

SEPTEMBER 2019

**HAINBUCH**

REPORT



ISSUE 35 THE MAGAZINE FOR CUSTOMERS, EMPLOYEES, AND FRIENDS

RELAXED CHANGE-OVER

NEW: centroteX S
standardized quick change-over
interface for small spindles

SET-UP FOR THE FUTURE

Interview with Sylvia Rall,
Managing Director

SEEMINGLY THE BEST OF FRIENDS

Steel, chips, and digital data

FACTS & FIGURES

INTERNATIONAL **12** SUBSIDIARIES

WORLDWIDE MORE THAN **850** EMPLOYEES

1000 SPECIAL SOLUTIONS EVERY YEAR

FOUNDED IN **1951**

INDUSTRY **4.0** DIGITAL FUTURE SOLUTIONS

45 DESIGN ENGINEERS

SPANNTOP INVENTED IN **1977**

IQ CLAMPING DEVICES WITH INTELLIGENCE

CFRP LIGHTWEIGHT CLAMPING DEVICES
MADE OF CARBON FIBER

MORE THAN **150** PATENTS

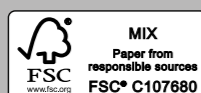
IMPRINT

Editors: Cornelia Riek and Melanie Bernard
Design: Stefanie Dietrich
3D graphics: Felizia Rommel
Printed by: Hirsch, Brückenfeldstrasse 54, 75015 Bretten,
Germany

Picture credits
p. 3, 5, 12, 13, 15, 18, 19 & 21 R. Breitenbacher,
p. 10 & 11 TECN'È, p. 8, 14, 16 & 19 shutterstock.com,
p. 6, 14, 20 & 22 iStock.com, p. 20 & 21 stock.adobe.com

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Printed on FSC®
certified paper

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Dear customers, dear employees, and dear friends,

Sometimes you can only achieve a major goal by taking very small steps, and sometimes you may even have to take a step backward instead of forward. This is what we experienced with the migration to SAP. One year became two years, and the workload was enormous for everyone. However, with concerted efforts, our amazing employees, and with you, our loyal customers, we achieved our goal and are set-up for the future.

In spite of this difficult time, we have developed and launched new product sensations on the market. In this issue, we focus on the »little products« that do big things and enable you to work with less stress. For example, our smallest standardized quick change-over system, especially for small

spindles, the TESTit small and handy clamping force gauge, as well as our accessories – the little helpers with big capabilities.

However, in addition to new products, we are also working on implementing our digital strategy. In this regard, we have brought a specialist on board, who is responsible for company-wide implementation of digitization. But he is not our only specialist. There are also specialists for our products, e.g. for a wide variety of industries. So if you are looking for an optimal clamping solution for your workpiece and for your industry, you've come to the right place. Why? This you will learn on the following pages.

Sincerely,
HAINBUCH Executive Board

Gerhard Rall

Hans-Michael Weller

Sylvia Rall

Interview with Sylvia Rall, Managing Director of HAINBUCH

HONEST WORDS »SORRY FOR OUR POOR PERFORMANCE OVER THE PAST YEAR«

Thank you dear customers for being so patient with us. You really had to put up with a lot last year.

HAINBUCH has been through a turbulent year; what was going on?

S. Rall: We had an exorbitant number of incoming orders, which was fantastic and due to the good economic situation. But it was also a real challenge for us, since at the same time we were successively migrating to a new ERP system and had turned the whole company upside down.

Why did you decide to migrate to a new ERP system?

S. Rall: Competition is getting tougher for everyone, customer inquiries are becoming more and more specialized, and ideally everything should have been delivered »yesterday«. Thus the requirements imposed on the internal processes, and also on the enterprise resource planning system, are also increasing. We had gone as far as we could with our old system. A high level of transparency throughout the entire order workflow, constant availability of the most important data, and the possibility of internationalization are absolutely essential in order for us to remain competitive. We had to act to be set-up for the future. There was simply no way around it.

When did this mammoth project get underway?

S. Rall: In 2016, we compared different suppliers, tested and reviewed their offerings, and ultimately chose SAP. Then the

project was launched in January 2017 with a project team of 50 employees and external consultants.

What goal did you set for yourself?

S. Rall: Today we must confess that it was quite an ambitious goal. We wanted to change over to SAP within one year. But in the course of the project we learned just how far off we were, and had to deal with harsh reality.

