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**HAINBUCH**

REPORT

ISSUE 29 THE MAGAZINE FOR CUSTOMERS, EMPLOYEES, AND FRIENDS

MULTI-TASKING

New jaw modules ensure flexible clamping solutions

CAPACITY TO SPARE

4-sided clamping vise – QUADROK plus

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HAINBUCH GMBH
SPANNENDE TECHNIK
Erdmannhäuser Strasse 57

71672 Marbach
Tel. +49 7144.907-0
Fax +49 7144.18826
sales@hainbuch.de
www.hainbuch.com

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EDITORIAL



Where are we heading ?

Dear customers, dear employees, and dear friends,

No one can foretell the future. Currently the direction the market will take in the future is unclear. And in such a situation it is good to act with foresight, and ideally already be two steps ahead. This is somewhat similar to the fashion industry, where the 2014 trends now are being made.

At HAINBUCH we also see ourselves as trendsetters. For example, our new jaw modules have absolute trailblazer potential. With this extension in the direction of jaw-chuck clamping, an entirely new clamping spectrum opens up for the users. Speaking of »opening up«, with HAINBUCH Austria we have increased the number of our subsidiaries to nine, and

thus take the continuing »Global Acting« trend into account. Considering that every second machine tool that is exported comes from Europe, and furthermore that consumption of machine tools has increased by 70% in the last 20 years, it is clear that there is potential in this area. Thus, intelligent production systems and a global partner relationship are in demand – against a backdrop of increasing cost pressure and competitive pressure. Add regional particularities, different markets, varying lot sizes, countless product variants, new materials, and the list goes on. All in all, not an easy task, but it is a task that challenges us, motivates us daily, and leads us to new innovations. You can see this for yourself on the following pages.

Sincerely,
HAINBUCH Executive Board

A blue ink signature of Gerhard Rall, consisting of stylized, overlapping letters.

Gerhard Rall

A blue ink signature of Hans-Michael Weller, featuring a long, horizontal stroke at the end.

Hans-Michael Weller

A blue ink signature of Sylvia Rall, with a distinctive, flowing script.

Sylvia Rall

Jaw module with SPANNTOP or TOPlus chuck

A clamping solution for all situations

With the new »jaw module generation« in the HAINBUCH modular system, you always have the right clamping device on hand; this is what multitasking looks like today in the area of workholding technology!



A multitasking hero is in the starting blocks!

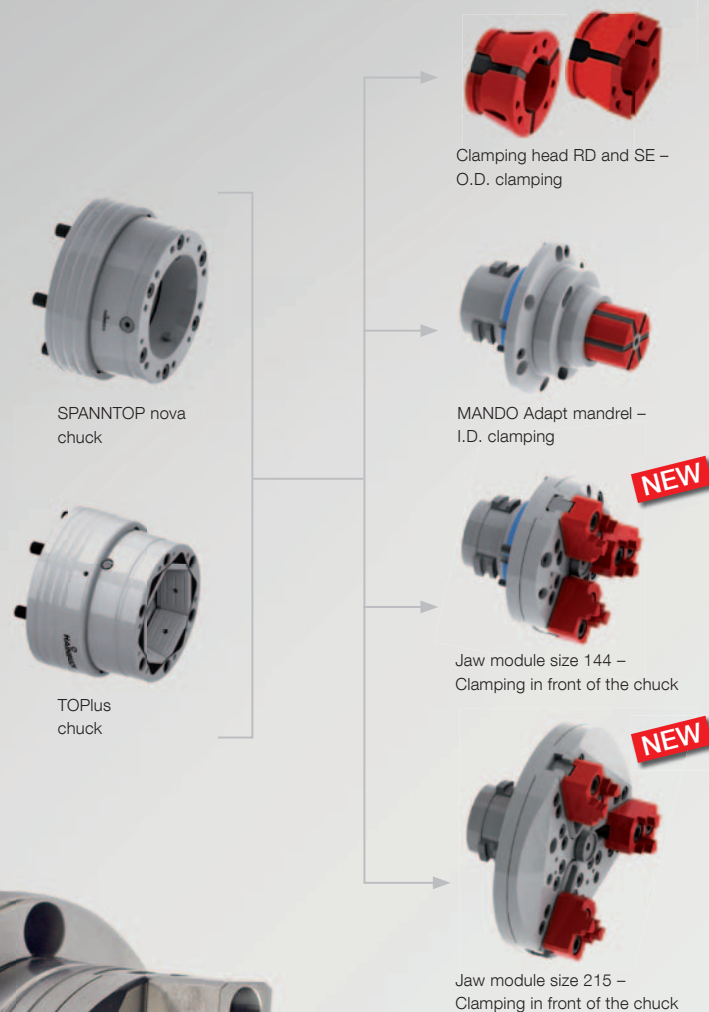
HAINBUCH now presents a jaw module that is small, flexible, and that can be changed quickly, nevertheless it covers an extensive clamping range. And best of all: Together, the two partners, SPANNTOP/TOPlus chuck and jaw module, result »not just in a jaw chuck« but rather constitute an extremely flexible clamping solution. Mandrels and clamping heads can also be used in the basic unit. The new jaw module completes the circle and brings in a new clamping dimension that opens up even more possibilities for users – at less weight and with a smaller interference contour. In short: The perfect 3-in-1 combination for O.D. clamping, I.D. clamping, and jaw clamping.

