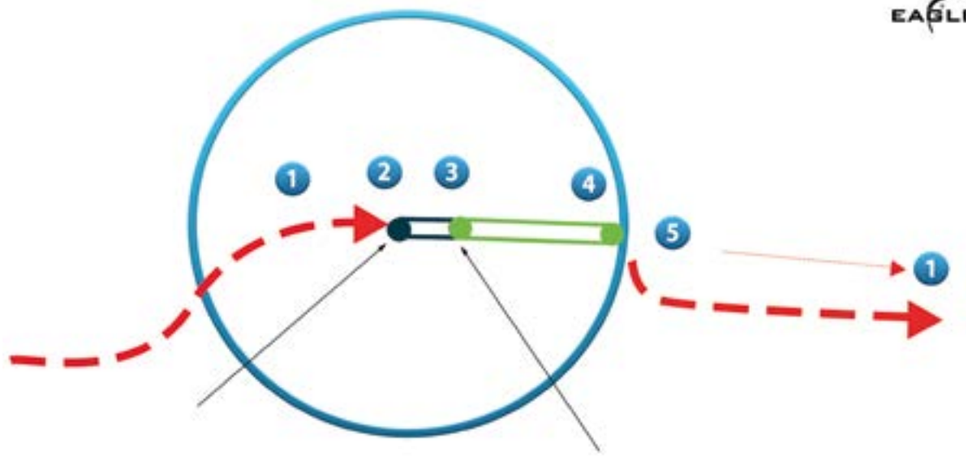
- Designed for thickness of up to 12mm
- Significantly reduces piercing time by piercing „on the fly"
- Improves cutting efficiency of thin and medium sheets by up to 30%

This groundbreaking design allows Eagle to be the only manufacturer on the market to integrate an additional linear drive for positioning the End-Fiber-Cup Collector. As a result, the time needed to reposition the cutting head from the piercing focus to the cutting focus is reduced to 0.05 seconds. This unique technology makes it possible to change the focal point during the cutting process without having to pause the X and Y axes.

Here's a more detailed description:

The 5 step of MyEFAST cutting process in a lateral view





The 5 step of MyEFAST cutting process as seen from above.

MYEFAST PIERCING ON THE FLY

Stage I: Moving to the Piercing Start Point

Step 1: Positioning the Cutting Head

- The X and Y axes move toward the piercing position, while the Z axis is already set to the predefined piercing focus height.

No waiting time: The process begins immediately as the machine approaches the target coordinates.span of 3-5 years, driven by two main factors:

Stage II: Initiating the Piercing Process

Step 2: Laser On – Simultaneous Movement

- The laser beam is activated (Laser Beam ON).
- X and Y continue moving at a low speed to pierce the material (Flying Piercing).
- WThe Z axis remains at the specified piercing focus height.

No waiting time: Piercing starts right away during continuous motion.

STANDARD PIERCING

Stage I: Moving to the Piercing Position

Step 1: Positioning the Cutting Head

- The X and Y axes move to the exact coordinates of the desired piercing point.
- At the same time, the Z axis is set to the piercing height specified by the technologist.

Step 2: Waiting Time (Positioning / Stabilization):

- As soon as the head reaches the piercing position, there is a short waiting period to ensure all axes are at a standstill and stable (Typical waiting time: a few tenths of a second, depending on the machine configuration)

Stage II: Starting the Piercing Process

Step 3: Laser On – Piercing Parameters

- The laser beam is activated (pulsed or continuous) with special piercing settings (increased power, high gas pressure, etc.).
- The X and Y axes remain inactive so the laser can bore into the material at a single point.
- The Z axis stays at the fixed piercing height.

Step 4: Waiting Time (Fixed Piercing Time + Safety Margin)

- Since there is no PCC system, a predefined time is used (e.g., T = T_nominal + x % safety margin). (Example: 0.5 s piercing time + 20 % = 0.6 s to ensure the material is fully penetrated

EAGLE HIGHLIGHTS

Stage III: Automatic Piercing Detection and Focus Adjustment

Step 3: PCC Signal – Piercing Complete

- The PCC system detects when the material is fully pierced (e.g., via reflection measurement).
- The cutting head then switches seamlessly from piercing parameters to cutting parameters.
- X and Y axes may continue moving at low speed during this transition.
- The Z axis adjusts to the required cutting height in about 0.05 seconds (in machines with linear drives).

No waiting time: Parameters are adjusted immediately once the signal is received.

Stage IV: Transition to Cutting Mode (Lead-In)

Step 4: Activating the Cutting Parameters

- Upon reaching the cutting height and activating the correct power and gas settings, the cutting head moves at the lead-in speed specified in the technology table.
- The Z axis is already at the exact cutting position.

No waiting time: The transition from piercing speed to lead-in speed is seamless.

Stage III: Transition to Cutting Parameters

Step 5: Adjusting Laser Power

- After the fixed piercing time has elapsed, the laser switches to normal cutting mode (reduced power or modified frequency/pulse, depending on the technology).
- The gas pressure is also adjusted to the required cutting levels.
- The Z axis moves to the specified cutting height.

Step 6: Waiting Time (Parameter Adjustment)

- Often, another short waiting period is applied here to ensure the laser power and gas pressure are stabilized at cutting values. (Example: 0.1–0.2 s, depending on the machine).

Stage IV: Lead-In (Approach to the Contour)

Step 7: Initiating the Cutting Movement (X, Y)

- The X and Y axes begin moving at the lead-in speed, guiding the cut from the piercing point toward the actual contour.
- The laser is already in cutting mode, but the feed rate is often slightly reduced.

Step 8: (Optional) Short Waiting Time at the Start of Movement

- Depending on machine philosophy, a minimal delay or ramp-up setting may be programmed to ensure a smooth start to the movement. (Example: <0.1 s, if needed).

Stage V: Full Cutting

Step 5: Starting the Cutting Contour

- As soon as the cutting head completes the lead-in path, the full cutting parameters come into effect.
- The machine then increases to the prescribed cutting speed according to the technology table to cut the contour.

No waiting time: The process continues in real time until the contour is fully cut.

Stage V: Full Cutting

Step 9: Transition to Full Cutting Speed

- Once the cutting head reaches the actual contour, the CNC control ramps the feed rate up to the value defined in the technology table.
- The laser now cuts at the optimal parameters (power, focus, gas) until the contour is complete.

