

NEWS.

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

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On course for worldwide success:

**SCHWANOG CELE-
BRATES ITS 75TH
ANNIVERSARY!**

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EDITORIAL:

Dear business partner,

Here it is – the first issue of our Schwanog News in 2021.

On the first page, we would like to proudly announce our 75th anniversary. On page 3 of this news, we invite you to a short journey through time with important milestones in our company development.

For all our customers using Escomatic machines, the project report with Krekker & Losch on page 2 should be of particular interest. This shows once again how highly efficient the Schwanog Escomatic solutions are and how, as in this case, they have yielded a significant cost reduction of 46%.

In addition, the test comparing grooving and single-point turning in the USA fits perfectly with the topic of unit cost reduction. Thus, a cost saving of over 40% could be realized for a customer under real conditions. In common with many of our customers and partners, we have also made use of the time due to the pandemic and significantly expanded the digitization processes in our companies. Please read a short review of our last Global Management Meeting on page 4, which of course took place on a virtual level.

For manufacturers of precision medical parts, such as bone screws, we have developed a solution that maximizes cost-effectiveness. With the new 7 mm wide Schwanog WEP insert with 3 cutting edges, thread whirling of bone screws with triple lead threads can now be manufactured cost efficient in one pass. All the facts can be found on page 2.

As you can see, with a wealth of ideas and innovative strength, we are doing everything possible to make 2021 a successful year for you.

Wishing you every success

Clemens Güntert
Managing director

SCHWANOG

Krekeler & Losch was impressed by Schwanog Escomatic solutions:

46% REDUCTION IN MACHINING TIME!

Krekker & Losch GmbH & Co KG was founded in 1984 by its owners, Uwe Krekker and Gustav Losch. Guided by the philosophy "Innovation is our driving force", the company has been manufacturing precision turned parts for the electronics and automotive industry, as well as for the household and sanitary industry for more than 30 years.

Krekeler & Losch's competence, reliability, and innovative talent are the source of the company's consistent growth. Today, precise and complex turned parts are manufactured for renowned companies from all over the world in a production area of over 5,000 square meters with more than 65 employees. The company is valued by its customers as an internationally preferred supplier in the field of precision turned parts.

According to Ingo Firzlaff-Maier, production manager for sliding headstock automatic lathes (ESCO), the decisive factors for the company's success are certainly its flexibility and efficiency, which are primarily achieved through in-house machine and tool manufacturing. This is possible because Krekeler & Losch sees itself as a holistic industrial partner, providing everything from design, manufacturing, assembly, heat treatment, and shipping to logistics.

The highest customer satisfaction is one of the company's five guiding principles, and achieved, for example, by striving for continuous improvement of all company processes.

Use of Schwanog tooling solutions on Escomatic machines

This positive and aggressive attitude toward change has also led to a successful partnership with Schwanog as a supplier for highly efficient tooling solutions.

Jörg Hönle as the responsible technical sales representative, recommended the use of Schwanog tooling solutions on the Escomatic machines. Ingo Firzlaff-Maier, responsible for

production at Krekeler & Losch, was immediately very open-minded and receptive with regards to retooling.

Schwanog solution reduces machining time by 46%

A Ventura head was converted to accommodate the Schwanog tools. Ingo Firzlaff-Maier and his team were very impressed with the results. The machining time was reduced by 46%, and thus exceeded all expectations. The company was also impressed by the ease of use and the time savings during the tool setup and tool changeovers, as well as the high repeatability of the tooling system.



Ingo Firzlaff-Maier is very impressed:

"What excites me most about the Schwanog solution, in addition to the enormous 46% reduction in machining time, is the high precision, the significantly longer tool life, and the time savings during tool setup and tool changeovers."

In view of these successes, both companies have agreed on further projects to extend the excellent results to other manufacturing applications.



Ingo Firzlaff-Maier, head of production for automatic lathes (ESCO) at Krekeler & Losch

The 7 mm wide Schwanog WEP insert with 3 cutting edges does it:

THREAD WHIRLING OF TRIPLE-LEAD THREADS IN ONE PASS!

