

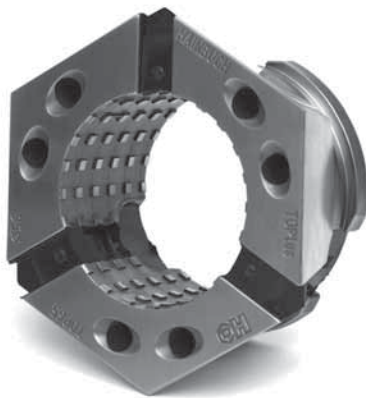
Newspaper for customers and friends
of HAINBUCH GmbH
WORKHOLDING TECHNOLOGY
Marbach, Germany

23

September 2008



Now also available in a
deadlength version



working, the »total contact« uses its advantages to the fullest, and even for stationary applications it proves itself very valuable. Operators machining profiles treasure TOPlus above all for the precise radial alignment of the hexagon in comparison to spring steel collets, which come nowhere near this precision, even if they have been produced precisely. The deadlength version is completely new. It is the typical clamping method for working on the second spindle. Here, the clamping head is permanently positioned in the collar of the chuck. The chucks taper closes as soon as the tapered bushing has moved over it.



TOPlus sets new standards!

Hexagonal. Hightech. Simply better.

Every technically minded person who sees this clamping chuck knows: this principle must be better than what has been on the market up to now. Just the plane contact, which makes full surface contact in every position of the clamping head – whether the clamping \varnothing of the component is larger or smaller – is proof of the superiority of

the TOPlus system. Additionally lubricating of the clamping head surfaces is another plus, and if you need an especially high sensitivity, the rolling ball friction between clamping head and clamping chuck is unbeatable.

The same principle is also behind the sensor-controlled intelligent IQ version, in which the chuck inde-

pendently controls the clamping force.

TOPlus for everyone and everything

In TOPlus, our engineers have created a miniature masterpiece, which has entered the market as a real winner. The hexagonal hightech configuration not only looks good – it performs well, too! Above all for fine-grained material or for dry

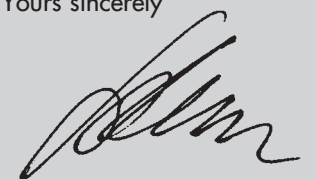
In spite of all these benefits, many SPANNTOP users still find the change difficult to make. They don't like to change a winning team – and we are no different. On the other hand those who invest early in advanced innovation have not only the competitive edge but also will see the cost and time savings involved and will realize that the conversion was worth it.

Dear Customers,
dear friends of the company,

A good craftsman needs a correspondingly good tool. That is equally true for our quality products. Because they can be produced with the usual HAINBUCH precision only with a first class, top quality machine park. And something else belongs to the optimum workflow: a well functioning ERP system. And until the beginning of the year, that is what we had. But it could no longer keep up with our requirements. Therefore we converted to a better system. But there we well and truly miscalculated. From the start on there was nothing but problems, which then unfortunately also had a negative effect on you.

For us this was the worst case scenario that could happen. Because we upset you beyond measure, unnecessarily tested your patience, and finally disappointed your trust in us. Unfortunately, we cannot undo this, much as we would like to. Here, we can only apologize to you. And ensure you that we have done everything in recent weeks and months to get the situation under control again. We do everything we can do for you – day and night, and even in special shifts when it has to be. Because without you, our customers, there would be no HAINBUCH. This is something of which we are very conscious about.