No Additional Waiting Time. Typically, the transition from lead-in to full cutting speed is seamless.

Economic Benefits of MyEFAST (Piercing on the Fly) Technology

Reduced cutting time.
MyEFAST can currently be used for material thicknesses up to 10 mm, depending on the laser power of the machine. Each piercing operation is shortened by approximately 70–80% compared to standard piercing times.
Example: A nesting requires 2,000 piercings, each taking about 0.4 s with standard piercing—totaling 800 sof piercing time. By using Fastcut, you can reduce this by 600 s, which means 10 minutes saved per nesting.

Lower Gas Consumption
During MyEFAST piercing, the cutting head is positioned slightly lower, increasing the resistance against the process gas and consequently reducing overall gas usage. Furthermore, the reduced cutting time also contributes to significant gas cost savings.

Less Wear on the Cutting Head
With standard piercing, the head remains stationary, increasing spark generation in one spot. In contrast, MyEFAST keeps the head moving, minimizing contamination from spark particles and protecting the lens. This leads to lower maintenance costs and less frequent replacement of protective glasses.

Summary: Piercing on the Fly

Continuous Motion: The cutting head remains in motion instead of waiting at a fixed point.

Instant Parameter Adjustment: With a PCC system, the machine automatically detects when the material is fully pierced, eliminating the need for fixed piercing times.

Seamless Transition: There are no interruptions between piercing, lead-in, and full cutting mode.

This approach maximizes process speed and minimizes local heat input or slag buildup in one spot. It also enhances process safety by allowing the laser to remain in piercing mode only as long as necessary.

IVAN MELICHER
Senior Advisor at Eagle Deutschland GmbH

EAGLE HIGHLIGHTS

FROM COIL TO COMPLETION: HOW FLOWINCO REDEFINES LASER CUTTING EFFICIENCY

How is FlowinCO different from FlowIN and why is it an entirely new concept on the metal processing market?

FlowinCO is a version of our groundbreaking FlowIN machine, designed to cut directly from coil instead of metal sheets. While this may seem like a small change, it fundamentally transforms the way production is organized. By feeding material continuously from an unrolled coil, FlowinCO enables uninterrupted cutting—meaning faster batch completion, no pallet changes, and no downtime between jobs.

But FlowinCO goes beyond coil cutting. It's a full-featured FlowIN-class system, offering all the advantages of high precision, automation, and speed. What truly sets it apart is how it handles material: like FlowIN, instead of cutting out the part, the system cuts around it, automatically breaks down the scrap, and disposes of it internally.

The result? Depending on your production setup, FlowIN CO can deliver either fully finished parts with no skeletons at all or partially processed components ready for the next stage. Since FlowIN CO doesn't use combs, it eliminates the need for comb cleaning and welded supports such as micro- and nanojoints. And because it manages remnants internally, manual scrap removal becomes obsolete. The outcome is a clean, consistent, and fully automated production flow.

What specific customer problems or industry needs does FlowinCO respond to?

One of the biggest challenges in manufacturing today is the lack of manpower for simple yet physically demanding tasks—like sorting workpieces. While loading systems have been around for years (and we manufacture them at a high level), most facilities still handle part removal, sorting, and preparation for downstream processes manually.

Traditional automation in these areas often comes with trade-offs: reduced productivity, limitations on part shape or weight, and process instability. FlowinCO changes that equation. It eliminates the need for manual sorting—automatically classifying parts by order, pallet, thickness, or material type. It even rotates and places parts in position for the next stage of production, fully autonomously.

The same goes for scrap. The machine cuts waste into small pieces and separates them by material—such as aluminum, stainless steel, or black steel—depositing each type directly into the correct container. No more handling dangerous skeletons. That's a major leap in efficiency, safety, and consistency.

What are the key features and capabilities of the FlowinCO laser system?

Cutting directly from coil significantly boosts production efficiency. Since material is fed continuously, the process becomes faster and smoother—there's no need to stop for pallet changes or reloading. Material enters from one side of the machine, and finished parts exit from the other, streamlining the entire logistics chain.

Even more important are the material savings. Without the buffer zones required in sheet-based production, parts can be arranged back-to-back like on a conveyor. This reduces waste significantly—by up to 30%, depending on the material and nesting efficiency.

Another major benefit is the ability to cut longer parts than traditional systems allow. While standard machines are limited by sheet size—usually around 3 meters—FlowinCO can process parts up to 4 or even 5 meters in length. Cutting width, of course, depends on the specific machine model and matches the standard working area.

Which industries most commonly use coil-fed cutting systems and who stands to benefit the most from investing in FlowinCO?

Coil-fed cutting is widely used in industries where material consumption is high and efficiency is essential. This includes sectors like engine and generator manufacturing, electrical equipment, automotive, furniture production, agricultural machinery, and container or barrel manufacturing.