»A great little idea«, at the time this is how VW advertised the introduction of the »Lupo« model, and the statement is also quite appropriate for the new jaw module. The new jaw module has nothing in common with the large, heavy, energy sapping big jaw chucks that can be found in many machine shops; where their size is more of an obstacle than an advantage. These heavy chucks put load on the machine spindle and are slow to accelerate and decelerate losing time and using energy. This takes longer for the part to be produced and hence makes it more expensive and also wears the machine bearings out quicker. In the final analysis the squandering of energy and piece rate time represent costs that today no one can afford or wants to pay. Let's assume that someone purchases a lathe/milling machine with spindle taper KK6. In this case the workpiece is 10 to 200 mm in diameter. To cover that range a machine with a 215 jaw chuck is purchased. However, 80% of the components are in a clamping range of 100 mm and smaller. And here the dilemma arises that in practice you have to cope with daily: Large clamping device – small workpiece. It is difficult to get all of the tools in place, often the tools will not reach center line, and often special tools are required with longer reach increasing vibration and losing accuracy, also there is a high risk of collision.

Small workpiece = small clamping solution

This is the simple formula of our new modular solution. Using the new small jaw module, about 80 % of usual components are covered, and for larger components it can be easily changed over to a large jaw module within 30 seconds. The basic unit is a SPANNTOP chuck or TOPlus chuck. So add to this the jaw modules, clamping heads and mandrels; you achieve reliability, accuracy, and safety that traditional jaw chucks lack especially for I.D. clamping.

Clamp from inside with a jaw chuck – at any rate this is hardly done by anyone. Those who have experience with HAINBUCH mandrels are aware of the unbelievable, even seeming almost impossible clamping situations that are feasible. The new jaw module now completes a clamping system that offers the right solution for each clamping situation, without compromise.



Key advantages

- Minimal interference contour, optimal utilization of the jaws
- Flexible, fast and repeatable change-over to clamping head or mandrel clamping
- Deadlength clamping with jaws [e.g. claw jaw clamping on the blank]
- Rigid workpiece clamping with pull-back effect through the use of clamping head or mandrel [e.g. short clamping for machining finished parts]
- Full passage with actuation of the clamping head
- Ideal for sensitive clamping and delicate components
- Can be used as a pick-up chuck on sub spindles
- Also excellently suited for stationary use

The new jaw module is a simple, module-oriented solution for fast clamping to a clamping range of 200 mm, and it is available in two sizes:

Size 144, clamping range from 25–115 mm
Size 215, clamping range from 25–200 mm

Off-the-shelf or

At HAINBUCH everything is included.
Whether a clamping solution manufactured
specially for you, or a standard article from our
product range – we are your reliable partner.



