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Only Lectra for new DFM production plant

Lectra’s process expertise—and Versalis® solution—ramp up production capacity and reduce leather consumption for Poland-based upholstered furniture manufacturer DFM

Paris, November 3 – Lectra, the world leader in integrated technology solutions dedicated to industries using fabrics, leather, technical textiles and composite materials, is pleased to announce that DFM Sp. z o.o.—based in Dobre Miasto, in the Mazuria region of Poland—has chosen Lectra’s Versalis® leather cutting solution to boost the company’s production capacity.



Managed by a team with over 30 years of industry experience, DFM produces furniture—from initial concept to finished product—for customers from North America and most of Europe. DFM has been a Lectra customer from its opening. In 2015, the company enlarged its operations to include creating furniture for its own brands. To fulfill the growing list of orders, DFM recently constructed a six hectare extension onto the plant, upgraded the existing machinery and equipped the cutting room solely with Lectra solutions, including two Versalis Furniture cutting solutions.

“Offering our customers high-quality furniture and punctual delivery are DFM’s top priorities. Implementing the most efficient processes and equipping our plant with the best technology available is the best means to continue to achieve these objectives,” says Roman Dariusz Kołakowski, CEO, DFM.

Prior to acquiring Versalis, DFM’s operators used a combination of manual and automated leather cutting. Switching to Versalis is an integral component of the company’s strategy to guarantee maximum production efficiency and significant material savings. As leather costs rise and lead times shorten, using a manual cutting process has become impractical. With Versalis, DFM can eliminate manual cutting.

“As a long-time Lectra customer, we knew that their combination of advanced technology, services and cutting-room expertise would help us transform the way we work and ensure maximum cutting-room efficiency over the long term,” concludes Roman Dariusz Kołakowski.

Within the first few months of using Versalis, DFM reduced hide consumption by approximately 5 percent, significantly surpassing the savings expected following the preliminary return on investment calculation. Thanks to Versalis’ offline process, which separates the hide analysis, nesting and cutting phases, the company optimized nesting without affecting productivity.

In addition to improving material use, Versalis enables the company to optimize human resources by reducing the number of operators in the leather cutting room, and assigning them to departments where they have more value.

Process improvements will not only be limited to leather cutting. Already equipped with Lectra's marker-making software, Diamino® Furniture, its pattern-making software, Formaris® Furniture, and a Vector® fabric cutting solution, DFM now benefits from having its entire production based on a single, unified solution. This will facilitate communication and data-sharing between teams.

"Polish manufacturers are the cornerstone of the European upholstered furniture manufacturing industry and are quickly becoming major players in the global furniture market. Lectra is proud to share its expertise and technology with companies like DFM, whose dynamism and growth positively impact not just the company itself but the whole industry," states Céline Choussy Bedouet, Chief Marketing and Communications Officer, Lectra.

About DFM

DFM Sp. z o.o. based in Dobre Miasto specializes in the production and exportation of upholstered furniture to companies throughout the European Union and North America. High quality products and punctual deliveries are DFM trademarks. Teamwork and commitment to customer satisfaction are the driving forces behind DFM's dynamic growth. Satisfied customers are the key to the company's success. The company employs about 900 employees.

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

About Lectra

Lectra is the world leader in integrated technology solutions (software, automated cutting equipment, and associated services) specifically designed for industries using fabrics, leather, technical textiles, and composite materials to manufacture their products. It serves major world markets: fashion and apparel, automotive, and furniture as well as a broad array of other industries. Lectra's solutions, specific to each market, enable customers to automate and optimize product design, development, and manufacturing. With more than 1,500 employees, Lectra has developed privileged relationships with prestigious customers in more than 100 countries, contributing to their operational excellence. Lectra registered revenues of \$264 million in 2015 and is listed on Euronext.

For more information, please visit www.lectra.com

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