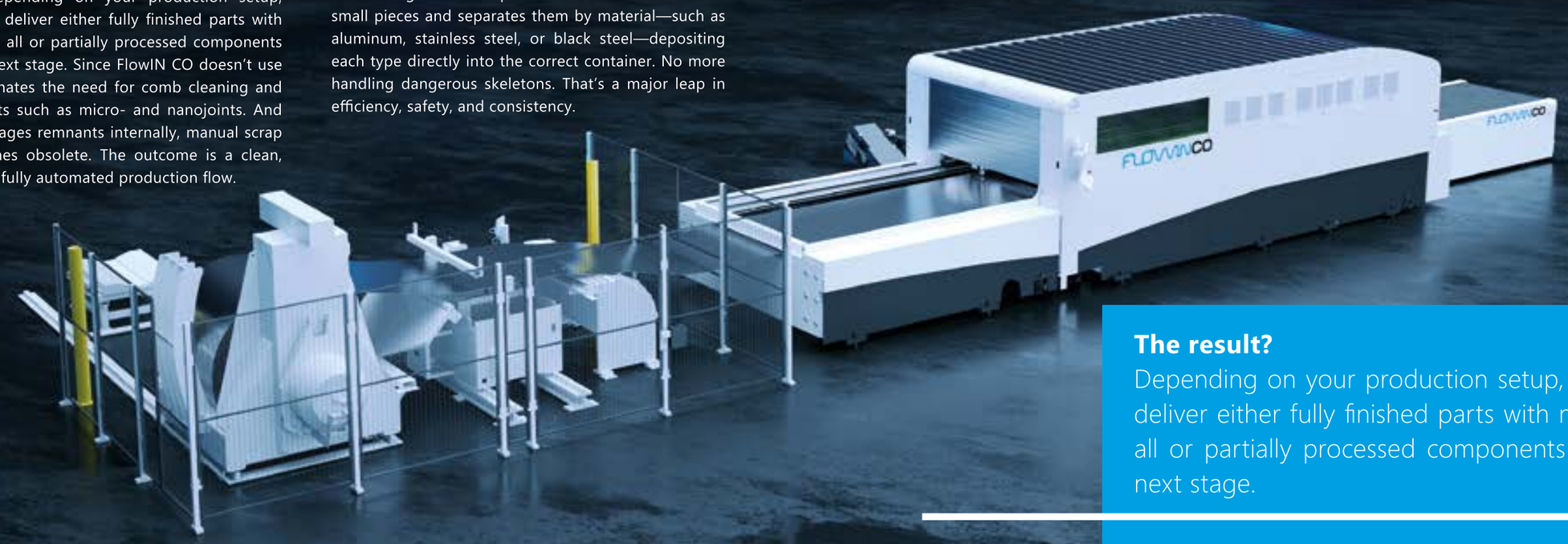
These industries often face dual pressures: optimizing material usage while coping with limited labor availability. FlowinCO answers both needs—enhancing productivity, enabling longer part cutting, reducing waste, and automating time-consuming operations. That's why this technology is so relevant and valuable for today's industrial realities.

FlowinCO is tailored for manufacturers already working with coil-based material, or those planning to move in that direction. It's particularly well-suited for companies producing at least medium volumes, where the type and thickness of material remain relatively stable and don't require frequent changeovers.

Thanks to laser technology, the system can cut up to 5,000 completely different parts from a single coil—so the design or shape of the part doesn't matter, as long as the material is consistent. This makes it perfect for high-mix, flexible production environments where minimizing downtime and maximizing efficiency are key.

Manufacturers looking to reduce material waste, streamline internal logistics, and automate repetitive manual tasks will gain the most from FlowinCO. It's a powerful tool for freeing up resources and raising overall productivity.

FLOWINCO



The result?
Depending on your production setup, FlowinCO can deliver either fully finished parts with no skeletons at all or partially processed components ready for the next stage.

What types of materials and thicknesses can FlowinCO handle?

FlowinCO is highly versatile. It can process virtually any material that can be uncoiled and straightened—such as black steel, stainless steel, aluminum, or electromagnetic sheets. The limiting factor isn't the laser itself, but the decoiling and straightening system.

In its standard setup, FlowinCO handles materials up to 5–6 mm thick. However, for specialized applications, we can engineer custom systems capable of processing coils up to 12 mm, depending on the customer's specific requirements. Every installation is fully tailored to the client's production goals.

Does FlowinCO support the global trend toward greener, more sustainable production?

Absolutely. FlowinCO was developed with sustainability as a priority—from its materials to its operational design. The machine's frame is made from polymer concrete rather than traditional welded steel. This material is natural, fully degradable, and has a much smaller environmental footprint.

It also offers impressive energy efficiency. FlowinCO uses the most energy-saving laser source available on the market and incorporates regenerative technology that captures and reuses energy during axis movement. This helps reduce total power consumption per part.

Its fume extraction system is also smart and selective—it activates only where fumes are being generated, within small, targeted zones. This minimizes unnecessary energy use and improves overall environmental control.

From a logistics standpoint, FlowinCO contributes to sustainability as well. The machine is delivered as a fully integrated unit, reducing the packaging waste and carbon footprint associated with multiple shipments and on-site assembly. And since all components are manufactured and assembled in one facility, we avoid the emissions tied to inter-factory transport.

What capacities and configurations will be available at launch?

At Eagle, we approach every project with a strong focus on individualization. Customization isn't an optional feature—it's a fundamental part of how we work. As long as there are no technological constraints, we pride ourselves on offering exceptional flexibility in tailoring the system to each customer's specific production needs.

FlowinCO will be available in a wide range of configurations from the very beginning. Each system is customized based on the client's production volume, layout, material types, and workflow. In terms of power, the machine can be equipped with up to 40 kW—offering extremely high cutting speeds and performance, even on thicker materials.

This flexibility is key, especially when integrating FlowinCO into diverse manufacturing environments—where it must meet not only technical expectations, but also logistical and strategic goals.coils up to 12 mm, depending on the customer's specific requirements. Every installation is fully tailored to the client's production goals.

What does FlowinCO bring to the business?

- **Enhanced productivity**
- **Non-stop production**
- **Uncompromised sorting**
- **Enhanced Operator safety**
- **Reduced Maintenance Costs**
- **Increased Profits**
- **Material Optimization**
- **Waste Management**

OUR CLIENTS SPEAK

"The machine is definitely worth the investment, the cutting speed and reliability have been outstanding. After we purchased the first machine, we went from about five staff to 16 within the 3-year period and we keep getting bigger. There's a growth of around 20% to 25% each year."

RICHARD MORGAN
OWNER AT MORGAN METAL CORP.
AUSTRALIA

The cost reduction per part is substantial, up to 4–5%. It's not just energy savings, but also labor reductions. Cutting time for some parts has been reduced to a quarter of what it was with plasma. Eagle's efficiency gives us a competitive edge in terms of both speed and profit margin."

JIM WESTLAKE
PLANT MANAGER AT PEQUEA
USA

ROBOTS ARE A MUST HAVE FOR MODERN MANUFACTURING

By Edoardo Oldrati

Regardless of the numerous challenges facing the global economy, industrial robots are proving to be the key element in the transition of manufacturing to the digital and automation era. This is also confirmed by the latest data released by the International Federation of Robotics (IFR).