Face driver adaptation

Take it to the limit

Practical, when you can machine a workpiece over its entire length. It is even more practical, if in addition the re-clamping can be dispensed with. First, this increases concentric precision, second, formal and position tolerances »stabilize«, and third, our face driver adaptation is also assembled 1-2-3. Simply insert it in the clamping device, tighten the three screws, that's it! And our CENTREX interface ensures perfect concentricity.

Available for the following clamping devices:

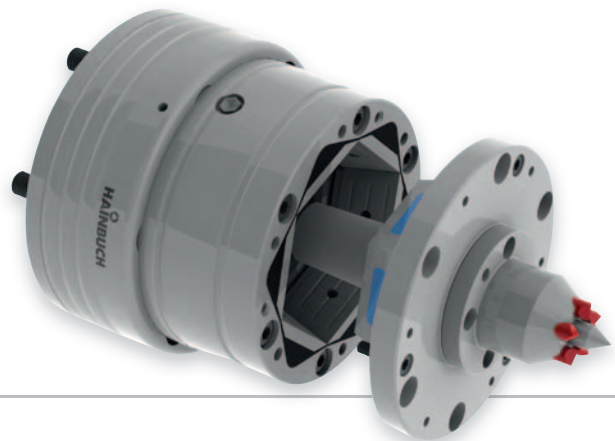
TOPlus chuck: size 52/65/100

SPANNTOP nova chuck: size 32/42/52/65/80/100

TOROK SE manual chuck: size 65/100

TOROK RD manual chuck: size 52/65/100

TOPlus chuck and face driver
adaptation with hardened and
spring-loaded center ▶



customized?

Morse taper adaption [MK4]

And we now have another practical clamping helper that is brand new in the product range, and that gladly accommodates tools, centers, and face drivers; ideally, together with our HAINBUCH clamping devices. Just three screws separate this inner connection. As soon as you tighten them, thanks to the CENTREX interface you also have optimal concentricity qualities. By the way, Stephen Morse invented the Morse taper. And he did it at the end of the 19th century. More than 100 years later we have »adapted« and perfected it. Thank you Mr. Morse for this small, brilliant invention.



Available for the following clamping devices:

- TOPlus chuck: size 52/65/100
- SPANNTOP nova chuck: size 32/42/52/65/80/100
- TOROK SE manual chuck: size 65/100
- TOROK RD manual chuck: size 52/65/100