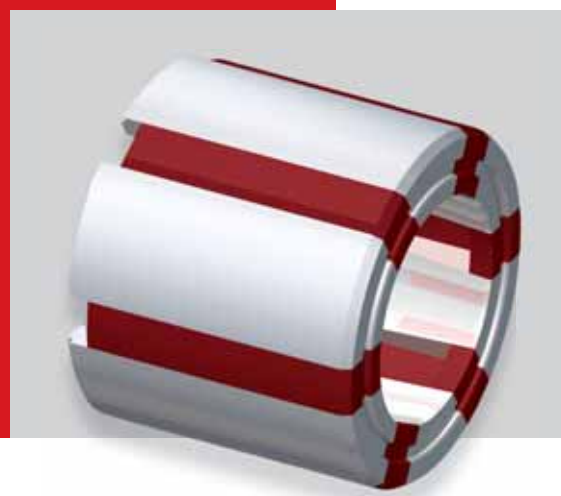
Yours sincerely



Gerhard Rall
CEO

Unbeatably good value! Bushings now 40% less expensive

MANDO T211 and MANDO Adapt T212 segmented clamping bushings are now 40% less expensive. And that is permanent. The extremely hard wearing HAINBUCH segmented clamping bushings [62 HRC] guarantee the highest degree of elasticity and a wide opening for loading purposes, as well as the maximum in concentric precision, in comparison to normal clamping bushings [45 HRC]. And on top of that, the exceptional dampening effect, which reduces vibrations to a minimum – these are powerful arguments for the MANDO segmented mandrels with the original HAINBUCH rubber-metal vulcanization principle.



On the attack:

»kick« further education programme

The name says it all: »kick« gives a boost to the career. With the modular further education program, HAINBUCH approaches employee qualification. Whether »setting-up specialist«, »infotainer«, or »technical expertise«, the program includes three certification steps with a total of 48 modules, which can be combined at will. For this, there are lectures and knowledge forums with top speakers from business, sport, and the community, setting-up competitions, excursions, and the »kick« top event, which this time was devoted entirely to stress management. The lecture by the well known stress management and health expert, Dr. Sabine Schonert-Hirz, with its subject »Energy instead of stress«, was so popular that in spite of two dates, far from everyone who was interested could get a place.



A powerful program in every respect: On 70 pages »kick« offers numerous possibilities to maximize knowledge and skills.



In a class of its own:

Deadlength pulls backwards

Usually a clamping cylinder is fairly indifferent to whether it pulls or pushes. Some even work only under tension.

For example with machines, that have a large through-bore available and for which the draw tube must be designed to be as thin as possible, that it cannot alternate between tension and compression, but can work only under tension. However, that is usually the exception. For that, we now have a suitable clamping device in the range. Its refined mechanics converts the pulling force into a pushing force for the clamping bushing as soon as the clamping cylinder pulls. Another simply brilliant HAINBUCH solution like the ones you are used to from us.

Award: TOPlus IQ clamping chuck



The HAINBUCH team is delighted with the award for world's first intelligent clamping device.

After the prize for innovation from Initiative Mittelstand [initiative for mid-sized companies] for the TOPlus clamping chuck in June 2007, two months later HAINBUCH was able to celebrate its next prize. At the EMO, the newly developed intelligent TOPlus IQ chuck was distinguished with the MM award, a prize from a specialist magazine. From over 100 entries, the jury selected the chuck as the winner in the clamping tool category. This was a reward for the pioneering spirit and the exceptional engineering performance of HAINBUCH. Because so far there has

never been a chuck which independently controls the clamping force, compensates for centrifugal forces, and due to which the retaining force is always precisely known at the front.



Outstanding: TOPlus IQ

Purchased:

Plant 2

Less than 100 metres away from our head office, HAINBUCH has bought a new building, and has thereby at a stroke extended the production and office areas by 4,000 m². The assembly of customized large clamping devices has already moved in: with two assembly workstations, a set of installation equipment, and

a Kanban shelf. And in the meantime, the KOBIS department has established itself in Plant 2 and is manufacturing inner and outer sleeves plus equipment. The third occupant is the sawing section for raw material.



Automated:

Brochures from the database

All printed material such as our catalog has up to now been compiled mostly »manually«. Sales-related data, illustrations, text, graphics – everything was filed locally.

But thanks to our new PIM system this will soon be a thing of the past. Because PIM centralizes and automates the processes to a great extent. This reduces the setting-up time, potential sources of error are minimized, customer and industry specific brochures can be created for instance, and completely new marketing tools such as BMEcat are opened up. The system has already passed its first test run: the new catalog – the HAINBUCH »standard work« with all relevant product information. The »rotating«, »stationary«, and »price« brochures have then served their time. From the start of 2009, the PIM database for images and graphics will be fully available.

And by the way: The installation of a PIM system means that HAINBUCH is once more in its position at the vanguard, because such a system is far from common in a mid-sized enterprise.

