



Company Profile

Company name

Delta Usinage

Owners

Philippe Bochereau & Benoît Beaumont

Machines

CV5-500

Mazak Horizontal Machining Centers (multiple)

Quick Turn (Compact, Nexus and Smart series)

VARIAXIS i-500

VCN 430A, 530C

VTC Series (multiple)

Other Mazak Vertical Machining Centers (multiple)

Philippe Bochereau and Fabrice Landeau (Landeau Machines-Outils) in front of a Mazak CV5-500 5-Axis Machining Center.

Delta Usinage depends on the reliability of Mazak machines to satisfy its strong sales growth

Gasgas, Sherco, KTM, Beta, Husqvarna and Triumph Motorcycles are all big names in the motorcycle industry, and they have something else in common. Many of their vehicles are fitted with components and parts (for example handlebars, triple clamps and wheel hubs) manufactured by Delta Usinage (a subsidiary of the Neken Group, based in Angers). Founded around 20 years ago, this family business has continued its irrepressible growth rate using Mazak machining centers.

The mid-west region of France is not only known for its farming industry, its medieval history and its Renaissance castles. From the Vendée to Maine-et-Loire passing by Poitou-Charentes, many mechanical engineering businesses work alongside each other, providing income for thousands of households, exporting a significant volume of products and quietly contributing to the energy found in French industry.



Delta Usinage has been investing in Mazak machining centers since 2004.

Delta Usinage is one of these businesses. Created around 20 years ago, this company specialises in machining, die forging and technical aluminium forging, and is a subsidiary of the family-run group Neken, which was created in 1990.

The business has experienced strong growth for a number of years – even in 2020, the year of economic crisis – thanks to its extraordinary expertise in general mechanical engineering, and more specifically in the field of motorcycle parts.

“Of course, during the health crisis, the fact that motocross and trials take place outside boosted the motorcycle market,” explains Philippe Bochereau, Director and founder of the business.

“Likewise, in towns and cities, the street and touring motorcycle market skyrocketed.” This situation was a gift for the group, which employs 70 people (including 45 at Delta Usinage). It was able to increase its range of parts due to the recognition of its expertise by many manufacturers.



Neken very quickly became known to many motorcycle manufacturers as a quality handlebar manufacturer.

A market experiencing sustained growth requires high-performance, quality machines

An electrician by trade, Philippe Bochereau embarked on his journey in a garage in 1988. He was 23 years old and had just one idea: to design much sturdier motocross handlebars than those he had been using up until that point. "Having twisted my handlebars a number of times by falling awkwardly, I started to make my own using a bending machine and a polishing lathe," he explains. "Then, I built a small foundry. And within two years, in response to the large increase in volume, I founded Neken as a limited liability company to enable us to produce a thousand handlebars each month." Then, the expanding business began to experience double-digit growth (20% every year over a decade) and chose to diversify, turning towards machining.

This is how Delta Usinage came into existence. In partnership with Benoît Beaumont, Philippe Bochereau started to invest in machine tools. "To be more competitive and more profitable, we chose to expand into machining more complex parts, particularly for motorcycle manufacturers, which we still work with directly, such as GASGAS, Sherco and KTM. We were already supplying them with handlebars. Then they took confidence from the fact that they were already enjoying the value, service and on-time delivery offered by Neken. Now, we produce triple clamps, suspension levers and wheel hubs for them."

But to achieve this, Delta Usinage has had to invest in machine tools that are able to sustain a fast pace. In light of this, Philippe Bochereau made contact with Landeau Machines-Outils, which has been a machining solution and Mazak distributor for 43 years. "Our programmer had already worked with Mazak machines. After evaluating our needs, it turned out that these machines combined performance, ergonomic design and long-term reliability, which is particularly important to us as we run 3-8 shifts and quickly work our machines to breaking point due to our strong growth." To give you an idea of what this means, the business devotes no more than an hour per day, per machine to complete a few adjustments, required maintenance and tooling changes if required.



Well-known in the motorcycle industry, Delta Usinage is all about parts quality, while maintaining a fast production rate.

Flexible and simple to use

In addition to the performance of the numerous machining centers – VCN, VARIAXIS, HCN and other CV5's – Philippe Bochereau was also won over by how simple the Mazak machines are to use, particularly the CNC.

The simplicity of the MAZATROL programming language enables you to move productivity a step forward, particularly due to how quickly new recruits can be trained.

Likewise, the Smooth software and 3D Assist functionality makes it possible to create and approve parts prototypes and to meet requests for very small production batches (before moving to larger production runs). Also, automation has given the business flexibility, enabling it to increase its production capacity.

Robots have been fitted to the lathes and the machining centers, particularly for wheel hub production. They offer the flexibility to increase output and also to capture new markets.

But what has attracted the founder of the Neken Group and Delta Usinage more than anything is "the reliability, productivity and durability of these machine tools, which we tend to push to their limits in order to maximise production." In fact, this is currently the case due to the strong growth experienced by the company as it responds to new requests for machining projects and new products in the street motorcycle market (no longer solely in the motocross market).

Productivity and reliability: prerequisites for Delta Usinage

Of course, return on investment is not easy to calculate, and it varies depending on the product line and the company's scope to amend its sales prices (and therefore its profit margin). However, Philippe Bochereau and Benoît Beaumont explain that "with Mazak machining centers, we calculate a return on investment of between three years (in the best case) and, in most cases, five years." Bearing in mind that at Delta Usinage, the machines work without a break, following a 3-8 shift pattern. So, after five years, it all goes into the gross margin. As is the case in every mass production environment, all that matters is performance, machine reliability and aftersales support. "The teams at Mazak and Landeau Machines-Outils, our distributor, have been particularly quick to respond. Spare parts are always available and are delivered to us very quickly. If there is a problem, we receive a response within the working day, and not after two or three days as it is with some machine manufacturers."

Productivity gains can be between 15% and 30% with the latest-generation Mazak machines compared to the older generation Mazak machines from a decade ago. Significant progress has been made by the research and development teams, who are able to respond to the expectations of industrial businesses from all sectors and of all sizes. Admittedly, at Delta Usinage, we are essentially only comparing one Mazak with the next Mazak. However, this brand loyalty goes back to the early 2000s and so has lasted nearly 20 years. It is largely due to the quality of the machines and the consistency of their long-term performance. "With Mazak, we have chosen productivity and reliability," asserts Philippe Bochereau. "The machines give the right level of precision for our parts, with tolerances that operate at around 1/100 mm, and can handle high-repetition and fast-paced production."

To respond to the new requests that are flowing in from motorcycle manufacturers, Delta Usinage is currently acquiring a new machine – a sign that this connection, based on both technical expertise and human relationships, is not going to end any time soon.

For more information visit www.mazakeu.fr

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