TOPlus chuck and Morse
▼ taper adaption size 4



Adjustable bolt chuck

A genuine special case

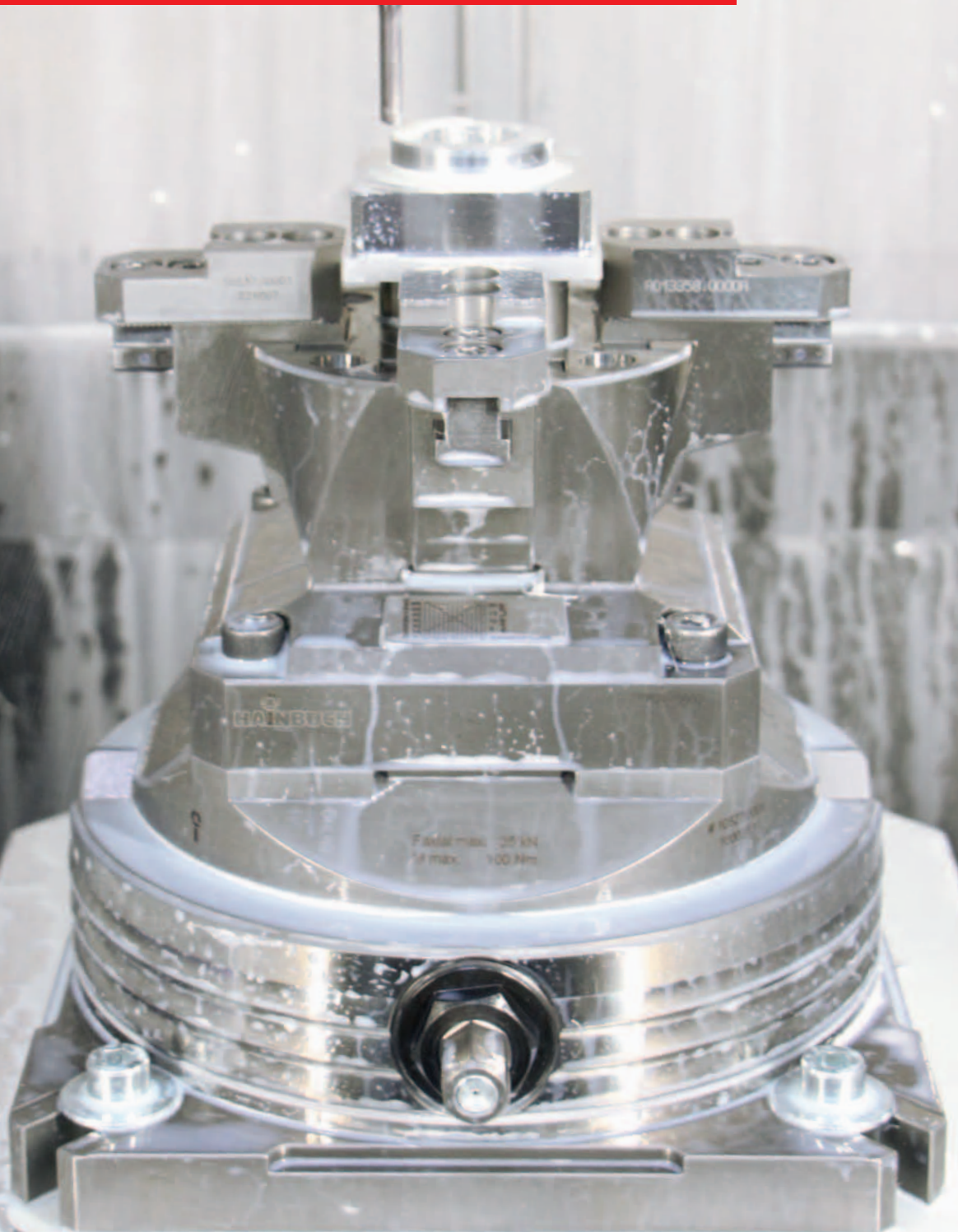
Clamp with or without pull-back? The question is irrelevant with our latest special design. With this bolt chuck the pull-back can be variably adjusted, extending to pure radial clamping. Moreover, this chuck really shines with a minimized interference contour, a resistance to contamination – thanks to strippers and seals – as well as with integrated coolant supply and air sensing control. And between the clamping positions it offers a lot of free space for machining with driven tools – at a clamping range from 70 to 120 mm. Thus, in the future, even thin and delicate workpieces are no longer a problem, to say nothing of the fact that, plus it is no longer necessary to have two clamping devices on hand and to convert them as needed. When you have special requirements, we are the right partner for you – guaranteed.



4-sided clamping vise QUADROK plus

Capacity to spare

We call it HAINBUCH mathematics, the company, Rodriguez calls it the 5x1 from HAINBUCH. The fact is: Since using the QUADROK plus the drive specialist has been saving, and still is.