Fascinated: Visit from State Secretary

For HAINBUCH, 2007 was a very successful year. There were two prizes for HAINBUCH chucks. One of them, the specialist magazine prize awarded at EMO 2007 for the intelligent TOPlus IQ had a subsequent outcome: Richard Drautz, Secretary of State for Trade and Industry in Baden-Württemberg, visited HAINBUCH at the exhibition booth itself. But that was not enough for the committed FDP politician. He also wanted to see where the »workholding technology« originated. He took a whole afternoon for a meeting with HAINBUCH managing director Gerhard Rall. And here too the topic was: the continuing shortage of engineers and how to actively counteract it.



Construction project: The new technology- and training center

The first spade of earth was turned on 24 August 2007, topping out was on 9 May 2008, and by the end of the year the new HAINBUCH technology- and training center in Marbach – right next to the existing company building – should be ready.

And then technically skilled people will gather on the land which once was a sheep pasture. With their innovative energy, these people will advance not only HAINBUCH but also the town of Marbach. At the topping-out ceremony of the HAINBUCH technology- and training center at the beginning of May, the mayor, Herbert Pöttsch, praised the commitment of Marbach's largest employer, and rejoiced at the clear affirmation of location Germany. »Internal fitting out will take quite a while yet,«

said HAINBUCH CEO Gerhard Rall, »because there is a huge amount of innovative technology in the building. But indeed we also want to create the optimum conditions for all the ideas that are already in the pipeline.« From the end of the year, there will be an area of around 4,000 m² – enough space for these ideas to develop.



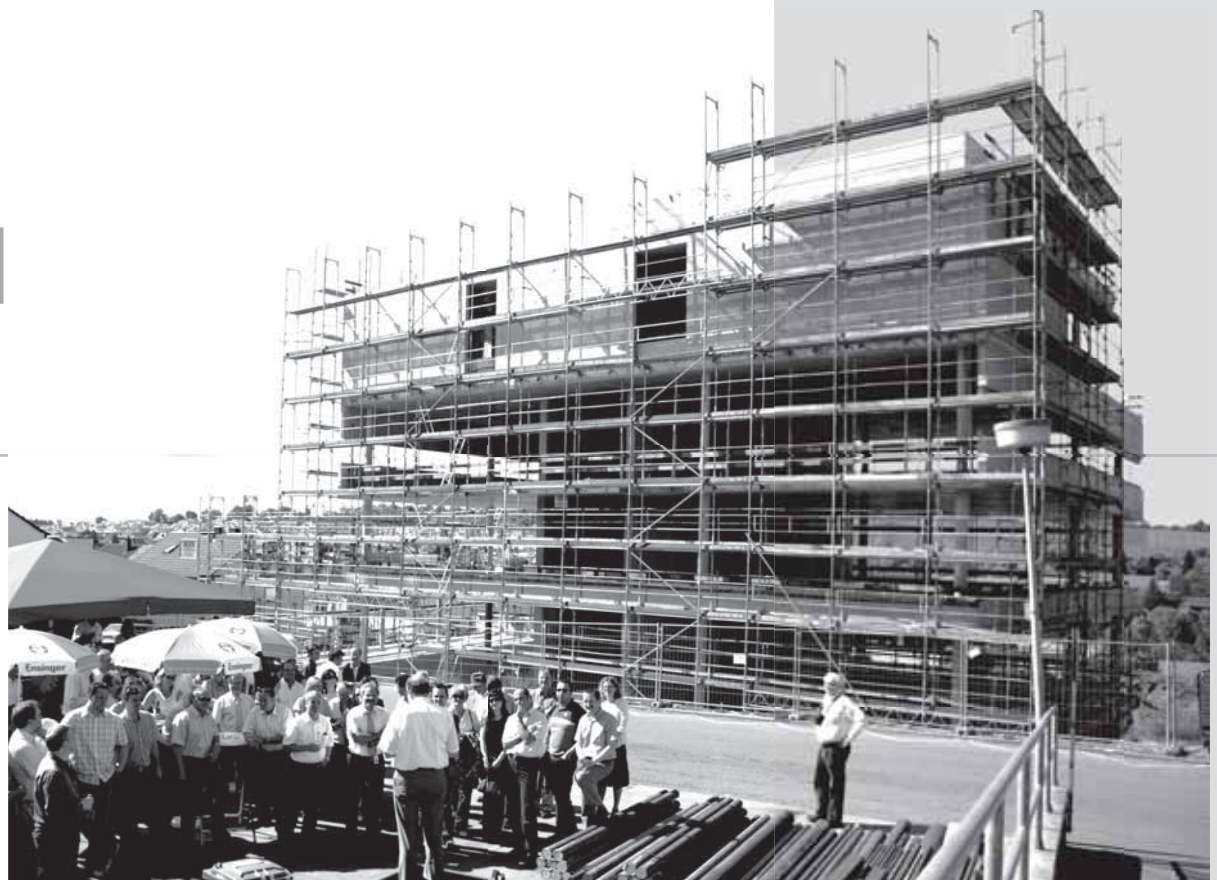
HAINBUCH CEO Gerhard Rall [right] and Marbach's mayor Herbert Pöttsch [left] support location Germany, and are already looking forward to the new »Eldorado for technically skilled people«.