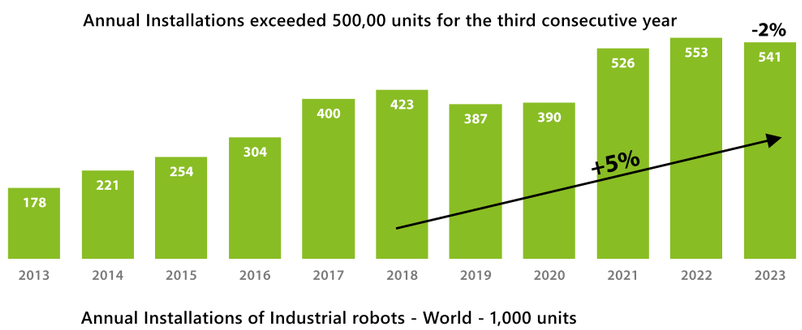
In 2023, the industrial robotics sector once again demonstrated remarkable resilience, achieving the second-highest annual installation figure in history despite a challenging macroeconomic climate. A total of 541,302 new industrial robots were deployed worldwide, only 2% fewer than the record-setting 552,946 units in 2022 and a 3% increase over 2021's tally. This sustained level of investment underscores how integral automation has become across a broad spectrum of manufacturing industries.

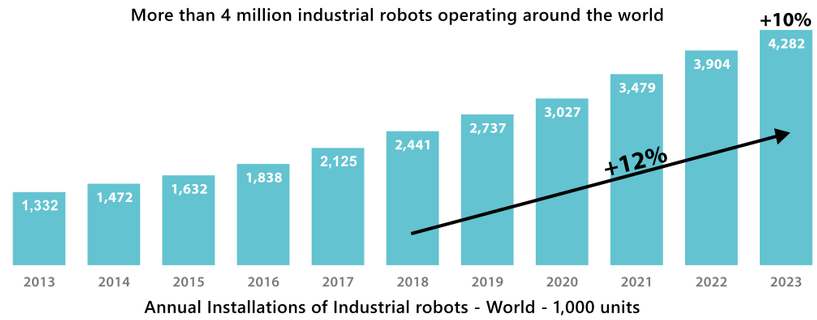
We are talking about 2023 and not 2024, as might seem more obvious, because industrial robotics differs significantly from other industrial sectors: every year, a document is published which not only contains a highly detailed numerical snapshot of the sector worldwide, but it is also considered the benchmark data by all operators in the sector. We are talking about World Robotics, the annual report produced by the statistics department of the International Federation of Robotics (IFR), a non-profit organization whose members come from the robotics industry, national and international industrial associations, and research and development institutes. However, the collection, processing, and validation of data on robot sales and installations worldwide is a huge task, which means that data for a given year is only available at the end of the following year. As a result, the data for 2023 were released at the end of 2024 and, even in late 2025, remain the most up-to-date data available for the robotics sector.

Non-stop growing since 2018

For the third consecutive year, annual installations exceeded the half-million mark. While the overall installation count dipped marginally, the operational stock of industrial robots continued its steady climb, reaching 4,281,585 units globally—a 10% year-on-year increase. Since 2018, the stock has grown at an average annual rate of 12%. This cumulative installed base represents the backbone of factory automation, enabling higher throughput, consistency, and flexibility in production.

Traditionally, the automotive sector has been the largest consumer of industrial robots. In 2023, it maintained this leading position, accounting for 25% of all installations—unchanged from the previous year. In contrast, the electronics industry saw a pronounced contraction, its share falling by 5 percentage points to 23%. The metal and machinery sector held steady in third place, increasing its share by 2 points to 14%, followed by plastic and chemical products (4%) and food and beverage (3%). For 17% of installations, the end-user industry was unspecified. These shifts reflect mixed fortunes across key manufacturing verticals: electronics firms grappled with inventory correction and softer consumer demand, whereas automotive and heavy-machinery producers continued to invest in automation to meet stringent precision and quality standards.





From a geographical perspective, 2023 was a year characterized by mixed trends in the sector. Asia/Australia remained the largest regional market, with 382,073 units installed (70% of the global total), though installations fell by 6% from 2022's 404,391 units. China alone accounted for 276,288 installations—a 5% decline—while Japan and South Korea saw decreases of 9% and 1% respectively.

Europe bucked the global downward turn, growing installations by 9% to 92,393 units. A wave of delayed projects was completed, and a renewed emphasis on near-shoring bolstered demand.

Germany—the continent's largest market—rose by 7% to 28,355 units; Italy and France, however, declined by 9% and 13% to 10,412 and 6,386 units, respectively. Central and Eastern Europe expanded by 7% to 12,716 units.

The Americas remained essentially flat, with 55,389 robots installed (-1%), nearly matching 2022's record 55,880 units. The United States continued to dominate, representing 68% of all American installations.

Regional disparities in new installations are mirrored in the existing operational stock. By the end of 2023, Asia held 41% of the global stock, with China alone operating 1.76 million robots after a 17%growth. Japan's installed fleet stood at 435,299 units (10%), Europe at 777,596 (18%), and the Americas at 520,524 (12%).

The rapid expansion in China's installed base—22% average annual growth since 2018—highlights its emergence as both the largest market and the leading centre of production automation.

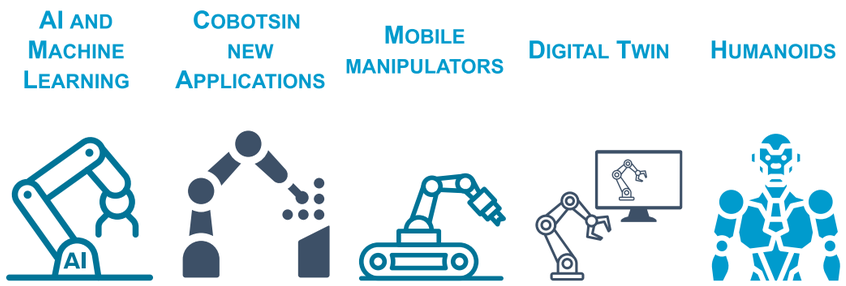
Focus on the trends

Several overarching trends shaped the sector's trajectory: first of all, resilience amid macro headwinds. Despite supply-chain disruptions, geopolitical tensions, and rising capital costs, manufacturers continued to invest in automation to safeguard productivity and manage labor shortages. The automotive industry's stable investment and Europe's near-shoring initiatives illustrate how strategic imperatives can override short-term market fluctuations.

In addition, the convergence of robotics with digital technologies—IoT connectivity, data analytics, and advanced vision systems—remains a critical growth driver. While precise figures for "smart" robot uptake are not publicly disaggregated in the summary, anecdotal evidence suggests that an increasing share of installations feature integrated sensors and cloud-based monitoring to enable predictive maintenance and real-time optimization.