What do you mean? What date did you have in mind at the time?

S. Rall: What can I say? We knew it would be hard and strenuous. But it got even harder. We even postponed the change-over twice; we did not go live until August 2018. At that time we were virtually certain that nothing could go wrong now, and that things would run smoothly – except for a few minor adjustments. After all we had meticulously tested everything in advance, scrutinized every tiny detail, examined and adapted every process.

So after August everything was running?

S. Rall: Unfortunately not! We had massive problems with our migrated data. Several major bugs and new bugs on a daily basis made life difficult for us. And then we had to deal with the high level of incoming orders and our backlogs.

Of course we were really happy that we were able to keep work running over the entire transition period. This is not always the case with such a change-over.

But we know that keeping work running is not enough! Our customers had to put up with a lot. They had to have infinite patience with us. And who has infinite patience? Virtually no one – particularly not when they themselves are in a tight spot with their customers, when machines have to be delivered or start of production is scheduled.

What did you do to alleviate this situation?

S. Rall: Naturally, we implemented every conceivable measure to get back on track quickly. All projects that did not have anything to do with customer orders were put on hold for the time being. All manpower was deployed in areas where there were extreme bottlenecks. Employees from Marketing, Product Management, Design, the HAINBUCH Academy and R&D supported Sales, Production, Assembly, and Shipping all pitched in to help.

Were additional investments required?

S. Rall: We built up and expanded production capacities worldwide and invested in new machines. We also took over a job shop to further increase capacity. Likewise, we expanded our SAP team. Warehousing and Goods Receipt were completely restructured. In January 2019, we started construction of a new building for this purpose. We will move into it in October. We have great expectations for the space we gain with the new building. Now we can finally turn a lot of ideas on how we can become faster into reality. All in all: We have taken on a great deal, but we aren't there yet.

Anything else on your mind?

S. Rall: Yes, there's one more thing I want to say: The customers had an extremely difficult time with us and we lost a lot of credibility. Over months always the same statements, SAP, SAP, and SAP again. At some point people can no longer stand to hear this.

Basically, we had a heart transplant. To get back in shape after such a surgery,

this is what we are working on every day with all our might. So that in the future, you can say again: »HAINBUCH is my favorite partner for clamping solutions, because I can rely on them!«



RELAXED CHANGE-OVER

WITH OUR SET-UP SYSTEMS YOU
WILL BECOME A SET-UP FAN

NEW: centroteX S

standardized quick
change-over interface
for small spindles

Sounds familiar? Another job comes in that you must quickly fit in somehow, and you realize that you cannot machine this workpiece with the clamping device that is on the machine. Therefore: Everything must be changed over! This demands a lot of time and a lot of money, not to mention the strain on your back. This is anything other than relaxed work ...

But you may have already heard of our quick change-over systems. We have already equipped several thousand machines with our centroteX quick change-over interface. The investment is low, but the savings per year are incredible. centroteX will make you a set-up fan as well – just like our enthusiastic customers.

Every minute the machine stands still costs time and money. Shorter product life cycles, smaller lot sizes, schedule pressure, components that are more complex, materials that are more demanding, the increasing energy costs and material costs – today all of these factors are forcing enterprises to seek ever greater flexibility. Multi-functional clamping devices are in demand. However, the more complex the clamping device, the more compromises in terms of holding power and accuracy you will have to deal with. Not with our quick change-over systems; these are the interfaces between machine spindle and clamping device that fit on almost every machine. With these systems, within a few minutes, indeed even in seconds, the optimal clamping device is set-up. And this is accomplished with a repeatability of up to ≤ 0.002 mm on the interface.

The latest quick change-over variant centroteX S – the small version – is suitable for clamping devices up to an outer diameter of 220 mm and effective in small and compact machines where overall size is at a premium. With centroteX S you can change the clamping device manually in less than a minute, because you only have to loosen one actuating screw. In addition, it is resistant to contamination and designed for ergonomic handling.



OUR SET-UP SYSTEMS AT A GLANCE. HOW PEOPLE ARE MANUFACTURING TODAY.

It used to be that set-up clamping devices determined the job processing sequence; those days are gone forever. With the quick change-over systems, not only do you reduce set-up times, you also use the clamping device that is always perfectly matched to the machining at the right time.

The results: Higher accuracy, higher metal removal rates, lower piece rates, and shorter throughput times; back relief with our Monteq changing fixture, and stress-free work.