With pull-back mechanism: CENTREX kwik pallet system

In order to fully extend machine and tool performance, HAINBUCH has now developed a modified version of the CENTREX pallet system – now with a powerful pull-back mechanism for the compact CENTREX centring solution: CENTREX kwik. Whether manually, hydraulically, by means of a cylinder integrated into the base plate, or a simple electric screw – the interface technology with floating bearings ensures that the pallet can be centred in CENTREX without additional force. It can be used as an automated work piece carrier system for the positioning of larger fixtures or for handling via a pallet station. As well as the standard model, we also offer models specifically custom tailored to the machine, handling system, and work pieces. They all have one great advantage: They are outstandingly insensitive to dirt – and therefore have a long lifespan.



Vibration during the machining process? As good as impossible, thanks to the special knee toggle technology.



Investment in the location

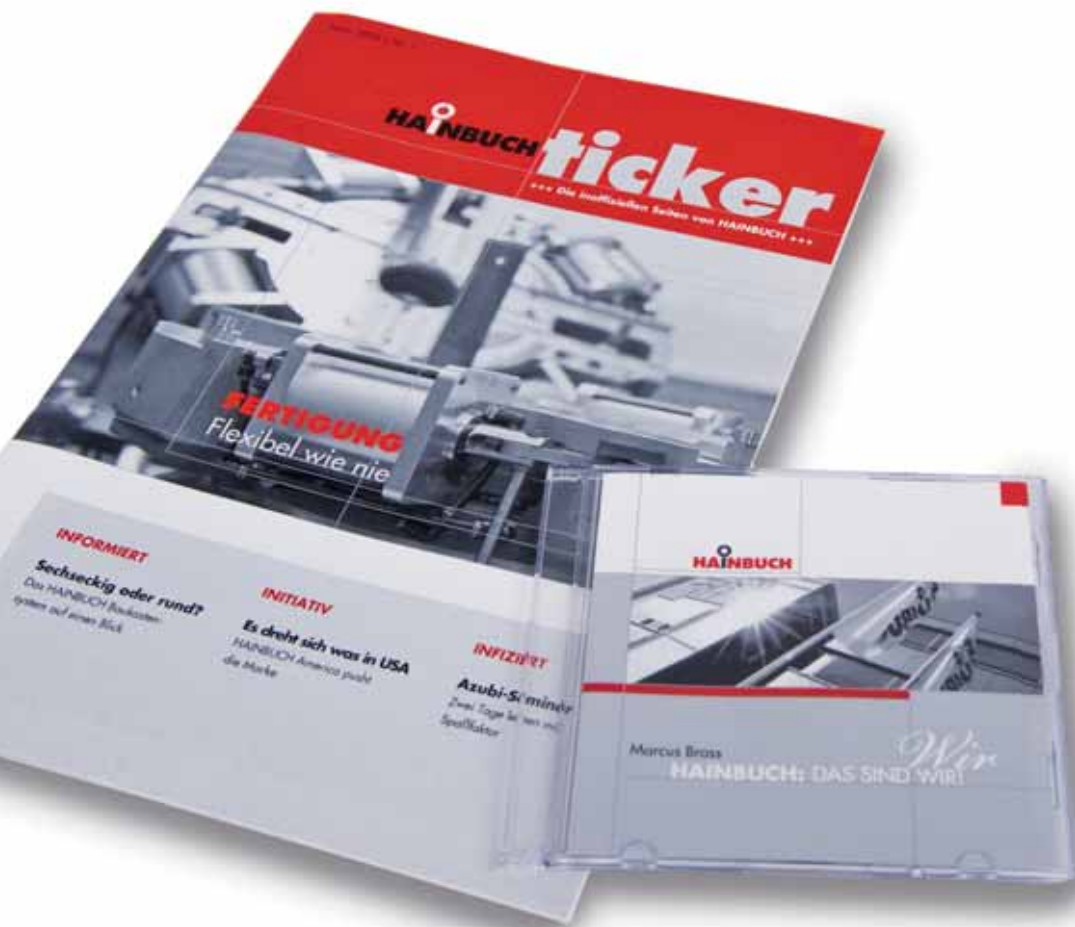
The new technology- and training center is on three floors and is dominated by glass. It is mainly fitted out as offices, but the top floor is reserved for customer presentations. But in the future, not only will planning and procurement take place in the complex. The manufacturing and development department will be based here as well as the design of new concepts and products. And there will be training, learning, and further education. For this, there is a lecture auditorium with space for about 70 people, fronted by a large lounge, and for relaxation, a roof terrace at an airy height of 25 m. It will therefore be fascinating to see the future development of the »epicenter of intellectual break-out« as it is known by Mr. Rall. The fact is: Skilled colleagues are always welcome at HAINBUCH. At the moment there is an acute shortage of skilled CNC specialists, technical consultants for internal and external support, and designers.