Another topic is collaborative robots and flexible automation. Although collaborative (cobot) deployment figures are not broken out in the executive summary, the wider narrative of the sector emphasizes growing interest in human-robot collaboration, particularly for small and medium-sized enterprises seeking low-code automation solutions. The rebound in Europe and resilience in the Americas likely reflect pockets of cobot adoption in assembly and material-handling roles.

TOP 5 Global Robotics Trends in 2024



New challenges for robotic industry

The muted decline in global installations masks uneven sectoral performance. Electronics manufacturers are reassessing large-scale automation amid slower consumer electronics cycles, while automotive suppliers continue to automate for EV production lines. Key challenges include:

Economic Uncertainty: Inflationary pressures and interest-rate increases may delay capital expenditures in cost-sensitive industries.

Workforce Skill Gaps: As robots become more complex, demand for robotics engineers, integrators, and data analysts has outpaced supply.

Supply-Chain Constraints: Semiconductor shortages and logistical bottlenecks continue to pose risks to timely system deliveries.

Looking ahead, the sector's fundamental dynamics remain positive. The installed base is set to surpass five million units in the coming two years, driven by sustained penetration into non-traditional segments such as pharmaceuticals, logistics, and consumer packaged goods. Moreover, advances in artificial intelligence promise to democratize robot programming and increase the autonomy of mobile platforms, further broadening the addressable market.

A continued expansion

In sum, 2023 was another landmark year for industrial robotics: a near-record deployment of 541,302 units, continued expansion of the global stock to over 4.28 million units, and clear signals that automation has moved from a "nice-to-have" to a mission-critical investment across manufacturing. While regional and sectoral headwinds persist—particularly in electronics and certain Asian markets—the overall trajectory underscores the transformative role of robotics in driving productivity, quality, and resilience in the global production ecosystem.

EO

Editorial director of Deformazione, a magazine published by PubliTec dedicated to sheet metal working technologies, and member of the board of directors of SIRI, the Italian association for robotics and automation, Edoardo Oldrati has been working for over fifteen years in technical publishing for the manufacturing world, dividing his days between interviews with carpenters, reports from trade fairs, and recording videos on laser technology.

EDOARDO OLDRATI
Editorial director of Deformazione

OUR CLIENTS SPEAK

"It's the fastest machine I've ever experienced. What's also crucial is its absolute precision and repeatability. Operating it is so intuitive that you feel like you are working on your iPhone. I could not be a happier customer than I am with the Eagle machine"

JOHAN KALANDER
AME MANAGER AT IEC LV MOTORS, ABB
FINLAND

"One of the things I specifically requested when acquiring the machine was reliable support. This was crucial because when we work 2 to 3 shifts we can't afford to have the machine sitting idly. I was pleasantly surprised when the few times we needed support from Eagle, they were extremely fast."

MAURIZIO GIUSTINA
OWNER AT GMB S.R.L
ITALY

SERVICE THAT SETS THE STANDARD

Interview with Ronni Bohensack from Eagle Scandinavia

Ronni, could you tell us about your background and how you came to lead the Service Department for Eagle in Scandinavia?

I have a background in mechanical engineering and began my career in the maintenance department of a large factory in my hometown, Esbjerg. Over time, I complemented my technical skills with advanced management training. After 11 years there, I was ready for new challenges and moved into laser cutting as a service technician for one of Eagle's competitors, where I worked from 2006 to 2014. In my later years there, I specialized in waterjet cutting and worked as an application technician.

It was during that time, in 2007, that I met Peter Kramer—my current manager—when he joined the same company. We worked together as technicians for a few years before he transitioned into a sales role.

In 2014, I teamed up with one of our customers to purchase two new waterjet machines and together we launched a new department focused on waterjet cutting. Although I eventually sold my share, the department still exists today.

RONNI BOHENSACK
Service Manager EAGLE Scandinavia

Not long after, Peter invited me back to the company as a hotline supporter, coordinator, and manager for the Danish market. We worked closely again, with Peter serving as Sales Director for the Nordic and Baltic regions.

In 2021, Peter left the company and later joined Eagle in August 2023. Shortly after, he called and asked if I'd be interested in helping him build and lead Eagle's service department in Scandinavia. I took some time to consider it, and after visiting Eagle's factory in Poland and seeing the quality of the machines firsthand, I was convinced to join.

For our customers, this is a major advantage—and we consistently receive positive feedback about the speed and convenience of our service.

From a service perspective, what are the biggest advantages of Eagle's technology for long-term costs?

Eagle is built entirely by people with hands-on mechanical engineering experience—individuals who have worked in the engine room themselves and know exactly what can be improved and simplified compared to traditional solutions on the market. That's why we've developed exceptionally reliable technology, featuring our robust and streamlined linear drive system, a stable cutting head without integrated electronics, software, CAN bus, or moving parts—yet equipped with the most powerful optics on the market and the longest-lasting protective glass.

The result? Extremely low operating costs—not just for the machine's core technologies, but overall. Our technological concept enables us to operate with only half as many field service technicians per machine compared to our competitors. At the same time, we know that in most cases, our machines can run continuously between scheduled maintenance visits—with virtually no unplanned downtime.

You've introduced a proactive approach where service technicians carry a wide range of spare parts during customer visits to be prepared for unexpected issues. How do you think this approach impacts the overall efficiency of your team's work?

One way we help keep operating costs low for our customers is by resolving potential machine issues on the first visit. In many cases, a technician can fix the problem simply by retrieving a spare part from their vehicle—whether it's a sensor for the pallet changer, a Z-axis cylinder, a distance sensor, or other components.

All our technicians carry identical spare parts kits in their vehicles, which are tracked in an online inventory system to ensure we're always up to date on stock levels. This setup often allows us to resolve issues during the first visit, making it rare for us to return the next day. It also means faster on-site response times, as we already have the necessary parts with us and don't have to wait for shipments.

For our customers, this is a major advantage—and we consistently receive positive feedback about the speed and convenience of our service. It's also common for technicians to sell wear parts directly from the vehicle to the machine operator, avoiding delays caused by shipping or lead times.

What role does preparation play in delivering fast and effective support?