	NEW: centroteX S  AVAILABLE EARLY 2020	centroteX M 	mandoteX 	Sonderausführungen 
Description	One of the smallest standardized quick change-over systems on the market – particularly for small spindles	Standardized quick change-over interface with an extensive assortment of clamping devices	Standardized quick change-over interface especially for mandrels	Individually adaptable to machine and clamping device
Technology [locking and centering]	<ul style="list-style-type: none"> One radial locking screw μ-precision self-centering through CENTREX 	<ul style="list-style-type: none"> 6 axial rapid action screws μ-precision self-centering through CENTREX 	<ul style="list-style-type: none"> 3 axial screws μ-precision self-centering through CENTREX 	<ul style="list-style-type: none"> Individual μ-precision self-centering through CENTREX
Spindle nose	A2-5, A2-6, AP140, AP170	A2-6, A2-8, AP170, AP220	A2-5, A2-6, A2-8, AP140, AP170	Individual
Change-over time of the clamping device	approx. 1 minute by hand approx. 3 minutes with positioning aid	approx. 5 minutes	approx. 1 minute	approx. 0.5–5 minutes
For which machines/ main applications	<ul style="list-style-type: none"> Lathes and grinding machines up to thru hole capacity 52 mm Vertical lathes 	<ul style="list-style-type: none"> Lathes up to thru hole capacity 110 mm 	<ul style="list-style-type: none"> Lathes and grinding machines with or without thru hole capacity 	<ul style="list-style-type: none"> Lathes Grinding machines Vertical lathes Machining centers
Positioning aid	Changing fixture Monteq S	Changing fixture Monteq	None, by hand	Individual
For which clamping devices/ mandrels	<ul style="list-style-type: none"> TOPlus mini chuck size 26, 40, 52, 65 SPANNTOP mini size 32, 42, 52, 65 Jaw chuck size 215 InoFlex VT-S 215 MAXXOS T211 size A – F MANDO T211 / T212 size XXS – 5 	<ul style="list-style-type: none"> TOPlus mini chuck / TOPlus size 65, 100 SPANNTOP mini / SPANNTOP nova size 65, 100 Jaw chuck size 165, 260, 315 InoFlex size 165, 260, 315 MAXXOS T211 size A – F MANDO T211 / T212 size XXS – 5 	<ul style="list-style-type: none"> MAXXOS T211 size A – F MANDO T211 / T212 size XXS – 4 	<ul style="list-style-type: none"> Individual up to clamping device $\varnothing \leq 500$ mm



SUCCESS STORY WITH MECCANICA MERLETTI,
MANUFACTURER OF PRECISION PARTS
FOR THE AEROSPACE INDUSTRY

A STRONG TEAM

Two all-stars – the modern MAZAK Integrex 200 multi-function machine and the centroteX quick change-over system – ensure lightness and versatility.

The right combination of machine tool and clamping device ensures the greatest possible increase in production efficiency by reducing set-up times. With our centroteX quick change-over system, Meccanica Merletti employees can change-over in the shortest possible time, and thereby reduce machine downtimes.

As in every other industry, in recent years attention has been increasingly focused on machine downtimes. A machine that does not make chips incurs costs that will unavoidably be shifted to the end product. Furthermore, production batches are becoming smaller and smaller numerically.



Testing some components for the aerospace industry.



From left to right: Gianluca Carnio [ERGG], Gianluca Fusilli [HAINBUCH], and Fabrizio Pilotto [Meccanica Merletti]

With these requirements in mind, Meccanica Merletti, founded in 1972 in Arsago Seprio [Italy], decided to equip the modern multi-function machine with the centroteX quick change-over system to make it even more efficient.

High-speed set-up and flexible use

The system consists of a basic flange [machine adapter], which is mounted on the spindle nose of the machine tool. Thanks to a common coupling interface, the most suitable clamping device for the specific requirement can be inserted into the basic flange. This allows fast change-over from O.D. clamping to I.D. clamping or change-over to a chuck of any other type or from any manufacturer.

Implementation of the basic flange on multiple machines makes it possible to use the clamping devices that are present in the company across machines. Maximum RPM is determined by the mounted clamping device and not by the centroteX quick change-over system.

Efficiency up, production idle time down

The speed with which it is possible to change the clamping devices enables incredible versatility for a machine tool. With this kind of flexibility even small batches can be produced profitably. Reduced set-up times and the associated drastic reduction in downtime costs ensure the shortest ROI possible.

