

NEWS.

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

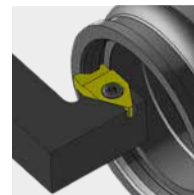
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Erich Lacher Präzisionsteile GmbH & Co. KG:
Since over 30 years a successful partnership with
Schwanog in the world of precision...



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ID Grooving with special transverse position holder:
The perfect solution in absence of longitudinal or
transverse positions....



EDM team, Obereschach

**FULL STEAM AHEAD
ON THE LONGEST
AUTOMATED EDM
CELL IN EUROPE.**

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EDITORIAL:

Dear business partner,

In this edition of Schwanog News, we bring you an interesting mix of technological topics, customer reports and news from Schwanog daily life.

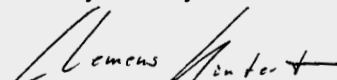
A central theme of this issue is the long-standing, 30+ year partnership with our customer Erich Lacher Präzisionsteile, featured on page 2. Based on mutual trust, this partnership is, to us, the perfect example of how advantages are created for both parties when one has the courage to seek out innovative solutions. We are proud and thankful to be able to support our customer's success story so effectively with a wide range of tooling systems.

One of the best examples of these every day, innovative solutions is the internal grooving solution with special transverse position holder. Even in the absence of longitudinal and transverse positions, a specialized Schwanog solution can now maximize productivity.

Turning our gaze to France on page 3, we are delighted to announce that Schwanog France is growing rapidly since its move to Marnaz. We are therefore growing our team there, too, in order to be able to meet the needs of our customers promptly and competently. We didn't let the opportunity pass us by to support the Mont Blanc expedition of our customer, AMD, as one of several sponsors.

On page four, you can find out about the longest EDM cell in Europe. This is not in Paris, London, Brussels or Barcelona, but in Obereschach – and our EDM team is extremely proud of this technological master stroke. As you will see, we are always actively working to bring you innovative solutions, optimum technologies and super-fast services.

It makes perfect sense then that we are looking forward to entering the final push of this year with you!


Clemens Güntert
Managing director

SCHWANOG

Schwanog and Erich Lacher Präzisionsteile GmbH & Co. KG:

A SUCCESSFUL PARTNERSHIP OF OVER 30 YEARS IN THE WORLD OF PRECISION!

At their site in Pforzheim, Lacher has a formidable team of over 200 employees and a total production floor space of 6,700 m², where they produce high-precision turned parts, cogwheels, worm gears and small gears with "Made in Germany" quality.

Their continual focus in all divisions is the technical innovation that sets Lacher and its staff apart from its competitors. Customer satisfaction has been at the heart of the company's philosophy since it was founded in 1925. Every customer has their own individual needs and goals that need to be catered for. Consultancy, quality, manufacture and logistics – all the processes are flexible and are discussed and agreed with every customer to ensure that they are a perfect fit for the customer's infrastructure.

This also jibes with the Lacher vision, which places people at the center point of this ultra-modern, technological environment. The increasing deployment of robotics, e.g. for pick and place tasks, is increasing the company's productivity and opening up new market opportunities for Lacher. It is already one of the largest manufacturers in Europe of worm gears and cogwheels up to module size 2.

The continual growth of the company has led to a substantial need for specialized staff such as metal cutting machinists, although lateral entrants are always welcome too. These are trained up for their new tasks at Lacher in an accredited training program.

The high standards that Lacher sets for itself also apply in the same measure to its suppliers.

Successful partnership for over 30 years

These exacting standards are the very reason why Lacher opted to collaborate with Schwanog over 30 years ago. After thoroughly researching possible suppliers for insertable form tools, they made the choice to partner with Schwanog. This choice has proved to be the right one and has more than paid off for both parties over the decades.

Along with criteria such as personalized advice from qualified experts, a high level of availability, innovative solutions and comparatively short delivery times, it is primarily the massive advantages in terms of productivity and precision that impress the two Production Department managers, Onno Martensen and Manfred Mayer:

"The high levels of productivity, precision and tool life that we achieve with Schwanog tools mean that we have significant cost advantages in volume production which is required for our continued growth. Schwanog is our absolute top partner – competent, fair and providing a first-class price/service ratio. If only everyone worked that way!"



Production Department manager Onno Martensen (left) in conversation with Schwanog Sales Representative Andreas Bornbaum

Above all, the processes at Schwanog are organized to a tee, starting with the tool drawings with their associated parts, which are fully dimensioned with precise specifications.

This is a huge advantage, and is underpinned by a strong sense of mutual trust and open communication.

Inspired by these positive experiences, Lacher now deploys the complete range of Schwanog tools in its production processes.

These include applications such as OD and ID grooving, shave and skiving tools, polygon turning, the selector system, and of course, form drilling.

The greatest example of the advantages in terms of productivity is the Schwanog insertable form drill system or the solid carbide drills, which have brought about 50% increases in productivity.