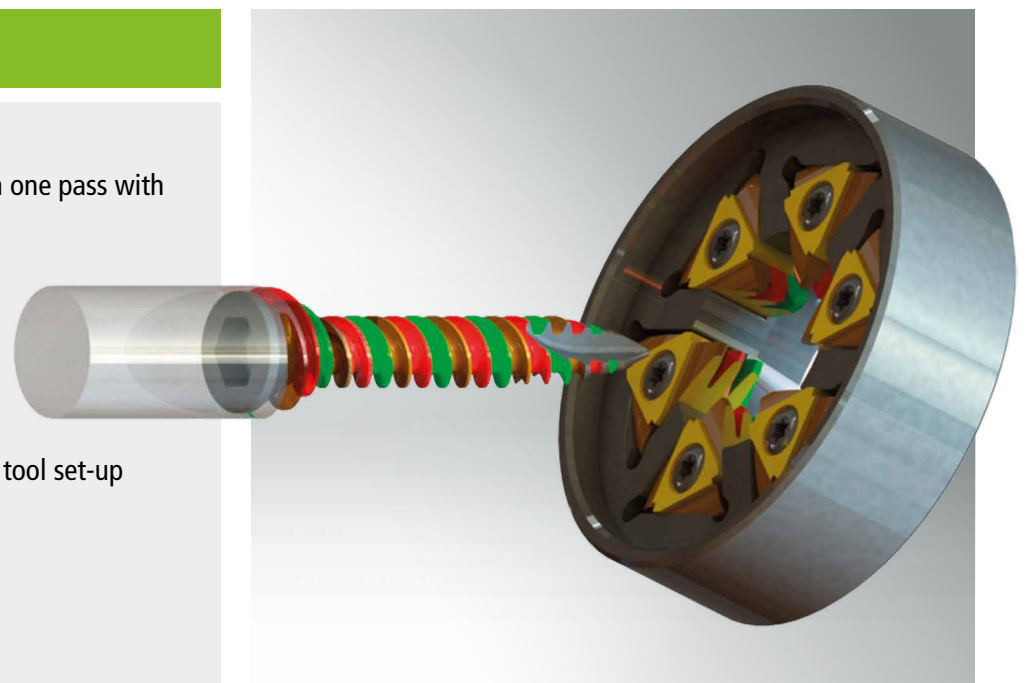
Many medical customers see Schwanog as the pioneer of thread whirling with insertable tooling. In keeping with this tradition of continuous innovation and optimization of its customers' manufacturing processes, Schwanog has now perfected thread whirling of bone screws with triple-lead threads.

As triple-lead threads are ranging typically from 4-6mm, a 7mm wide Schwanog insert which carries 3 cutting edges has been developed. As a result, the Schwanog WEP system can now also be used to manufacture triple-lead threads in a single pass all the way to the head of the screw. The result is a significant increase in productivity while maintaining highest precision and surface finish quality; which are of utmost importance in medical and dental surgery.

A requirement for achieving highest precision is also a proficient profile correction and the calculation of the whirling process for establishing the correct helix angle which we offer to our customers as an additional service.

The Benefits:

- **Maximal cost reduction**
Whirling of triple-lead threads in one pass with substantial tool life increase
- **Significant efficiency**
7 mm wide insertable tool with 3 cutting edges
- **Reduced setup costs**
Quick tool changeovers, no new tool set-up required



Worldwide success through global strategy:

SCHWANOG CELEBRATES 75TH ANNIVERSARY!

It makes us proud to have built up a globally operating successful company in 75 years with such a highly motivated team. And of course, such an anniversary provides a good reason to celebrate enthusiastically with customers and employees.

However, in view of the ongoing pandemic, we have decided not to celebrate our anniversary until 2022.



75 years Schwanog – looking back

Founded in 1946 by Oscar Güntert, the company initially manufactured standard DIN compliant parts. Siegfried Güntert joined the company in 1954; in the mid-1960s the production was converted to the manufacture of precision turned parts. Soon after, the portfolio was expanded to include measuring instruments, so that the company served the market with three product groups: Mechanical engineering, Measurement technology, and Carbide tools.

The development of the first PWP insertable tooling system in 1977 and the great market

success led to the strategic decision to split the companies. In 1987, Güntert Präzisionstechnik was additionally newly founded to focus on the manufacture of precision parts and assemblies.