In addition, Meccanica appreciates the incredible precision and rigidity of the workpiece clamping; characteristics that make it possible to achieve consistently high production standards.

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centroteX facts

- Clamping device quick change-over system
- Drastic reduction of clamping device change-over times
- Repeatability between machine adapter and clamping device adapter ≤ 0.002 mm – without having to align
- Machine-overlapping utilization of clamping devices
- Power actuation or fluid actuation of the clamping devices are possible
- Monteq changing fixture for easier handling and optimal change-over accuracy when working with heavy clamping devices

Advantages for Meccanica

- Reduced set-up times
- Reduced downtime costs
- Highest possible increase in production efficiency
- Production flexibility
- Consistent workpiece quality



Two hot products that have a lot to offer:
the **DATA CHECKER** and the

WORKPIECE »HUGGER«



Price reduced for **TESTit** despite technology boost

The new revolutionary clamping force gauge

The new generation of our TESTit clamping force gauge consists of two parts: the »TEST module« measuring unit, that varies depending on the measuring application, and the »IT module«, the basic unit. With the plug-and-play function you can detach any measuring unit from the basic unit with just 3 screws and replace it quickly – in the manner that is customary for our clamping devices.

Combining the different variants makes TESTit extremely flexible; the gauge can measure practically anything: the clamping force for O.D. clamping, for I.D. clamping, and the draw-in force of hollow tapered shanks. You can use it on multi-spindles, lathes, machining centers, and even in rotating operation [at speed].

You only need the basic unit, the »IT module« once – regardless of whether you want to measure the clamping force at O.D. clamping or I.D. clamping or the draw-in force. The »TEST modules« are

then added to the basic unit, even measuring modules in special designs fit. Thus investment costs are drastically reduced.

Software

The software included in the scope of delivery is available in combination with a tablet [10 inch], on a USB stick, or as download.

- 3 variants for visualization of the measured values: bar graph display, speedometer display, line diagram [force / speed diagram]
- Archiving of the measuring results as PDF or CSV file
- Connection to the TESTit module via Bluetooth®
- Integrated database for managing clamping device and machine
- Available in German, English, and French, more languages to follow

The **InoFlex** family clan is growing

Extension of the compensating 4-jaw clamping devices

In addition to the InoFlex VD manual chuck and the InoFlex VT-S power chuck, now the InoFlex VF also makes a centric clamping vise variant available. Thus you have a perfect clamping device for turning and milling. The centric clamping vise loves jaw change games. You can use movable or fixed, two or four jaws. This means machining virtually without limits.

Compensating centering with four jaws

Thanks to the 4-jaw workholding technology, with which the jaw pairs enclose the center in a manner that provides compensation, the workpiece is always clamped centered – no matter how asymmetric it is. In other words, you can change over between workpieces with different geometries and clamping diameters without additional clamping devices. The jaws are suitable for blank clamping and clamping of finished material, they compensate for material tolerances in blanks, and ensure high repeat accuracy in finished parts.

In addition, with its flat and compact size the 4-jaw clamping device is ideal for small machine installation spaces.

Improved mechanics

With the InoFlex VT-S [previously VT] power chuck for turning, faster and more convenient in-house machining of the soft jaws is now possible. Repeatability of ≤ 0.006 mm can be achieved. With its significantly larger jaw stroke and compensating stroke, it offers more possibilities than are offered by a classic jaw chuck.

Numerous clamping possibilities

- O.D. clamping and I.D. clamping
- Centric clamping
- Vise clamping
- Centric vise clamping
- Double vise clamping

SEEMINGLY THE BEST OF FRIENDS: Steel, chips, and digital data

Digitization is not just a task that is reserved solely for the IT organization or programmers – digitization impacts every single department and every single employee. Mr. Sommer, Head of Digital Transformation, takes on this important responsibility and in an interview tells us what's going on at HAINBUCH.

Mr. Sommer, let me ask you a very blunt question, what is digitization?

Sommer: In the original sense of the term, digitization is the conversion of analog information into digital formats. But today, digitization refers to the use of networked and digital technologies. The focus is on innovative business models, autonomization, flexibilization, and individualization.

What goals does HAINBUCH pursue with digitization?

Sommer: There are three strategic objectives: to increase efficiency and productivity across the entire enterprise, to create customer experiences, and to develop new business areas. I will explain what these objectives look like ...

