

NEWS.

THE SCHWANOG NEWSPAPER FOR CUSTOMERS, EMPLOYEES AND FRIENDS OF THE COMPANY.

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Schwanog 2018 Technology Days
**FIRST-CLASS
VISITOR FREQUENCY,
EXCITING
PRESENTATIONS.**

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EDITORIAL:

Dear business partner,

The central topic of today's edition is the 5th Schwanog Technology Days event which was once again ran with great visitor numbers and very positive feedback. Along with our guests from Germany, this time we also welcomed more customers from France, Switzerland, Poland, and the Czech Republic. Above all, it personally gives me great pleasure to report on just how pleasant the meetings and technical presentations were to attend. In this regard, we shall soon be starting to prepare for the next Technology Days event two years from now.

I would also like to draw your attention to the customer report with fischer Vyškov in the Czech Republic, on page 2. For this particular project, we designed a special holder with oil cooling and PWP-D plates with 15 times the service life of its predecessor.

We have set up a push notification for the Schwanog app that informs you whenever current news is available on the app. On page 2, you will also find more about the required settings for your smartphone. Another question certainly of interest to readers relates to the types of application best suited to wire-eroding or grinding. You will find answers and insights about this in our summary section on page 4.

The article on page 4 contains a review of recent trade shows as well as an exciting interview about developments in China. At the same time, we also today announce our attendance at the AMB 2018 trade fair in Stuttgart and at IMTS in Chicago.

We wish you successful business and look forward to new projects and challenges.

Clemens Güntert
Managing director

fischer Vyškov in the Czech Republic uses a special solution with PWP-D plate:

ENTHUSIASM FOR HIGH PROBLEM-SOLVING EXPERTISE AND PRODUCTIVITY!

The Czech company of fischer Vyškov spol. s.r.o., based in Ivanovice na Hané, was founded over 20 years ago and is part of the fischer Group in Waldachtal, Germany.

From Swabian workshop business to internationally operating SME - this is the short version of how the fischer Group has developed since it was founded 70 years ago. A hallmark feature of this family-owned company is its power of innovation that has consistently led it not only to create new products but also to gain access to new business sectors.

Today, the company is arranged in five divisions: fischer Befestigungssysteme, fischer automotive systems, fischerertechnik, fischer Consulting and LNT Automation.

The Befestigungssysteme division is the largest in the fischer Group. This specialist for safe and economical fasteners and connections for the building industry has risen over the last six decades to become one of the market leaders in this sector.

The product range extends from chemical systems, to steel anchors, to plastic dowels. Products range from the heavy-duty fasteners used in the construction of tunnels, bridges, and power stations for professionals, or wall and cavity dowels for the DIY enthusiast. For every fastening problem, fischer can provide an appropriate solution.

Our customer of many year's standing, fischer Vyškov in Ivanovice na Hané, has specialized in the production of metal and plastic fastening elements, and it has an ultra-modern manufacturing facility. The process steps comprise these areas: Turning shop, automatic assembly, manual sub-assembly installation and tool-making.

The turning shop has more than 30 machines. Mainly using its machining centres, the Traub TNC, the Index- MS 25, the Hydromat HW25 and V8, as well as the RIS 151. Part material A4 steel, machining steel, and brass are all machined.

Producing radii on a retaining hook

In this project, the aim is to produce radii on a retaining hook using a Suhner radius machine.



Previously, an HM tool was used for this with a service life of about 1000 parts, after which sharpening was needed. The delivery lead time for new tools was very long, and this prompted fischer Project Manager František Lička to look for a better solution in terms of service life and delivery lead time.

The Schwanog Technology Team took on this task, by no means an everyday one for Schwanog plunge-grinding tools, and came up with a solution based on the tried-and-tested PWP-D plate. For this, a special holder with oil cooling was designed for use on the radius machine.

The results totally delighted project manager František Lička at fischer Vyškov because they far exceeded expectations.

František Lička, fischer Vyškov:

"At Schwanog, we were enthused by their problem-solving skills, and by their ability to implement projects quickly and very efficiently. Collaboration with Ludvik Sochor as the local link person and the Schwanog team in Germany worked superbly well, and the results are outstanding".

This has enabled Schwanog to exceed expectations of the previous service life by a large margin using a combination of special holder and PWP-D plates. At Schwanog, this now equates to 15,000 parts, no less than 15 times the previous tool service life. Added to which the delivery lead time for new tools is now just 3 - 4 weeks, significantly less than what fischer had been used to in the past. Schwanog supplies fischer PWP-D plates for all three part diameters, i.e. 6, 7 and 9 mm.

The inquiry from fischer, and this implementation, demonstrate that Schwanog achieves solutions. For example the PWP-D plate, which has proven its capabilities a thousand times over, that it is very versatile as well as highly unusual, while at the same time deliver superlative benefits.