To deliver the market's best and fastest service, preparation is essential—it's the alpha and omega. With solid preparation, we achieve the highest possible success rate. It all starts with a thorough pre-analysis, carried out in close collaboration between myself, the customer, and—crucially—our service technicians.

When we receive a service request, our first task is to gather as many details as possible from the customer. I then consult with the technician to review potential solutions and challenges. If needed, we also involve technical support from our team in Poland. The task is then assigned to the technician whose experience best matches the specific job.

Behind the scenes, I ensure that any necessary spare parts are made available to the customer as quickly as possible—ideally even before the technician arrives—so we're fully prepared to complete the job efficiently.

Thanks to this coordinated approach, we achieve a first-time resolution rate of over 95% on service visits!

You often ask customers for real-time feedback after each service intervention. What do you learn from those conversations?

I almost always make proactive follow-up calls for every service case we handle. This helps us maintain a close relationship with the customer while also gathering valuable feedback on what could be done differently or improved. That input is essential for the ongoing development and improvement of our entire service department.

At the same time, customers feel valued—and just as importantly, we stay consistently informed about what's happening with our customers and in the market overall. This approach also helps build strong, lasting relationships.

EAGLE HIGHLIGHTS

In your opinion, what makes Eagle machines and our service model more reliable than what customers have experienced with other brands?

Eagle machines' superior ability to diagnose faults online—regardless of the type of error or question—enables us to perform spot-on pre-analyses in 9 out of 10 cases where a technician is needed. This means the technician always arrives well-prepared and with the correct spare parts or preparation on the problem.

Furthermore, 8 out of 10 machines down are resolved remotely thanks to the outstanding and intelligent PLC/CNC support.

We understand that some of the customers in the industry trust us to support not only Eagle systems but also other equipment they operate. What does that say about the confidence they have in our service team?

We are continuously contacted by customers who operate systems other than Eagle—mainly because they experience long response times from their own suppliers or feel that the service does not meet their level of expectations.

We have resolved breakdowns on non-Eagle systems as well, which helps build a strong dialogue with non-Eagle customers. When it comes to waterjet service, I've even put on my work clothes and handled some of those cases myself.

How important is communication in service delivery? What do you think customers value most?

Definitely fast, clear, and transparent communication about the case and ongoing status updates. It is crucial that the customer is continuously informed from start to finish. The customer should never be left in the unknown at any point. Communication and dialogue, combined with technical knowledge, are key to a successful collaboration.

How do you and your team build trust with customers during and after a service intervention?

We demonstrate our commitment by coming prepared with the right tools and a clear understanding of the task. We also ensure the customer experiences how we collaborate internally across the service team to support them in the best possible way. Afterwards, we follow up on the service task to make sure everything is completed thoroughly, with no loose ends. Most importantly, we reassure every customer that they are truly important to us.

Finally, what makes you most proud of the work your team is doing today?

What makes me most proud is the development we've gone through together—seeing the team grow on a personal level and adapt to new challenges and changes. Most of all, I'm proud of how they've taken ownership and shown leadership in service tasks, such as handling Service Requests in MYESP. They take pride in responding as quickly as possible, always focused on helping customers move forward as soon as possible.

#DESIGNED FOR METALHEADS

ORIGINAL EAGLE WEAR

Wanna get one of our latest Eagle T-shirt designs?

Scan the QR code to request it:

Let's rock the metal world in style!

THE PEOPLE POWERING OUR PROGRESS

At Eagle, we never tire of saying it: our people are our greatest asset. Their passion, dedication, and expertise are the driving force behind our growth, innovation, and continued success in the global market. From transforming bold ideas into unique solutions to supporting customers with excellence, it all comes down to the strength of our team.

In this issue, we take you behind the scenes through three unique perspectives—offering an insider look at the diverse talents shaping our company. Step into the precision-driven world of cleanroom assembly, discover how personal connection and technical knowledge strengthen our customer relationships, and meet one of the creative minds behind FlowIN—whose efforts earned him the title of Employee of the Year.

Join Agnieszka Dudka, Jacek Baran, and Radosław Mikołajczak as they share what their work looks like day to day—and how their skills, heart, and drive help move Eagle forward.

Eagle Team

TEAM MEMBERS IN THE SPOTLIGHT

TEAM MEMEBERS IN THE SPOTLIGHT

MORE THAN SALES: BUILDING TRUST AND RELATIONSHIPS

Let's start from the beginning – do you remember your first steps at Eagle?

I've been working at Eagle Lasers for nine years now, but it all started quite unexpectedly — with a casual conversation over coffee at McDonald's in Stalowa Wola (laughs). At that time, I was selling milling plotter, but I felt ready for a change and new challenges. I had become increasingly interested in fiber laser technology, and Eagle seemed like a natural next step.

It sounds like Eagle was already on your radar. What did you think of the company and its products before joining?

Yes, I was familiar with the company even before I joined. We often saw each other at trade shows — sometimes our booths were even next to each other. I always noticed how Eagle presented itself: modern, cohesive branding, very professional, and at the same time, completely different from the often rough and strictly technical image typical of the machine industry.

When I joined the company, it was at a turning point — the premiere of the 12 kW machine and the new eVa cutting head. That only confirmed I had made the right decision, joining a team that thinks ahead and isn't afraid of technological challenges.

Now, let's jump to the present. What does a typical workday look like for you?

I usually plan my schedule about a week in advance, but every day can look completely different.

On a typical office day, I focus on preparing offers, pricing calculations, and cost estimations with the quoting department, as well as working on automation layout designs. This industry is incredibly diverse — one day I'm working on a solution for a ventilation manufacturer, the next for a garage door company. It requires a lot of flexibility and constant learning across different technical fields.

Travel days are definitely more intense. They often start very early — I might leave at six in the morning to be at a client's site by nine. These days are usually filled with business meetings, presentations, and project discussions.

JACEK BARAN
Key Account Manager

Every salesperson has a moment that sticks with them. Do you have a deal that stands out as particularly memorable?

The most memorable transaction happened about three years after I joined Eagle. The client meeting lasted from 9 a.m. to 6 p.m. I was there alone, facing seven company representatives — engineers, production staff, and management. It was an intense day full of questions, technical analysis, and detailed discussions. But it ended successfully! I remember calling Marek Czarnecki right after and saying: "I nailed it — we've got this."