1. To increase efficiency and productivity

Sommer: If you take a closer look at the workflows in the various areas, it becomes immediately apparent which opportunities are opening up to increased efficiency and productivity. At present, the potential afforded by these opportunities is not yet exhausted. In particular, routine tasks and monotonous activities can be automated and digitized. This offloads employees and provides free space for employees to devote themselves to more important and more exciting

tasks. Thus, processing times and throughput times can be reduced, whether in Sales, in Warehousing or in Production.

2. Creating customer experiences

Sommer: Through digital experiences, products with a genuine added value, and great service, we want to turn customers into HAINBUCH fans, from the initial contact to product use. Digitization will also change and improve this process. In our private sphere, we are accustomed to retrieving information at any time and any place via smart phone. Products are ordered online with the assistance of 3D views and videos. Delivery status can be tracked at any time via tracking number. New payment models, such as those we are used to from streaming services or car sharing, will also be transferred to industrial products in the B2B sector.

3. Developing new business fields

Sommer: Our mission is to simplify workholding technology processes and revolutionize them worldwide. In this regard we are the pioneer and trend-setter for modern clamping solutions. We are pursuing this objective in the era of digitization as well and want to open up new business areas with regard to networked workholding technology and supporting software

services. The first products, such as intelligent mandrels and TOPlus IQ chucks, the TESTit clamping force gauge, and the automated clamping head and end-stop change, show what is possible with electronics, sensors, data acquisition, and networking of machine components. Electronics, sensors, data acquisition, and networking are used to document manufacturing data, for preventive maintenance or for automation.

How will digitization affect the day-to-day work routine?

Sommer: Who would not like to see tedious paperwork, time-consuming filling in, printing and filing of documents eliminated, or data automatically ending up in the appropriate system or machine at the right time? Who would not like to see that the machine, the clamping device and the tool work autonomously, communicate with each other, and react appropriately, that the customer can configure individualized products, such as a clamping head specially tailored to his workpiece online and order it directly? All this shows what will be possible in the future through digitization.

Who is affected by digitization?

Sommer: Digitization affects everyone – in the private sphere as well as in the work environment. It changes the way we work in our function as employees and also as customers, regardless of what we do in the company – from Purchasing to Sales, from Development to Production, from Administration to Management. It will influence our day-to-day work routine, but it will also make that routine easier and really make the increasing complexity manageable. Nevertheless, digitization should not make people afraid of losing their jobs. Every single employee will still be important in the future. It is possible that individual activities will be discontinued, but at least one new task will arise for each activity that is discontinued. This is evidenced by similar upheavals, such as industrialization or electrification in the past.

I think we should approach digitization with enthusiasm, openness and, in particular, the will to actively shape it according to our ideas!

PROFILE:

PHILIPP SOMMER

Head of Digital Transformation



Philipp Sommer is responsible for the company-wide implementation of digitization. And not only for our internal processes, but also for our products and services.

His specific tasks:

- Identifying and implementing potential for simplification / digitization / automation of processes.
- To provide advice and support for all aspects of digital technologies, how they work or what they can be used for.
- Developing solution concepts for employee ideas concerning digitization.

Little helpers with
ACCESSORIES
big capabilities

Underestimated? Yes, our accessories are underestimated. Our little helpers make a lot of things superfluous, enable the machine to work in peace, support the machine operator, provide for tumbling set-up times, and they are easy on the wallet.

The little helpers usually stay in the background, but today we are putting them in the spotlight and show who they are and what they can do. Of course in the quality that you expect from the HAINBUCH brand.

At HAINBUCH you get an all-round no-worry package and this includes consultation, installation/commissioning, professional storage of the products, as well as the LITTLE HELPERS. Upgrade your manufacturing with the practical and useful accessories from HAINBUCH. Here you will find everything you need as a production optimizer.



Super ACCESSORIES

End-stop systems vario part & vario quick

With the standardized workpiece end-stops, you can dispense with the end-stop design, save time at set-up, and you can even use them multiple times.



vario flex end-stop system

The workpiece ejector secures your process by automatically ejecting the workpiece, increases your productivity by saving cycle time, and it can be used flexibly.



Blanks for end-stop & front end-stop

The prefabricated end-stops can be used immediately and they save you time. In addition, you reduce your costs because you do not need any work preparation.