The arrival of Clemens Güntert as Sales Manager in 1990 signaled the beginning of a new era at Schwanog, which culminated in the focus on insertable tooling systems. The great success affirmed this strategically courageous and significant decision. Sales offices were soon opened in the USA and France and were shortly afterwards expanded to become production sites in

2005 and 2007. In 2010, as part of the global expansion, the company opened its own sales office in China, which has been acting as a fourth production site since 2017.

Today, our international expansion continues to be driven as always by innovative solutions, entrepreneurial courage, and enthusiasm for change.

But our continued 75 years of success is mainly thanks to you, our valued customers. After all, it is only by virtue of your trust and partnership

through all the economic ups and downs of these eras that we have been able to embark on this exciting and successful development.

A heartfelt thank you for everything!



Schwanog Germany



Schwanog France



Schwanog USA



Schwanog China

Current comparison test also favors grooving over single-point turning:

REDUCING COSTS IS OUR JOB!

Schwanog is the right choice for manufacturers of precision turned parts who want to significantly reduce their part costs because Schwanog's insertable form tools, is the fastest and most efficient way to cost savings. With grooving instead of single-point turning, we often achieve part cost reductions by up to 40%!

As typical order sizes for us are ranging from 3 to 50 pieces even the smallest quantities can be manufactured quickly and economically due to our highly efficient processes.

But of course, we always rise to the challenge of real-life comparison tests on swiss-type automatic and conventional CNC lathes. You can watch short films of these tests in real time on our website. Very recently, our US subsidiary conducted a field test together with a customer, which once again confirmed the enormous cost benefits. You too can use our tooling solutions to fully exploit your unit cost potential.

We are looking forward to your challenge, because reducing costs is our job!

The Facts:

- Until now, two standard tools each with 2 cutting edges were used to finish the contour of the part.
Total cost: \$4,200
- The Schwanog solution combined the two tools into one insertable form tool with 3 cutting edges.
Savings: \$1,748.48 or 41.6%

STANDARD TOOL

VS.

SCHWANOG TOOL

	Standard Tool 1	Standard Tool 2	Schwanog Tool
Price/Tool	\$ 10.00	\$ 8.00	\$ 80.90
No. of Edges	2	2	3
Tool Life	500	1,000	3,300
Total Cost/Part	\$ 0.0100	\$ 0.0040	\$ 0.0082
Total Parts/Year	300,000	300,000	300,000
Total Tool Costs/Year	\$ 3,000.00	\$ 1,200.00	\$ 2,451.52
Savings/Year			\$ 1,748.48

Management team determined to master the Corona pandemic:

VIRTUAL GLOBAL MANAGEMENT MEETING!

Our Global Management Meeting was held this time as an MS Teams virtual event. Of course, the dominant theme was the Corona pandemic-induced situation in the individual markets.



All participants agreed that dialog is of the utmost importance, especially in these challenging times. The motto of the event was "Learning from each other" – a fundamental success factor given the time-shifted market developments and the associated experiences and solutions.

For example, Gökay Dumlupinar was able to report significant growth from the Chinese market last year, while in Germany and France or the USA, the markets did not pick up until the fourth quarter of 2020.

All managers agreed that during the peak of the pandemic it was a wise decision to push internal issues that sometimes perhaps might get neglected during growth phases.

For example, the agenda also included the potential progress to more shared digitization across all companies. As a result

of this objective, the proportion of home offices has increased significantly and topics such as process optimization, quality assurance, and data security have been further pursued.

Clemens Güntert expressed confidence:

"I was impressed by how well all managers had prepared for this meeting and how they were able to provide concrete support to other colleagues in the current situation with focused contributions and ideas. This shows me that we are on the right track with our leadership culture."

Making chips will shape their professional lives:

NEW APPRENTICES START AT SCHWANOG!

Fabian Hummel and Jason Heler are two new apprentices who started their apprenticeship as metal cutting mechanic at Schwanog in September of 2020.

For both, the prospects are first-class, because the demand for qualified skilled personnel is high at Schwanog. After a successful apprenticeship, the company's own production facilities in the areas of grinding, EDM wire-cutting, and milling offer excellent career opportunities and the company actively supports further training opportunities.

We wish Fabian and Jason every success.



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