This project is the best example of the great problem-solving expertise of Schwanog, as well a source of motivation for all readers of our customer magazine:

Send us your part drawing and challenge us with your tasks!

The Schwanog productivity app:

NOW ENABLE NEWSFEED!

The new Schwanog Productivity app is enjoying rising download numbers in all countries, which clearly demonstrates its high level of acceptance.

Today, we would like to present all new app users with an app performance feature that enables you to keep up-to-date at all times.

The Push Notification informs you at once whenever, in addition to the applications, topical innovations from the world of Schwanog are available on your Schwanog app. This is not just quick and convenient - it is also environmentally compatible.



Apps that are already installed:

Here is how to activate your Push Notifications, based on the example of IOS on an already installed app:

- > Settings
- > Notifications
- > Schwanog Productivity
- ✓ **Permitting notifications**

New app download:

For all users who download and install this app for the first time, after the download, an 'Info' box appears:

- > Productivity wishes to send you notifications
- ✓ **Permit**

Also use the app for calculation important parameter for the applications plunge-grinding, thread whirling and multi-edge striking

If you have questions about our Schwanog Productivity app our Sales team will be pleased to help.



The 5th Schwanog Technology Days 2018:

INTERNATIONAL PUBLIC DELIGHTED BY FIRST-CLASS TECHNICAL PRESENTATIONS AND MEETINGS!

The 5th Schwanog Technology Days are now history, and have once again proven themselves as an extremely attractive dialogue platform for technology partners and customers. Along with As well as our German customers, we were pleased to see a great many participants from European markets, from France, Switzerland, Poland and the Czech Republic.

Our technology partners were able to introduce themselves in our new and recently inaugurated production building, taking the opportunity to talk to customers from all walks of life about their products and services.

At this point, we would like once again to extend our grateful thanks to the following companies, GÖLTENBODT, MANURHIN K'MX, HAKOS, WTO, EPPINGER, H+K, WELTER, ZOLLER, SCHLENKER and HAINBUCH, for their interesting presentations and for their active support in making these Technology Days a success.

An important topic in the discussions and contributions was Production 4.0 and therefore the fourth industrial revolution that already today presents a very major challenge to all market participants in companies of every size. In particular, the practical implementation of networking of data and processes right across the manufacturing process was the subject of intense discussion.

Another real highlight was the machining of two precision parts on a long turning machine, filmed live during chip-cutting by the MANURHIN K'MX team. This involved the Schwanog applications of external plunge grinding, gear shaping, skiving, external whirling and multi-edge striking. The result was an impressive example of high productivity and precision through the interaction of machine and tools.

All participants took the opportunity of taking a look behind the scenes at Schwanog, and of experiencing production, administration, design and process solutions up close and personal. While touring through Schwanog's production facilities, the participants were impressed by the investments made since the last Technology Days two years ago. In particular, visitors were impressed by the further extension of the grinding department with additional robot-supported facilities and the eroding centre with the robot cell.

Convinced by the event concept and the professional quality standard, during the event, many visitors and technology partners committed themselves to attending the next Technology Days in two years time.



Here is what a few of the attendees had to say about that:



Mr. Daub from Elring Klinger:

"We always enjoy coming to the Schwanog Technology Days because the atmosphere is unique and because we always get important new ideas from talking with customers and partners".



Mr. Sulima and Mr. Kozyra from PPHU EWA in Poland:

"We are attending these Technology Days for the first time and we are delighted by the professionalism of the event, the warmth of the employees and the interesting discussions with other participants. A big compliment to the Schwanog team".



Mr. Clesle from Schuler:

"We have been working with Schwanog for decades and we never cease to be enthused by the precision and productivity that their tool solutions deliver. For us, once again, today has been an exciting day".



Mr. Bikele from Aesculap:

"I was impressed by the high level of technology in Schwanog Production, as well as by the versatile range of presentations from the partner companies. Very many thanks too for the first-class catering!"



Our photo shows Mr. Storz awarding the 1st prize in our sweepstake to the fortunate winner of an Apple iPad, Mr. Mario Archtrave from Grieshaber GmbH & Co.KG.



The third prize "Bose SoundLink Revolve" was won by Mr. Wolber, company Heinrich Kipp Werk KG.



Mr. Biedermann, Mr. Thörner, Mr. Jünke, from Festo:

"Capable, committed, honest and reliable. In Schwanog, we have found a highly capable technology partner who has been satisfying our expectations impeccably for several years. We value their superlative and dependable service as well as their friendly and pleasant attitude".

Successful sales work in Baden-Württemberg North:

ANDREAS BORNBAUM CELEBRATES HIS 10TH ANNIVERSARY!



Andreas Bornbaum is our 'man for all seasons' in the Baden-Württemberg North territory, where he has been hard at work for the last 10 years. Which is reason enough to celebrate this anniversary, and to raise a glass to the years to come. CEO Clemens Güntert did not miss this opportunity, and he congratulated Mr. Bornbaum on behalf of the entire Schwanog team.