Chip protection ring for chucks

The chip protection ring extensively protects the chuck mechanism from contamination. This reduces your machine downtime, increases your process reliability, and extends the service life of your chuck.



Storage system hainBOX

Store your clamping heads properly to protect them from contamination and damage. The hainBOXes can be stacked and conveniently stowed in drawers.



Changing fixture & holder

Your auxiliary equipment for quick change-over to another diameter or adaptation. Perfect ergonomics make it easy to work with.



And to ensure that you always have your changing fixture ready to hand, there is also a holder »one for all« sizes for hooking in. It can even be fastened on the machine.

Flange & drawtube adapter

The standard flanges fit on the common spindle standards and we design the drawtube to your machine. This means that you do not have to design your own system and do not have to make any safety calculations.



CENTREX duo

The centering unit with a repeatability of ≤ 0.003 mm can be easily integrated into your own design and fits anywhere, even in the smallest installation space.

If you equip your pallet system or your clamping devices with CENTREX duo, then annoying and time-consuming alignment is a thing of the past, and that's a promise. The positioning and fixing element is not only totally easy to handle, it is also impervious to contamination and chips.



MANY INDUSTRIES – ONE WORKHOLDING TECHNOLOGY SPECIALIST!!

E-MOBILITY

In the e-mobility industry, workpieces are smaller and more filigree, increasingly made of aluminum and other lightweight materials. Use of machine tools will require greater flexibility in the future since the process can change depending on the propulsion concept. With our clamping solutions, the production of thin-walled sheet metal parts or plastic components is not a problem, and impressions or deformations are a thing of the past.



AEROSPACE

The aerospace industry imposes the most rigorous requirements on accuracy, precision, and safety. The workpieces are complex and difficult to machine, the materials are also very special from the machining perspective. Therefore, with our machining and material know-how we are the right partner. High precision workholding technology for high precision components.



AUTOMOTIVE + GEAR

A reliable process and flexible manufacturing, whether small production series or large-scale production, are critical for success in the automotive industry. Whether for engine, chassis, power train or all other components – we develop and manufacture clamping systems that guarantee profitable machining with the highest quality.



MEDICAL

Medical engineering is one of the most demanding industries. The high standards imposed on hygiene and the bio-compatible materials that are difficult to machine, the technical requirements imposed on tolerances and roughness values necessitate complex production processes. We have clamping devices for sensitive clamping of ceramic workpieces, but also for powerful clamping of titanium. Thus you manufacture workpieces with precise contours and with the highest quality.



WE HAVE A CLAMPING SOLUTION FOR [ALMOST] EVERY WORKPIECE AND [ALMOST] EVERY INDUSTRY!

Our industry brochures are available for download at: www.hainbuch.com/en/service/downloads



NEWS

FROM AROUND THE WORLD



CHINA

CIMT Exhibition – big and beautiful

This was a real square meter jump. This year our exhibition booth was 114 m², 2 years ago it was a modest 35 m². But it paid off. We had a lot of visitors and a lot of positive feedback. The market is growing continuously and CIMT is one of the most important exhibitions in China.

GERMANY

20 years Niederstetten plant

For more than 20 years we have been sawing, turning, milling, drilling, grinding, and measuring in our plant in Niederstetten, a town in the Hohenlohe region of Germany. The mini branch factory has become quite a large plant. With 54 employees, of which 4 are apprentices, and with 20 machines single parts and small series are manufactured here today.



CHINA

New service shop in Taicang

In Taicang, approx. 100 kilometers from the sales location in Shanghai, we have set up a small manufacturing facility, a »service shop«. We manufacture customer-specific parts for the local market there and offer fast help on-site.

THAILAND

Expansion of production

HAINBUCH Thailand celebrated its 10th anniversary just last year and has now moved into a larger hall. We have invested in new machinery to increase capacity.



WORLDWIDE

Subsidiary meeting in Marbach – strengthens cohesion

In July, all came together again. The 12 country heads and the Marbach Executive Board talked about global strategy, product development, digitization, and development in the various industries, such as aerospace, e-mobility, and medical.



■ HAINBUCH subsidiaries
■ HAINBUCH agencies

WE ARE AT YOUR SERVICE – WORLDWIDE

- 4 manufacturing locations in Germany
- 12 international subsidiaries
- more than 40 sales agencies

Find our global subsidiaries and sales agencies at www.hainbuch.com

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