By that time, I had already spent three years gaining experience, learning the sales and technical process, and talking to clients — all with the support of Jarek Gołębiewski and the entire team. That day, everything came together. I felt I was truly in the right place.

Working with key clients surely comes with both challenges and rewards. What are the biggest ones for you?

The biggest challenge is maintaining customer satisfaction in the long term — not just at the start of the relationship, but throughout the entire cooperation. When we deliver a cutting machine, we're not just providing hardware — we're integrating it into a real working environment, with a team that has its own pace, experience, and expectations.

Sometimes, cooperation runs smoothly; other times, it requires a more tailored and thoughtful approach. But that's where the greatest satisfaction lies — when we manage to create a solution that's perfectly suited to the client's needs and I see that it really works.

For many clients, I am the face of Eagle in their region — it's both a responsibility and a motivation. I care about being spoken of positively — not just about the machine, but about me as a project partner. I treat every client as a potential reference — because more often than not, they become one.

Let's talk about tech. Which of Eagle's technologies make the strongest impression — both on clients and on you?

What impresses clients the most is the power, quality, and cutting performance of our machines. The dynamics, in particular, are exceptional — they really make a difference and often surprise even experienced users.

Another great value is that behind all this technology stand real people — our engineers and designers. When clients visit us, they can meet them, talk to them, and see who's behind the innovations that make such an impact. That builds real trust.

Personally, I'm fascinated by automation systems — I enjoy observing and analyzing how they work. I also really appreciate our MyERIS control system. It's simple, intuitive, and genuinely makes the operator's job easier. I've seen many other systems at clients' sites, so I know exactly what can cause frustration — and what makes our solution stand out.

When I joined the company, it was at a turning point — the premiere of the 12 kW machine and the new eVa cutting head.

And how do you personally approach building long-term client relationships?

For me, it starts with being natural and empathetic. You can't really teach that — you just have to have it in you.

Before diving into technical talks or offers, it's worth taking a moment to just talk like people — about restaurants, sports, everyday life. That helps build trust and creates an atmosphere where cooperation becomes easier and more authentic.

I try to remember the little things, call not only for business, and send birthday or name day wishes. That kind of simple, human attention often stays in someone's memory longer than the best presentation. And it pays off — because a relationship built on trust lasts much longer than just the contract for delivering a machine.

TEAM MEMEBERS IN THE SPOTLIGHT

PRECISION BEHIND THE GLASS

Inside the Cleanroom with Agnieszka Dudka

AGNIESZKA DUDKA
Cleanroom Specialist in Cutting Head Department

What exactly do you do in the cleanroom, and what does your day-to-day work look like?

In the cleanroom, we assemble and test the laser cutting heads that will be implemented into our machines—it's one of the most precise and critical stages of the entire production process. Every detail matters, which is why we work in a high-cleanliness environment with strict procedures.

Our day starts with a morning meeting where we review tasks. Then we prepare to enter the cleanroom by putting on protective clothing: coveralls, cap, mask, gloves, and appropriate footwear. This preparation takes several minutes because every step must follow the protocol.

What has your career path at Eagle looked like?

I've been here for 8 years. I started with simpler tasks, gradually learning the procedures, technologies, and quality standards. The first cutting head I assembled was the eVa v10.0 model—I remember all the stress and excitement. Today, I still assemble heads, but with much more experience. And even though some might think it's monotonous, the continuous technological development means there's no room for boredom. We used to regenerate HighYAG heads, but with eVa, we build everything from scratch—and that gives us full control.

Working in such demanding conditions surely comes with responsibility. What are the most important rules in the cleanroom?

Absolutely. The most important thing is maintaining cleanliness and minimizing the risk of contamination. That means limiting unnecessary movement, banning personal items, restricting access to authorized personnel only, regular cleaning, and constantly monitoring environmental parameters—like temperature, humidity, air cleanliness, and oxygen levels.

How are the cleanroom conditions monitored?

We have an independent air-conditioning system with sensors and alarms. If any parameter exceeds the allowed values, the system immediately alerts us. In such a case, work is stopped and the conditions are restored to standard. It's our top priority—the final product's quality depends on a clean environment.

What's the biggest challenge in working in a cleanroom?

Definitely maintaining a high level of focus and accuracy—because even the smallest particle can affect the quality of the laser head. In the beginning, it was tough—wearing the suit, limited movement, strictly defined procedures—but over time, it became second nature. It's just a matter of getting used to it.

How long does it take to assemble one laser head?

The full process takes around 20–25 hours, of which approximately 16 hours are spent in the cleanroom. Assembly is divided into stages—different people are responsible for different parts of the process, although sometimes we switch roles.

Which components are the most demanding during assembly?

Definitely the optics. This part requires the highest level of precision, cleanliness, and care. It's the most sensitive part of the head, and there's no room for the slightest mistake.

What tools do you use most frequently during work?