The great plus – how it all started

Thin ring bearings and special bearings, linear technology, as well as complete assemblies – this is the daily business at Rodriguez in Eschweiler,

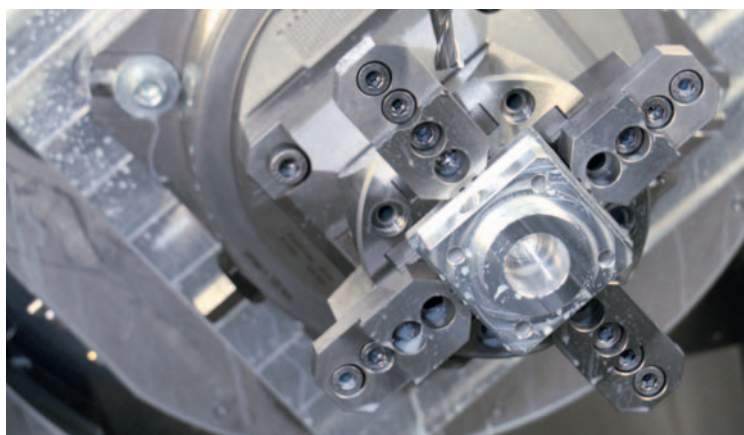


Germany. It is clear that the product range of the workpieces to be manufactured is large, however the number of units is somewhat small. »Over time our 3-axis machine was no longer equal to its task«, explains Andreas Neuweiler, Product Manager – Linear Technology, »much too slow and imprecise. For a flange shaft bracket we needed three clamping processes and seven minutes per part, plus set-up time.«

For Neuweiler, who occasionally also managed production, an unacceptable state. He wanted fewer clamping set-ups and complete machining.

Dream team: Hermle C40 and QUADROK plus

The right machining center was quickly found: The powerful C40 5-axis machine from Hermle. The only thing missing was a precise, secure clamping system that would allow the C40 to fully exploit its strengths. Neuweiler found the companion piece in the QUADROK plus from HAINBUCH. The 4-sided clamping vise covers a wide variety of clamping situations, thanks to the compensating clamping it can also handle larger material tolerances, and it always holds the blank in the middle. »Now with a single system the components can be machined on five sides in one clamping set-up«, states Neuweiler. »Scrap is minimal, set-up is significantly easier, and today we can machine a flange shaft bracket in five minutes. However, we do it with much greater accuracy and greater process reliability.« Here the investment has already paid for itself. The QUADROK plus scores and Rodriguez saves. What more could you ask for?



Are you also profiting from our workholding solution?

If so, discuss your application with Melanie Bernard, tel. +49 7144.907-219, your contact at HAINBUCH where success stories are involved. She ensures a smooth course, so that nothing stands in the way of publication in a trade journal.



Facts – workpiece

- Flange shaft bracket for shafts
- Linear technology components
- Material: Aluminum

Machining

- Drill-finishing of the opening/shaft passage
- Introduction of mounting bores/geometries
- Trimming of the workpiece

Facts – QUADROK plus

- All-round 4-sided clamping through compensation of the jaw pairs
- Active pull-back for high rigidity and powerful workpiece clamping
- 5-sided machining with one clamping set-up
- Repeatability <0.01 mm in all axes
- Accommodation of rough material tolerances to ± 1.0 mm
- Modular design, can be changed quickly with extremely high change-over accuracy

Key advantages/savings

- Process reliability
- 5-sided machining
- Machining in 5 instead of 7 min.
- Set-up time minimization
- Compensation of the jaw pairs accommodates greater material tolerances
- Only 1 % instead of 15 % scrap
- Extremely precise results



Experiences with »a-ha« effects

Workshops at HAINBUCH

In addition to the established technology forum, the workshops provide fresh ideas, when it comes to machine down times, interfering contours, and set-up times in the practice.

It all started with our Technology Forums. That was over 10 years ago. However, our users' thirst for knowledge is unabated. Once a person attends a forum, he gladly becomes a repeat attendee. However, we would not be HAINBUCH if we did not continuously expand our event series or if we did not continuously offer something new and individual.

Such as our »Milling« workshop, in which our customers become familiar with an abundance of alternative technology and techniques for their daily practice. Vibration, service life, interference contours, and set-up times – after spending this day with us the participants will see all of these aspects in a completely new light. The same applies for our new »ZerspanerZirkel« [Chipper Circle]. Here everyone will experience every single step of the manufacturing process in detail, get worthwhile tips from experts in their field, and profit from concentrated know-how. From CAD model to measurement of the finished part.