Over two million turned and geared parts per day

Lacher's output is impressive: Over two million turned and geared parts are produced every day, with 50 tons of raw material in circulation each week. The company sets itself apart from many of its competitors through its philosophy and its strong willingness to invest to achieve results.

Technical Manager Dincer Bakitane puts it this way:

"We consciously invest in new production technologies, even if they are not yet able to meet key efficiency targets at the beginning. This way, we open ourselves up to unbeatable know-how that often secures us the competitive edge we need."

Schwanog the main supplier for specialized tools

Schwanog has now become Lacher's main supplier of specialized tools, particularly since the introduction of CNC multi-spindle machines. In this respect, Lacher has been very determined in transferring the concept behind cam-controlled lathes to CNC multi-spindle machines, and in place of ISO tools has looked to the advantages of Schwanog's individually, based on drawing, manufactured tools.

In general, Lacher turns to ISO tools initially when producing a new part, and then replaces these with Schwanog tool solutions once production is running smoothly. According to Onno Martensen, this process is the icing on the cake, and the most exciting challenge. Making the leaps in productivity happen here in the team together with Schwanog employees Andreas Bornbaum and Timo Voss is not only fun, but is also one of the key factors in Lacher's economic success.



Current project using Schwanog solid carbide drills



High-precision is standard

The perfect solution in the absence of longitudinal and transverse positions:

ID GROOVING WITH SPECIAL TRANSVERSE POSITION HOLDER!

When machining complex and production intensive precision parts, tool distribution often becomes a demanding challenge. In situations where longitudinal and transverse positions are non-existing, machining operations cannot be efficiently carried out due to available space.

This was the challenge the Schwanog engineering team was facing.

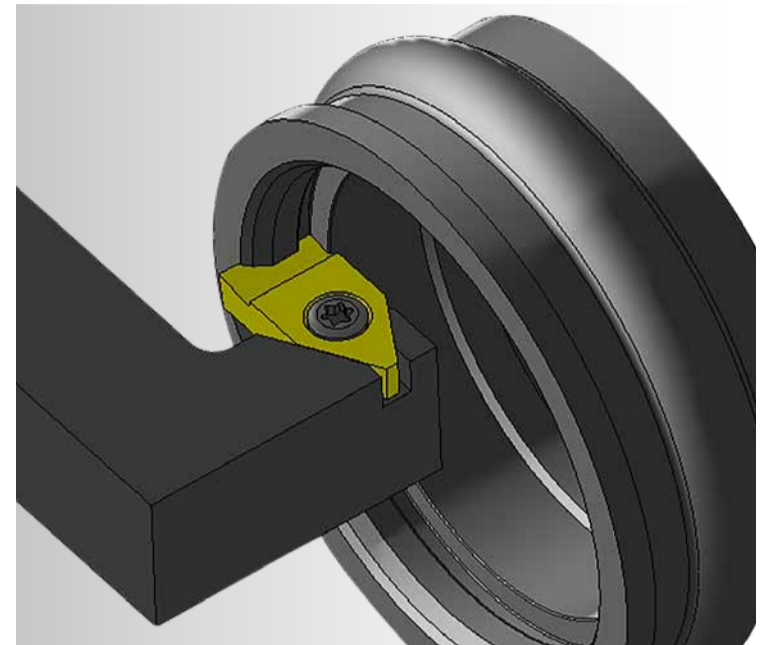
In this case, the solution was special transverse position holders that compensate for the missing longitudinal position. The result is a highly efficient executed internal machining operation with a single clamping process, even under difficult conditions.

Take advantage of our know-how in realizing solutions, which we now offer throughout all of our application areas.

Just email us your part drawing with the main specifications, or give us a call. We look forward to hearing from you.

The benefits:

- Efficient machining even in the absence of longitudinal or transverse positions
- Use of application-specific holders
- Machining of the precision part with just a single clamping process
- Part cost reduction of up to 40%



Schwanog France sponsors AMD's Mont Blanc Peak Challenge:

NO MOUNTAIN TOO HIGH, NO PATH TOO FAR!

Since moving to its new location, Schwanog France has been buzzing. With new employees in production and sales, there are now eight people in the team, who between them take care of all activities in the branch, from customer consultations and project management through to production, logistics and the coordination of processes. Local production, which aims to absorb the peaks and to manufacture particularly urgent orders right there and then, is operating at full capacity.

This is where Schwanog's international production strategy comes into its own, as orders from French customers can be manufactured both locally as well as in the production center in Germany, thus enabling comparatively short delivery times. This also provides the means to climb to even loftier turnover targets.

Our French customer AMD Décolletage has been taking on quite a different kind of peak challenge. A ten-strong team conquered Mont Blanc, which, at approximately 4,810 meters, is the highest mountain in the Alps.

Head of Schwanog France, Dominique Rossetto, was delighted to take the opportunity to support his customer's team as one of several sponsors of Project Mont Blanc.