Andreas Bornbaum loves his job, and enjoys working directly with customers. His recipe for success is to make what is already good even better, and to increase the productivity of his customers continuously. This makes him popular with his customers, and for Schwanog, this makes him a dependable and highly capable member of the sales team.

Mr. Bornbaum is 47 years old. He is married and has two grown up children. Someone like Andreas Bornbaum who is at home on the road on a daily basis needs a hobby to give him a work-life balance. Mr. Bornbaum loves fishing in Norway where he values the peace and quiet and the pristine natural environment.

Everything is a matter of experience:

EDM OR GRINDING OF PLATES!

We are frequently asked whether it is more meaningful to erode or grind a defined contour in our tool plates. Here now is a short overview with the fundamental approaches to the question, one to which we always apply our experience to treat each workpiece in line with your needs and wishes.

| CRITERION | GRINDING | EDM |
|--|--|--|
| Machining of materials with a high alloy content | Longer service lives by grinding | --- |
| Machining time of the reversible tool tip | Frequently faster than erosion techniques | When stock removal volumes are high, machining time is shorter |
| Specific geometries | --- | Erosion is used on profiles that have geometries that cannot be ground |
| Specific geometries | --- | Tools are pre-eroded |
| Wear | After a defined period of time, the grinding wheel gets worn down and needs to be replaced | No wear |
| Rotational tools | Can be polished economically | Erosion is only technically feasible in limited cases |
| Geometric precision | Geometric precision is not dependent on the machining process | |

Experience Schwanog at international trade shows:

LOOKING BACKWARDS AND FORWARDS AT THE 2018 TRADE FAIR YEAR!

As our international presence grows, so too does the number of trade shows attended by Schwanog. The trade fair teams reported very positive feedback from the trade shows attended in the first few months of the current year. Whether at Simodec in La Roche-Sur-Foron, SIMM in Shenzhen, CCMT in Shanghai, MECSPE in Parma, INTERTOOL in Vienna, Elima in Jönköping or MACH in Birmingham, the dominant topics were productivity and unit cost reduction.

We spoke to Gökay Dumlupinar, Schwanog China Location Manager, about the SIMM trade fair in Shenzhen, held from March 29 to 1 April.

Mr. Dumlupinar, what sets Shenzhen apart as a trade fair venue?

Well, for me, Shenzhen is an ideal starting point for expanding into South China. Shenzhen is about 100 km (62 miles) to the South East of the provincial capital of Guangzhou, 60 km to the South of industrial town Dongguan and 60 km (35 miles) to the North East of Zhuhai. Shenzhen is home to a few of the most successful Chinese high-tech companies, including BYD, Huawei, Ten-

cent and ZTE. Also, many foreign IT companies have subsidiaries in this town. For example, this includes the world's largest electronics manufacturer Foxconn, based in the district of Longhua where it employs more than 300,000 staff in what is known as 'iPod City', manufacturing iPhones for Apple and components for Sony, Nintendo and Hewlett-Packard, to name just a few points.

What role does Schwanog play here?

In this market, Schwanog already has a strong customer base, but our aim is to penetrate this region much more extensively. Schwanog stood out from the many other trade fair participants. As the only manufacturer that exclusively produces form tools, we prompted amazement from many trade fair visitors because in China the aim is to earn as much money as quickly as possible with everything that you manufacture or trade. In particular, standard products are manufactured in large quantities. It is very difficult to respond to individual customer requirements.

Well then, does specialization also equate to differentiation?

Absolutely it does, and with our specialization,



we have already achieved a high level of brand recognition and a strong image on the Chinese market. Customers know that they can place their confidence in us in terms of quality, speed of delivery and tool precision.

What can be said about the speed for which Schwanog is renowned?

With our customers and potential new customers, our speed of response and capability in grinding have prompted great enthusiasm. A lasting impression is made by our sending out quotations for new tools and the design of new tools within 3 days.

Mr. Dumlupinar, many thanks for this conversation, and we wish you continued good fortune in China!

At this point, we would like to extend you a warm welcome to visit our trade fair stand at AMB in Stuttgart between 18 and 22 September 2018 in Hall 1, Stand B80 and at IMTS between 10 and 15 September 2018 at booth: 432386 in Chicago.



Running for a good cause:

SCHWANOG TEAM ON THE COMPANY RUN!

This year, Schwanog was once again able to field a strong team of runners for the company race in Villingen-Schwenningen. A total of 29 employees took part on 3 May on the 5 km running route and had a really enjoyable time in the process.

This campaign is a great idea, also because part of the starting money was donated to aid projects and Sport Jugendarbeit [Sport Youth Work] in the Villingen-Schwenningen region.

We shall certainly be taking part again next year!



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