Get new thought-provoking concepts for increasing the quality of products and reducing costs. Enter into dialog with us and discover entirely new process potential. One may meet an old acquaintance or two at one of our events. On our side all guests can always rely on top quality presenters, and also rely on our satisfaction guarantee. If clients are not satisfied with the quality of one of our events, they will get their money back. No ifs, ands, or buts.



The lounge of the NEULAND Technology and Competence Center offers during the breaks a relaxed atmosphere to share and exchange know-how experiences.



All events take place in Marbach, Germany



PERSONALLY!

We will reveal a little more about one of Germany's top trainers, who has been one of our regular trainers for years.

Daniela A. Ben Said started »at the very bottom«. Half Tunisian, things were not easy for her here in Germany. Prejudice, modest circumstances. But she fought her way through, she cleaned, worked in the french-fry stand, and held her first seminars in the supermarket. Actually the lively power woman wanted to become an attorney. But it's hard to imagine her in a large law firm behind a mountain of files. After a few semesters of law she changed to psychology, and in 1998 became an independent trainer. On the day before Christmas Eve 2011, she purchased an old farm in the Lower-Saxony town of Lüstringen, Germany, which she completely renovated in just nine months. Here she works and lives on her »Training Farm«. Together with 6 horses, 4 ponies, 7 chicken, 4 ducks, 5 geese, 2 sheep, one dog, and a buzzard. The »critters«, as she calls them are her passion. Or at least one of her passions. The other is coaching. And often she combines the two: »Horse training« or training course with a buzzard enable executives to gain totally new experiences. Who would ever have thought.



Whoever attends one of her events experiences pure infotainment and gets clear and simple concepts that can be implemented immediately. The fact that they also work, is impressively demonstrated by her own enterprise. Thus, it is no wonder that world-famous companies are standing in line for her services. Her customer list is a cross-industry Who's Who – from Hewlett Packard to REWE, Audi, L'Oréal, to the Deutsche Bahn – and HAINBUCH is in the thick of things. Even the press is unanimous with regard to the author of 3 books and winner of the 2008 Coaching Award: »One of the most authentic and best trainers in Germany!« Time to experience [re-experience] her at one of our Technology Forums!



Our gate to

From Marbach to the far east ...

It all started in 1995 with a representative office in the German Centre in Singapore. At the time no one could yet foresee how rapidly and with what promise the Asian market would develop. However, the fact that it had potential was clearly evident. Yet there were not only language barriers, here totally different cultures collide.

Now, from a purely visual perspective, West and East have come closer together; culturally, however, they are still worlds apart. On the other hand this can no longer be said with regard to technology. In many areas the Chinese have caught up. However, they are also very capable of appreciating good western products, such as the clamping devices from HAINBUCH. These products are now enjoying

growing popularity in the Chinese industry. However, this took some time and a lot of »Guanxi«. In other words, a good network; this is the key factor in China. Professionally as well as privately. Nothing much goes on here without connections. Over the course of the last few years the connections have also been growing in our representative office. For just about two years, HAINBUCH Shanghai has been a wholly-owned subsidiary, with a new address and the staff is increasing. Rating: Capable of development.

 **Shanghai**
HAINBUCH
WORKHOLDING TECHNOLOGY

1/F, West building
No. 388 East Kangqiao Rd.
Pudong, Shanghai 201319
Tel.: +86 2120916384
Fax: +86 2120916383
email: sales@hainbuch.cn
Website: www.hainbuch.cn



Asia

TWO MONTHS IN THE MIDDLE



INTERVIEW WITH
Karin Schweda,
Marketing Specialist
at HAINBUCH

OF SHANGHAI



From placid Marbach, Germany to the bustle of Shanghai. How was it at the beginning?