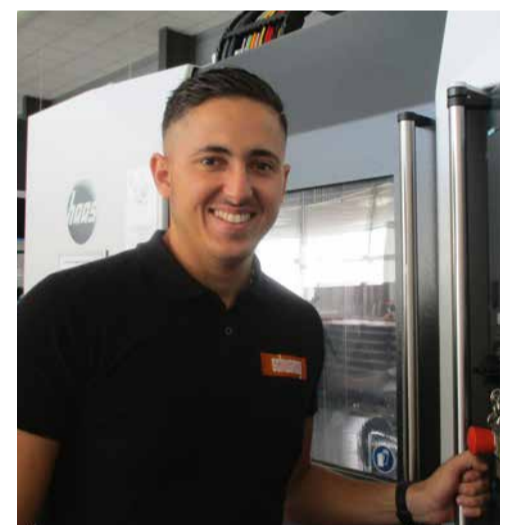


The two newest team members of Schwanog France:

PHILIPPE GAILLARD



MOHAMED GOMRI



We are very pleased to enhance our team with the skills of Philippe Gaillard as Technical Customer Advisor. Philippe Gaillard joined the Schwanog France team on 16 April, and plays a key role in the internal sales team. In addition, he coordinates the order processes between the parent company Schwanog Germany and Schwanog France in Marnaz.

Whether you have technical questions, wish to make delivery arrangements or need advice on the applications of our range of tool solutions, Philippe is at your service! Having gained career experience as a machine operator with conventional and CNC turning and milling machines, he is well acquainted with the technical side of things. And his three years' work after that in technical sales, he is very aware of what matters in terms of customer care.

44-year-old Philippe Gaillard loves to spend his leisure time in the Haute-Savoie and on skis.

We are delighted to welcome Mohamed Gomri as a new member of the production team, with his enthusiasm and hunger for knowledge. His amiable manner and his practical knowledge of Schwanog tools from a customer's standpoint has allowed Mohamed to settle in quickly and become a valuable addition to the team already.

Mohamed is 25 years young, and joined Schwanog on 15 March this year. After completing his final school examinations, or "Abitur", he studied networks and telecommunications and was awarded a Bachelor's degree in Network Administration. He went on to work as a IT specialist for a time before entering the world of turned parts that the Haute-Savoie is well known for, and which his father also works in.

In his spare time, he loves riding his motorbike or playing soccer with his friends.

Rock-solid cornerstone in sales and shipping:

MS. NIESEMANN CELEBRATES HER 25TH ANNIVERSARY AT THE COMPANY!



Over 25 years, what began as a temporary appointment in 1993 to cover a colleague's maternity leave in the sales department developed into a long-term and highly effective collaboration

In 1998, Ms. Niesemann was given a permanent appointment in sales, where she took on tasks such as the maintenance of master data, preparation of quotations and order confirmations, customs clearance processes and many other responsibilities. Since 2004, Ms. Niesemann has concentrated on shipping, generating all the necessary dispatch documentation for domestic and foreign export orders. Once the new logistics center was opened in 2015, she was relocated to her own dispatch office in the logistics area, which resulted in increased efficiency. For relaxation, she is a keen standards dancer, and was a member of a standard formation group at a dance school for 10 years. She also loves going to the cinema and getting to know the far-flung corners of the world through long-distance cruises. Clemens Güntert and Peter Schöninger marked her anniversary with a gorgeous bouquet and a heartfelt thank you for her 25 years of loyal service to the company.

AMB and IMTS confirm the Schwanog formula for success:

GROOVING AND DRILLING SOLUTIONS IN HIGH DEMAND!

The two leading trade shows in Stuttgart and Chicago have confirmed Schwanog's consistent pursuit of its market position as a specialist in customer-specific tool solutions. Grooving instead of single-point turning is what everyone is talking about, and even the solid carbide drills introduced two years ago to complement the insertable form drills are on a steady triumphal march.

One thing was obvious at both trade shows: These highly efficient specialized solutions in terms of combination tools or for special applications are being increasingly sought after. From this point of view, Clemens Güntert and Holger Johannsen were very satisfied with the way both of these major trade shows turned out.



The AGIE EDM center team:

PROUD OF THE LONGEST AUTOMATED EDM CELL IN EUROPE!

Having introduced the team at our grinding center, we would now like to introduce our colleagues at the EDM center. Our EDM center, with its 10 wire EDM machines has been established consistently with the needs of our customers for top quality and speed in mind.

The fully automated EDM machines are connected in a robot cell as a closed system and are loaded and unloaded by a 6-axis robot. Once the required EDM jobs have been programmed by our qualified and

highly-motivated six-person EDM team with the help of specialist software, the palettes are then loaded with blanks. From the loading station the palettes are then transferred to the robot cell.

The EDM team is supported by department supervisor Carsten Schwabe and production manager Franz Hummel. A key focus of EDM, as in other areas, is the optimization of throughput times, and so this EDM cell brings with it huge reductions in delivery times.



left to right: Carsten Schwabe, Stefan Kaiser, Christian Häffner, Peter Hartwich, Franco Pascariello, Bernd Hummel



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