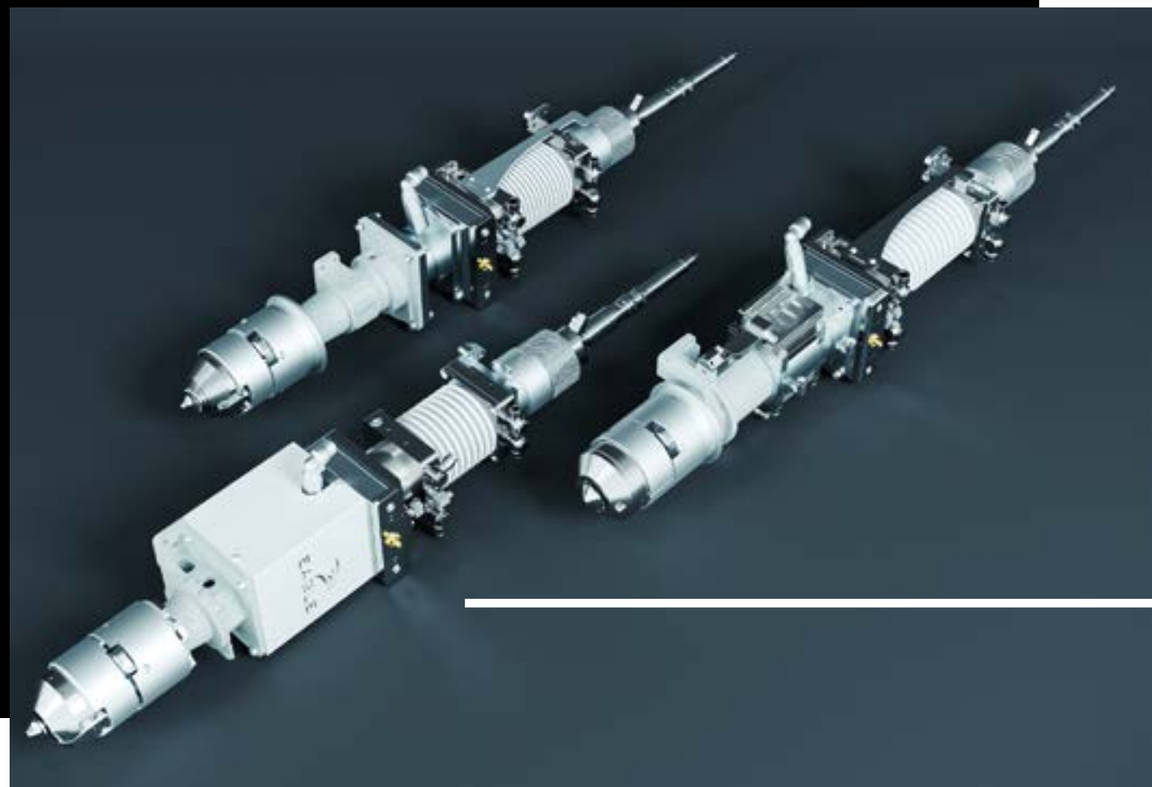
Mostly standard tools—Allen wrenches and open-end wrenches. But we also use specialized equipment, like spectrophotometers for optical quality measurement, ultrasonic cleaners for cleaning parts, beam analyzers for testing heads, engraving machines, and a designated clean zone with HEPA filters and additional flowboxes.

How do you check that the head works correctly before it moves to the next stage?

Each head undergoes several tests—we check tightness, the functionality of temperature and pressure sensors, electrical connections, and most importantly, laser beam quality. After the head is installed on the machine, we repeat the beam measurement.

In your opinion, what qualities should a person working in a cleanroom have?

Above all: accuracy, precision, and patience. Also, stress management capabilities, a willingness to keep improving, and the ability to work as part of a team. If someone has these traits, the cleanroom will feel like a natural work environment.



"We purchased an Eagle because we needed high volume capacity. I would definitely recommend Eagle to other companies if they're looking for a reliable high-speed laser system. Not only do I believe Eagle is the best system, I also believe that Eagle Lasers has the best service in the industry by far."

KENDALL SHROCK
OWNER AT SHROCK FABRICATION
USA

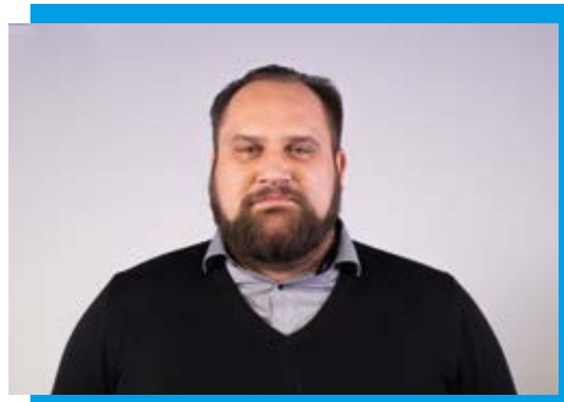
"The quality and speed exceeded our expectations. The machine is also very user-friendly, and the employees quickly grasped how to operate it. The support provided by Eagle's service team was also commendable, not to mention the organization of the whole process, which was outstanding from the very beginning."

ROBERT GOŁĘBIEWSKI
CEO AT VOSSE
POLAND

OUR CLIENTS SPEAK

TEAM MEMEBERS IN THE SPOTLIGHT

EMPLOYEE OF THE YEAR: RADOSŁAW MIKOŁAJCZAK



RADOSŁAW MIKOŁAJCZAK
Automation Service Engineer

Radek, congratulations on being named Employee of the Year! How did you react when you found out?

To be honest, I didn't expect it – it was a very pleasant surprise. Behind this recognition is a huge amount of work and dozens of concepts that have come and gone over the past few years.

Let's move on to the FlowIN project — you were a key figure in it. What was your role?

From the very beginning, I was responsible for the concept and implementation of the entire automation system within the FlowIN project. It was a job built from scratch – and for a long time, I led it almost entirely on my own. We started with a general vision, and then came the specifics – cams, table layout, drives, grippers.

Today, I already have two colleagues on the team – automation engineers who are familiar with the project – and we're developing it together. But in those early months, it was just me.

For an automation engineer, that's the purest form of satisfaction – creating something that not only works but can also be delivered to a customer.

What were the biggest challenges in creating FlowIN?

The biggest challenge was managing a huge number of variables and making decisions in situations where many things were constantly changing. Sometimes we had to modify the concept mid-process – something that worked in simulation didn't always translate to the physical setup.

The most complex part was developing the concept for how the grippers operate, as they had to be synchronized with the table drive and the entire material handling system. There were times when we took one step forward and two steps back – but always with the conviction that it was worth it.

During the development of FlowIN, what moment gave you the greatest satisfaction?

Without a doubt – the moment the machine moved for the first time. When the simulation we had worked on for weeks finally came to life. That feeling when something that previously existed only as a concept on a computer starts working in the real world as a physical, fully operational product.

Did you learn any technical or organizational lessons from the FlowIN project?

For an automation engineer, that's the purest form of satisfaction – creating something that not only works but can also be delivered to a customer.

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Definitely – on many levels.

Technically, I deepened my knowledge of new components, control methods, and the Beckhoff system, which I hadn't used so extensively before.

Organizationally, I learned how to collaborate with multiple departments at once. FlowIN had priority project status, so I had full support – if something needed to be changed, the design team responded quickly. That kind of collaboration brings enormous value – not just to the project, but to me as an engineer as well.

"The Eagle is about 30% faster with mild steel and seven to eight times faster with aluminum and stainless steel compared to the CO2 laser. The CO2 consumes more gas and power when idling than the Eagle does at full power. Since installing the Eagle, the business has grown by about 20% each year."

Rodney Trigg
CEO at Mildura Laser
AUSTRALIA

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