KS: There was a bit of culture shock, although as a native-born American I am used to superlatives. It starts with the street signs. As a foreigner you are illiterate here. I was glad that someone picked me up at the airport so I did not have to ask directions. And then the traffic here. This is really »Street Darwinism«. Here might is always right. And has the right of way. All quite adventuresome.

And what's it like working in such a world metropolis?

KS: I would say it's different, big city flair. HAINBUCH Shanghai »resides« here in a gigantic office complex, however the furnishings are somewhat spartan. No plants, no decor. However, the employees are motivated and even small technical acquisitions facilitate the work incredibly. Structures and procedures that we know from Marbach have yet to be established here.

You were part of the HAINBUCH presence at CIMT 2013 in Beijing. How were the products received?

KS: Very well. And not just the products. We were also able to score points with the consulting. It's simply a different situation when you have Chinese personnel on site. A relationship is there immediately, this is very important for the Chinese. Also in business life. If you only know a stranger through an acquaintance, that's enough for trust. It was not the first CIMT that we



participated in, however I think it was one of our best. You can tell that the awareness level for HAINBUCH is increasing.

What were the highlights for you outside of office hours?

KS: Naturally the Great Wall of China, an ancient monument with history, was very impressive. And the regional cuisine was a culinary experience. You always hear these creepy stories about roast dog. Naturally its available but its very expensive. In other words it won't be served to you just for fun! I tried a few Cantonese dishes, but »snake ragout«, for example takes a little getting used to for the western palate. Fortunately there was also lot of fish and other seafood to choose from.



What are you taking back with you from your time in Shanghai?

KS: The picture of a colorful, vibrant city that for two months, was my home. And that taught me a lot in terms of dealing with each other, for example the Chinese complain politely, but with insistence and thus achieve their goal with a smile. And they are decidedly social. The more people around him the better a Chinese person feels. I was so many hundred miles away from Marbach and somehow I felt at home. It was an unforgettable time for me and it will certainly not be the last China sojourn.

Thank you Karin Schweda for the informative interview!

NEW MAN IN TOWN

HAINBUCH America is in transition and has a new president at the helm. James Woods has ambitious plans and relies on »Quality made in Germany«.

Sylvia Rall, Rebecca Kleefish, Gerhard Rall, and James Woods
[left to right] at the official ribbon cutting ceremony



Under new management

Since the end of last year all indicators point to growth for the HAINBUCH subsidiary in the USA. First the move into a new building, which with a total of 2000 square meters and a separate manufacturing hall, offers an abundance of development potential for production and administration. Since May 2013, a new President has also been on board. »We wanted an experienced pro«, states Managing Director Sylvia Rall, »a professional who knows what makes medium-sized companies tick, and who has already worked in a leading position.« With the American, James Woods, HAINBUCH has made a good choice: 23 years of experience in the machine tools industry – naturally in theory and practice, successful management of an American medium-sized company, and now HAINBUCH as well.

HAINBUCH must become better known

If you ask the new President what his plans are for the next few months the answer is: »People must know of what high quality the HAINBUCH products are; we are still not promoting this enough, and the level of awareness is much too low.« Thus, for the next few months, Woods will first concentrate on advertising, so that the HAINBUCH name will soon become as well known in the USA as it is in Germany. A real gargantuan task, given this huge country. However, Woods is confident, ready for action, and he has already taken the first step toward more awareness, with the open house dedication party, attended by many prominent guests: Wisconsin Lieutenant Governor, Rebecca Kleefish,

who together with Gerhard Rall cut the red ribbon and thus officially transferred the building to the owners. In addition, Wisconsin State Senator, Alberta Darling, Wisconsin State Representative, Dan Knodl, and Germantown Village President Dean Wolter, were also there. And all were happy that such an innovative company was investing in the location and creating jobs. This was again expressly emphasized by Governor Kleefish in her speech.



Thus, we can be justifiably excited to see what our subsidiary does in the months to come. In addition to extensive advertising activities, naturally an increase in employees is also planned. Ultimately HAINBUCH America wants to secure its share of this strong market, and not just scratch the surface. And to do this manpower is not the least of the requirements. Seven new positions are planned by the end of the year, which will increase the total number of employees to 26. »Our turnover has tripled in the last three years«, notes Sylvia Rall, »but there is much more potential in the American market. There is still plenty of room for growth.« So now: Go for it!