34 weeks after the first spade of earth was turned, HAINBUCH celebrates the topping-out. At the end of the year, the technology and training center with 4,000 m² working surface will be inaugurated.

Extended: New production workshop in Satteldorf

Three domestic production sites, and a lack of space everywhere. True too at the Satteldorf site, founded in 2005 in the Hohenlohe region. And so HAINBUCH has now extended there: a new hall with an additional 500 m² surface area, access to the existing hall, and a complete bridge crane for very heavy loads. Otherwise, the continuously growing number of orders could hardly be managed.

In Satteldorf, 14 colleagues produce components for the CENTREX pallet system, the hexagonal TOPlus and the round SPANNTOP modular system. They are also significantly involved in the success of a project for a large customer. Everything, of course with the most modern planning, control, and production technology.



The new »ticker« HAINBUCH's unofficial pages

Colleague communication is as important as customer communication. Because what should be projected outwards as a brand value must be projected internally by the staff.

And because that's the way it is, since the beginning of the year there has been the HAINBUCH »ticker«. 16 pages with subjects from the areas of sales, manufacture, design, marketing, and personnel, with the focus on one subject in each issue. And additionally news from abroad, intercultural contributions, the latest news from the company's own »SV Spanntreff« sports club, and from the

HAINBUCH continuous improvement process system »Do it better«. The »ticker« appears in five different languages: German, English, French, Italian, and Slovakian. It is sent directly to all colleagues at home – and that means all around the world. Just everywhere where HAINBUCH is located.

Supplement with the first »ticker« the HAINBUCH song – words and music from HAINBUCH colleague Marcus Bross. It's also available online at www.hainbuch.com to hear and download.



FAX REPLY

+49 [0]7144.907-270

Imprint

Publisher:
HAINBUCH GMBH
SPANNENDE TECHNIK
Postfach 1262
DE-71667 Marbach
Erdmannhäuser Str. 57
DE-71672 Marbach
Tel. +49 [0]7144.907-0
Fax +49 [0]7144.18826
sales@hainbuch.de
www.hainbuch.com
Responsible:
Gerhard Rall

I want more exciting technology!

Fill out. Copy. Fax.

- Catalog
- I would like a consultation. Please call me.
- Please contact me to set up a meeting.

First name/Last name

Company

Function/department

Street/No.

ZIP Code/City

Phone/Fax

E-mail

I liked your HAINBUCH »report«!

Please also send a copy to the following address:

First name/Last name

Company

Function/department

Street/No.

ZIP Code/City

Phone/Fax

E-mail