The team on the day of the Open House

Hello Austria



With Austria HAINBUCH founds subsidiary no. 9

The newest member of the international HAINBUCH family only started doing business this summer. We have always had a good relationship with our Austrian neighbors. And with GGW Gruber in Vienna we had a dealer who took care of all federal states for us. This will remain so. However, the Austrian market offers a lot of potential and thanks to the density of industry it also offers an active demand for custom clamping solutions. Our new subsidiary, HAINBUCH Austria, has chosen Salzburg, the fourth largest city in Austria, as its location. Due to its easy access the »Mozartstadt« is the ideal location for meeting the clamping

requirements of our customers. The fact that Austria is close to us linguistically and geographically is a practical advantage. Naturally this makes it much easier to establish ourselves here. Nevertheless, Jürgen Schmidhuber, our man in Outside Sales is a »native speaker«, who knows and understands the cultural subtleties. Our Marbach employee, Rainer Bürkle, Area Manager in the Export Department, who is supporting the initial phase on site, can learn a lot of new things. The intercultural clamping dialog has already got off to a promising start. After all, we are not entirely unknown in the Alpine republic.



Personnel NEWS

More power for HAINBUCH. Our new additions are versatile talents with an abundance of practical experience and they are at your service, starting immediately!

Janina Biedron is a real power woman. In the future, the trained machinist, who also has a degree in technical administration, and is now studying mechanical engineering »on the side«, will be supporting our Key Account Managers in word and deed. And naturally she will offer the same support to our customers as well.

■ She likes HAINBUCH, because she could immediately identify with the corporate philosophy, she appreciates the »team spirit« in the enterprise, and also because the customer gets the quality that he was promised.



Team drumming at the FESTO Educational Fund Network Meeting

The Festo Education Fund, established in 2007, creates financial scope by providing loans for people who are studying. In addition to numerous qualification possibilities, internships with the participating network partners are also offered on a consistent basis. After all, Germany as a business location is only as valuable as its up and coming generation. And this is what the education fund wants to promote in the best manner possible. Since October 2012 HAINBUCH has been a partner of the Festo Education Fund. One good reason why this year's Network Meeting took place in Marbach. True to the motto, »Design your future« various entry level and career opportunities for students are also offered in Marbach, which only a few people had heard of before the meeting. Shortly thereafter at HAINBUCH the first applications for foreign internships, were received. In addition to a lot of contacts, a »Speed Dating«, through which the students and companies could become better acquainted and there was also an energy-charged drum workshop. Team building in a somewhat different style.

For Gerhard Rall the Festo Education Fund is the »Facebook of the Industry« and for those who would like to pursue higher education possibilities, but whose financial means are limited, it is an »incredible opportunity«.

More in this regard at www.festo-bildungsfonds.de

Although **Rudolf Meyer** indeed bears a common german name, he is anything but a common man. In terms of tools the native Paderborner knows what he's talking about. These are ideal prerequisites for taking care of the territory of our former sales agency, starting in the fall of 2013.

■ He likes HAINBUCH because the clamping device is the connecting link of good manufacturing – just like the employees are the connecting link to the customer. He is fascinated at how we master new challenges every day.



Anke Reichenecker after two years in Personnel Development, is now taking over the **Marketing Management**. In 2006 she started as Product Manager for our services – at the time this area was still in its infancy. Now HAINBUCH has an impressive service portfolio! And she also left her mark in the development of our employees. We extend our best wishes to her for the new challenge.





Red, large, and brand-new

On more than 500 pages the new HAINBUCH catalog offers effective, practical and modular clamping solutions for [almost] all clamping positions. A DVD with films, step files, and the e-catalog to boot. Those who prefer it small and handy can also have the price catalog as a USB stick.

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